

MICHIGAN TRADESMAN

Volume XVIII.

GRAND RAPIDS, WEDNESDAY, OCTOBER 31, 1900.

Number 893

American Jewelry Co.,

Manufacturers and Jobbers of

Jewelry and Novelties

45 and 46 Tower Block,
Grand Rapids, Mich.

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.

Perfection Time Book and Pay Roll

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

Barlow Bros.
Grand Rapids, Mich.

ASSOCIATE OFFICES IN ALL PRINCIPAL CITIES



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

THE MERCANTILE AGENCY

Established 1841.

R. G. DUN & CO.

Widdicom Bld'g, Grand Rapids, Mich.

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

L. P. WITZLEBEN, Manager.



Knights of the Loyal Guard

A Reserve Fund Order

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

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

Tradesman Coupons

IMPORTANT FEATURES.

Page.

2. Window Dressing.
3. Village Improvement.
4. Around the State.
5. Grand Rapids Gossip.
6. The Buffalo Market.
7. The Meat Market.
8. Editorial.
9. Editorial.
10. Shoes and Rubbers.
12. Representative Retailer.
13. Two Stores.
14. Dry Goods.
15. Clothing.
16. Hardware.
17. Hardware Price Current.
18. Ministers and Money.
20. Woman's World.
21. Crockery and Glassware Quotations.
22. The New York Market.
23. Butter and Eggs.
24. Clerk's Corner.
25. Commercial Travelers.
26. Drugs and Chemicals.
27. Drug Price Current.
28. Grocery Price Current.
29. Grocery Price Current.
30. Getting the People.
32. The Morning Market.

AN OUNCE OF PREVENTION.

Beating the air is not an exercise at all commendable in commercial gymnastics. There is a plenty of profitable activity without it and in the department of business economy, where time is money, every air-wasted stroke adds just so much time and money to the wrong side of the account. In the early days of lumbering, when the waterfall fixed the locality of the sawmill, time and strength and money were wasted in hauling the logs long distances. It cost too much to transport the waste material. Slabs at the end of the trip were still slabs and, when steam took the place of the waterfall, the first move of the lumberman was to set up his mill in the woods and leave slabs and chips and sawdust with the remainder of the refuse, and so save what had before been an utter loss.

The same fact appears in the manufacture of cotton. The New England waterfall located the first American cotton mill and for more than a century the raw material has been hauled first by muscle and then iron from the Southern cotton field to the Northern factory; and, while the refuse is by no means as extensive as it is in lumbering, the practical idea is carrying the day, and the cotton mill of the South is the result.

With these two instances it does seem as if the grower North and South should by this time have learned their lesson, and yet here is an item showing that the orange grower is insisting on shipping the slabs of his business to market for the sake, it seems, of increasing the freight bill and of adding to the refuse pile in the alley:

A good many Florida oranges are coming, but so far a good many of them are green and otherwise unsatisfactory. There is a fair sale for the best of them, however, at good prices.

While it is not possible to bring the orange orchard and the Northern market together and while objectionable fruit will occasionally be found at the end of the expensive trip, that "a good many of them are green and otherwise unsatisfactory" is due to no accident. It

sometimes happens that "anything will answer the purpose;" but rarely in the line of fruit. The green and the unsatisfactory have but one destiny, the dump, and the dealer who encourages that branch of his business is not wise.

Admitting that the shipping of undesirable fruit is by no means due to intention, it remains to be inferred that inexperience is experimenting in a new line of business. In that case, it is easy to see that a costlier man at the head of the packing department would soon pay the cost of difference between a man up in his business and his opposite. It is needless here to insist that nobody can calculate on the weather, the length of the journey nor time of transit; that there are a thousand conditions that can never be taken into account in the shipping of perishable goods; that often the satisfactory, for causes never explained, is unsatisfactory when the market is reached. Every word is so much fact and yet these are the very conditions that must be met if orange orchards are to be made profitable. Freight for waste is loss and the man who ships that kind of merchandise should be made to pay the freight bill; and if the freight bill, under the circumstances, does not show that incompetency as a fruit packer is a miserable failure in a very responsible position, another of the delusions of the trading world will be dispelled.

The ray of sunshine which brightens the item offers little consolation to any but the incompetent packer. There is too much of the "Well, we didn't run behind" about it. There is little consolation in the fact that "a fair sale for the best of them at good prices" made up for the lack of judgment in shipping a lot of unsalable goods that had to be thrown away after a big freight bill had been paid for carrying them to market. It would require considerable cheek for a carrier to put down this item in his freight bill: "To several lots of nothing, \$25;" and yet that is what "green and otherwise unsatisfactory goods" amount to. The fact is, it is a costly kind of commercial beating the air, wholly undesirable, and the quicker it becomes a lost art the better it will be for everybody interested.

The man of wealth who has earned his money is always a busy man and a good citizen. The rich loafer is one who has inherited wealth, and the accident is no credit to him as a man.

Every year is leap year to a queen who must choose her mate, and has suffered the surveillance of a nation ready to kick from her doorstep any young man who came courting.

There should be a civil service commission to examine bank examiners who say they examine banks.

The undertaker can afford to wait. He knows that everybody will be coming his way sometime.

Adam had a family tree; but it did not go back far enough to hide his sins in a dim distance.

GENERAL TRADE REVIEW.

It is a remarkable thing that the last weeks of a presidential campaign should witness the culmination of a decided boom in the stock market, with a considerable advance in values and a still greater increase in volume of business. The reaction taking place this week is the natural result of too rapid an advance and too great activity, and can not be attributed to the political situation nor to any of the usual adverse influences, as everything seems to be moving toward more favorable conditions. The great coal strike is out of the way and other industries are taking on greater activity. The reaction is a purely speculative one and the expectation of resumption of the forward movement is pretty general. A month of advancing prices took the average of sixty railway shares to \$74.12 on Wednesday, which was within \$2.17 of the top point in the last seventeen years—September 5, 1899. Industrials stocks rose to \$57.42 on Wednesday, a gain of over \$7 a share in a month, while traction and gas stocks reached their best point on Friday, gaining \$13.60 a share for the month.

The iron industry has shown more vitality, and confidence in the stability of prices is general. Pig iron is sought eagerly by manufacturers who have delayed purchasing until their stocks of raw material are insufficient for making goods already sold. Railroads have taken supplies of all kinds in great quantity, including large contracts for rolling stock. There is less agitation for cheaper rails, partly owing to the advance in billets, which puts the two more nearly on a parity. In many departments, such as ship plates, bridge material and structural shapes, there is less disposition on the part of makers to contract beyond the end of the year. Purchasers are ready to accept former terms, but now find sellers reluctant to do business. At Pittsburgh last week's transactions were the best since prices broke in the spring, especially of finished forms. General improvement is also noted at Chicago and machinery shops at all the big cities are crowded with work. Lumber continues in a firm position and few concessions are made from the high prices recently obtained. Arrivals are large at Buffalo and Philadelphia, but the demand is brisk and stocks do not accumulate.

Things are not moving quite as smoothly with the textile manufacture and trade, as the widely extended unseasonable weather interferes with the expected winter trade, and in cotton manufacture the break in the raw staple tends to unsettle prices and delay transactions. Wool is moving more freely in Eastern markets and prices are firmly held. Boots and shoes are now moving freely and jobbers exhibit a desire to augment their depleted stocks without further delay. Demands for prompt shipment have crowded the capacity of shops, and resulted in such a general rush for material that holders of leather and hides have pushed prices up vigorously, although no better terms are made for the finished product.

Window Dressing

Effective Method of Displaying Umbrellas and Underwear.

A very good effect can be secured in a window by using glass shelves which are either curved or straight and which are arranged in step fashion in the window. But instead of displaying all the articles on them flat or on supports of the same height or character, they should be displayed on supports of different heights so as to produce a certain irregularity in the trim. For instance, at one end of the shelf a pair of socks might be placed with their ends hanging over the edge. At the other end a shirt on a shirt stand might be placed, and between on a stand of intermediate height a tie with its ends spread out so as to cover the intervening space. By producing a studied irregularity in the arrangement of the articles placed on the shelves a much prettier effect can be secured than by placing every article in identically the same position on every shelf.

* * *

A very neat trim of white shirts can be made by hanging them close together on the bars, so that they slightly overlap, with black ties or socks hanging between them. Another plan is to run a band of black ribbon over and under the shirts and hang from it black butterfly ties.

* * *

Peacock feathers make a very useful accessory for a trim. If a peacock with outstretched tail were placed in the center of the window on a low stand and surrounded by low stands covered with silk and having neckwear and collars, with made-up ties, on them, a rich and simple display could be made. Two or three feathers tied together by a band of peacock blue satin ribbon and attached to the corner of a price card or placed so as to project over the top of a shirt stand would give a very attractive dash of color to a plain display of white shirts. Peacock feathers tied at wide intervals to the upper bars of the window and attached by narrow bands of ribbon could have twisted about them small ties, or alternately with them units of neckwear, collars and cuffs.

* * *

A neat way of utilizing a pillar in a window for display purposes is to have brass bands fitted to it that will serve as supports for the bottoms of a row of umbrellas that are placed about it and kept in place by a band tied about their middle. If the umbrellas are changed from time to time so as to show a variety of styles, this makes a very satisfactory umbrella exhibit. Umbrellas are articles that are always in demand on rainy days, and too often the merchant does not have them displayed when a sudden shower of rain comes up. They are, too, neat accessories for almost any trim of men's apparel, and for that reason as well as the other can wisely be given a permanent place in the window.

As a rule too little attention is paid to proper displays of underwear. Merchants think that as underwear for winter is staple goods, it can be displayed in almost any way without affecting its sales. While to a certain extent underwear must be bought by everyone, it is still true that a considerable difference can be made in the amount and quantity of sales by a proper display of this line of goods. A prominent dealer lately said: "Many people make a great mistake in not varying often

enough their displays of underwear. After we have had a trim in the window a few days we take it out and replace it by a new line of goods or by the old line made up in different units of display. We wish to attract attention to our goods, and if they are not any different in quality or price from those shown all about us, we still endeavor to attract attention to them by showing as much care with them as if they were something new. I think that it is as important to put into the window varying lines of goods in underwear as to show different lines of neckwear. Furthermore, we have found by experience that it is particularly advisable to make displays of underwear in outside showcases. Women passing along the streets often in this way have their attention attracted to goods that they would not otherwise see, and so are led to buy garments that, had they not been displayed outside the store, would not have come to their notice. Every fall as the cold weather comes on we send out to our patrons circulars calling attention to our fall lines of goods, and particularly to our fall lines of underwear. Then we display underwear prominently on the bars in the window and in the interior of the store. It is impossible for anyone coming into our place to escape seeing underwear. By pushing it forward in this way we are able to considerably force the sales of this particular line of goods.

A neat display of underwear can be made in connection with sweaters. The shirts are spread on the floor with the drawers placed on them after being made up in this manner: The legs of the drawers are folded up and then the tops of the drawers are drawn back about them so as to be pinned tightly back, thus making a stocky lump of the pair of drawers. Low stands are placed about the window with the sweaters displayed on them in this manner: The sweater is folded down the middle and then draped over one end of the stand and the arms are stretched out and fastened to the other end of the stand. A pair of golf hose is then draped over the arms of the sweater with the embroidered tops placed one over the other.

* * *

It is said that during the Franco-Prussian war a patriotic French dyer captured a couple of the storks of Strasbourg, and, after dyeing them with the French colors, let them loose in the city. The French portion of the population was delighted and the Germans proportionately incensed, but the colored storks bore the French colors high in the air above the German colors. It is suggested that the same idea might be applied in a modified form by using those inhabitants of our cities who are a general nuisance—the English sparrows. A window might be filled with corn husks and other products of autumn strewn over the floor, with two or three sheaves of wheat for the food of the birds. Some twenty or thirty English sparrows might then be dyed in different colors and liberated in the window, where they would undoubtedly attract much attention. Any druggist could recommend dyes that would not be injurious to the birds and they could be applied to them with a small brush. If different colors were used, with regard to the natural markings of different species of birds—for which purpose colored illustrations of different kinds of birds would be necessary—some very pretty and striking effects could be ob-

tained. The dyes could be made either fast color or wash color, as might be desired. If the window were a very high one or a very large one, the upper part or the sides could be used for a display of clothing by fencing off the enclosure in which the birds are placed by fine wire netting at the sides and top, which would prevent the goods from being soiled by the dirt of the birds. Such an attraction would be very interesting, especially to children.

Almost Successful.

The world is full of people who are almost successful. Here is a man who is almost a lawyer, but not quite; here is another who is almost a physician, but is neither a good druggist, a good surgeon, nor a good dispenser. Another man is almost a clergyman, or about halfway between a farmer, or a tradesman, and a clergyman. Another is almost a teacher, but not quite competent to take charge of a school or an academy. We meet, every day, people who are almost something, but just a little short of it.

If these people undertake anything, they never quite finish it; they never quite complete their courses at school; they never quite learn a trade or profession. They always manage to stop just short of success.

We encounter people everywhere who are almost happy, almost philosophical, almost religious, yet never exactly belong to any class or sect. They never know just where they stand; they are not quite anything.

"Almost" is a dangerous word. It has tripped up many a man who might have been successful if he had had determination and grit enough to go a little further, to hold on a little longer.

No Need to Make Promises.

First Politician—Why is it that your man will make no promises? Just look at the promises our candidate has made.

Second Politician—Well, you see, our man expects to be elected.

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.

<p>THE Keeley Cure</p> <p>Long Distance Phone 634.</p>	<p>GRAND RAPIDS, MICH.</p> <p>Alcohol, Opium, Tobacco, Neurasthenia</p> <p>Drunkness, Drug Using and Neurasthenia absolutely cured by the Double Chloride of Gold Remedies at The Keeley Institute, Grand Rapids, Mich. Correspondence strictly confidential. Write for particulars.</p>
---	---

RUB-NO-MORE

Handled by all Jobbers.

Sold by all Retailers.

SUMMIT CITY SOAP WORKS, Fort Wayne, Ind.

BOUR'S

COFFEES

MAKE BUSINESS

Village Improvement

Practical and Financial Side to Beautiful Surroundings.

For an illustration of the fact that there is a practical side and so a financial side to beauty, the Tradesman is glad to refer to what the National Cash Register Co. has done along these very lines at Dayton, Ohio. In the mind of John H. Patterson, the President of the company, it had long been more than conjecture that business success depends to a great extent upon the personal surroundings of the workman and, while each man's home is his castle and so not subject to invasion, it is possible even then to influence that home so that it may be a counterpart of the indwelling spirit wrought upon by a beautiful exterior. What he wanted was workmen at their best and these he could not have under existing conditions. True, the finest pond lily comes from the blackest mud; but it takes the Divine to plan and carry out such workmanship and so far human fingers have not been found to equal Nature's handiwork. It was possible, however, to take advantage of Nature's hint and, making the most of sun and sky and leaves and vines, in this way so fill the workman's being with real beauty that it would thrill even his finger tips and so brighten the work of his hands.

With that thought in his mind, he proceeded to put it into practice. He began with the rubbish—old iron, boxes and barrels in the immediate vicinity of the factory—and sowed the ground to grass. Trees and shrubs were planted and flowers bloomed and it was found that these changes, simple as they were, influenced wholesomely the health and the daily lives of the workmen and their families and that, as an investment, the outlay paid.

This conclusion reached, Mr. Patterson determined to go a step farther and wisely placed the matter of adornment in the skillful and distinguished hands of John C. Olmsted, the well-known landscape gardener. The genius who made the grounds of the World's Fair a memory spot of never-forgotten beauty came and, with a "Come forth" that even Nature was compelled to heed, unbound the beauty that only his cultured eye could see, and factory ground, cottage, lawn and even the backyard, so long despised, put on a garb of loveliness until then unsuspected there and certainly before unseen.

Thus fairly and correctly started, the idea took root and began to grow. Women, naturally, and men, unnaturally but kindly, began to see an error in what they had before believed, that

A primrose by the river's brim
A yellow primrose was to him
And it was nothing more;

and it was not long before the error took wings and flew away. For the first time in their lives the mystery of "green things growing," of leaf and bud and blossom, of shady nook and vine-guarded hammock, of pictured garden plot and beauty-brightened backyard, was revealed to them, because for the first time in their lives they were brought under its educating and refining influence. They knew what landscape gardening meant when acres and square miles had been brought under the artist's touch; but here was their own neighborhood—a picture of living beauty before them and here, as a part of the loveliest picture that sunshine ever looked down upon, were their own little, but beautiful, leaf-covered homes which their own

hands had brightened—a part, and an important part, of the delightful whole. From the expansive landscape had these garden-plots been taken, and, breathed upon by the spirit that had brightened the whole, had shown how the general principles on a large scale not only could be, but had been adapted to the family cottage and its surroundings and made it a thing of beauty.

With the thought thus worked out, with tree and shrub and flower doing each its best to illustrate that thought, the National Cash Register Co., with a gesture that includes these improvements, affirms that its idea means just what these things declare: good taste in homes and planting; neat yards in premises large or small; clean streets and alleys; simple instruction in principles of landscape effects for all homes; enthusiasm for the neighborhood; the abatement of nuisances by publicly showing what and where they are; the elevating, rather than the debasing, influence of factory life; the cultivation of interest in the moral, intellectual and physical welfare of the entire community. It has been affirm-

ing this for five years or more. It has succeeded in bringing human nature into contact with the beauty of inanimate Nature and has watched the delightful result. The displacement of the rubbish and old iron by flowers and leaves has made a charming change, but it falls far short of the greater one in the lives of the men and women who once wondered what this change was for. The backyard no longer means a place to throw things; but, better than that, it has suggested so pointedly that there are nuisance-places in character to be similarly cared for that the community has changed by heeding the suggestion. The good seeks the good no more surely than it repels the bad and the cleaned street and the cared-for alley had no sooner become sightly than they began to teach their moral lessons to the thoughtful and the unthoughtful about them. Cleanliness is an attribute of beauty, as certainly as form and color are, and, when backyard and alley were fairly overflowing with these three, the lives they came in contact with had to be better. The idea had to grow, and, given a chance everywhere, it every-

where brought to bear its influence and has made the locality, once defaced with tin can and ash barrel, a spot so bright and so beautiful that the whole world is asked to come and see.

The Parson's Guarantee.

A good joke is told on a certain minister of the gospel who lives not many miles from Grand Rapids and who likes to trade horses by way of recreation. By some means the preacher came into possession of a horse that wouldn't pull at all when he came to a hill. The parson found a purchaser who enquired particularly as to age, condition and qualities of the parson's steed. At last he asked if he was a tried puller. "It would do your soul good to see him pull," was the enthusiastic response. The trade was made and in a few days the new owner came back and claimed the parson had misrepresented the qualities of the animal. "I told you it would do your soul good to see him pull, and would it not have done so?" The purchaser saw the point and dropped the subject.

Keep your credit good by using it sparingly. It is like your bank account, the more you use it the weaker it becomes.

Insurance Department. MICHIGAN.

Lansing, Oct. 18, 1900.

Grand Rapids Fire Insurance Co.,

Grand Rapids, Mich.,

W. Fred McBain, Sec'y,

Dear Sir—This morning Mr. Otis filed his report of the examination of your company and I am pleased to note that, in spite of the very large number of fires this year, your company is in good strong financial condition. I am

Very truly yours,

Dic. H. H. S.

Commissioner of Insurance.

The Insurance Department at Lansing is making an official examination of all Michigan Fire Insurance Companies. It has recently completed an examination of the Grand Rapids Fire Insurance Co., and Secretary McBain has received the above letter from the Commissioner, which shows that our home company is in good financial condition.

Around the State

Movements of Merchants.

Lyons—Greenhoe Bros. have engaged in the meat business.

Clare—James O'Connor has engaged in the grocery business.

Kalkaska—Mrs. J. H. Durkee, baker, has sold out to S. Stevens.

Owosso—Fred Carpenter has sold his grocery stock to Stephen B. Pitts.

Detroit—Chas. Protiva has sold his grocery stock to Fred W. Schwartz.

Thompsonville—N. A. Egbert, of Clare, has opened a flour and feed store.

Tecumseh—E. J. Peters is succeeded in the jewelry business by Gaston & Son.

Easton—C. E. Underwood, of Owosso, has engaged in the grocery business here.

Eaton Rapids—I. P. Roberts has engaged in the flour, feed and provision business.

Bad Axe—Bartley Bros. succeed Henry Bartley in the furniture and undertaking business.

Pontiac—Victor Sheppard and George Nusbauer have purchased the grocery stock of W. Elevier.

Battle Creek—James G. Redner has purchased the grocery and crockery stock of Wm. G. Murphy.

West Bay City—A. McDonald continues the grocery and meat business of McDonald & Owen in his own name.

Lansing—Edmund Moore has engaged in the grocery business at this place, having purchased the stock of W. H. Maguire.

Big Rapids—A. R. Morehouse has sold his grocery stock to A. Farladeau, who will continue the business at the same location.

Allegan—Burrell Tripp has purchased the furniture stock of Oliver & Co. and will add a line of crockery and house furnishing goods.

Turner—The general stock of Wedemeyer Bros. has been taken by the Wm. Barie Dry Goods Co. and Symons Bros. & Co., of Saginaw.

East Jordan—Elmer Richards has retired from the meat firm of Richards Bros. The business will be continued under the style of Richards & Co.

Sault Ste. Marie—P. C. Keliher, the veteran grocer, will discontinue the retail business and engage in the wholesale grocery business exclusively.

Big Rapids—F. W. Joslin has purchased the M. A. Wells & Co. clothing stock of John T. Clark, receiver, and will continue both stores for the present.

Petoskey—L. VanAlstine has formed a copartnership with E. H. Gilbert, of Grand Rapids, and engaged in the harness and agricultural implement business.

Owosso—Edwin S. Lusk, formerly engaged in the shoe business at this place, and later in the employ of D. R. Salisbury, has leased a store building and opened up a line of boots and shoes.

Owosso—Macauley & Co., wholesale milliners at Detroit, have begun suit against the millinery firm of Sturtevant & Shehee in the sum of \$500 to collect a debt due them to the amount of \$318.40.

Bay City—The Bay City Dry Goods & Carpet Co. is spending about \$20,000 in the improvement of its store building, which will include a new elevator, enlarged windows, hardwood floors and a third story to the south store.

Buchanan—H. O. & E. B. Weaver, proprietors of the Hub clothing store, have sold their stock to Wenger & Hath-

away, who will discontinue the feed and livery business and devote their entire attention to the clothing business.

Owosso—Fred Carpenter has sold his grocery stock to B. S. Pitts, formerly engaged in the drug business here and later with Detwiler & Son. Mr. Carpenter has accepted the position of manager of the dry goods department of the Tamarack Co-operative Association, at Calumet.

Durand—A war on meat prices is in progress at Durand. On Monday one meat market reduced the price of sirloin and porterhouse steaks from sixteen cents to twelve and a half cents. His competitor several doors away immediately purchased \$5 worth at the reduced price.

Hillsdale—The grocery and meat firm of W. H. Croose & Co. has been dissolved, Mr. Croose retiring. Geo. Schick will continue the business in his own name. Mr. Croose will devote his entire attention to stock buying and shipping, which he has followed as a side line for some time.

Charlotte—M. Heyman & Son, meat dealers at this place, have dissolved partnership on account of the retirement of M. Heyman from active business. Henry Heyman has formed a copartnership with Charley Bicker, for many years in the employ of the firm, and will continue the business under the style of Heyman & Bicker.

Manufacturing Matters.

Onaway—The Huron Handle & Manufacturing Co. has been organized with a capital stock of \$50,000.

West Bay City—The Michigan Land & Lumber Co. has increased its capital stock from \$5,000 to \$25,000.

Jackson—The Puritan Cereal Food Co. is the style of a new corporation at this place. The capital stock of the enterprise is \$100,000.

Montague—Olsen & Youngquist have purchased the roller mills at this place and will conduct the business in connection with their grist mill at Whitehall.

Lakeview—Frank Hess has discontinued the stove manufacturing business at Ithaca and formed a copartnership with his father-in-law, Fred Sreaves, to continue the grocery and crockery business of the latter.

Norrisville—N. Sarensen, formerly with the Michigan Starch Co., of Traverse City, has leased from Charles Norris a half interest in the roller mills and formed a copartnership with John Norris to continue the business under the style of Norris & Sarensen.

Grass Lake—The Grass Lake Creamery Co. has declared a 7 per cent. dividend. This is the first dividend since the fire of two years ago. The machinery and repairs are all paid for, and hereafter with fair success a semi-annual dividend will be forthcoming.

Jackson—Ground has been broken for the erection of a new factory building, 130x50 feet in dimensions, on Ganson street, in which to manufacture hardware specialties, including the metal parts for carriages and agricultural implements. The new enterprise will be conducted under the style of G. A. McKeel & Co.

Mt. Clemens—The Mt. Clemens Lumber Co. is now fully organized and doing business in the old yard of William Dulac & Sons. The company is composed of the following substantial citizens of the town: Francis P. Ullrich, Thomas W. Newton, John P. Martz, Oscar O. Lungershausen, Louis Char-

beneau, Capt. Dulac, F. B. Schott, Otto K. Bartley, George Chambers, Albert Schott, F. L. Wolf, John Priehs, John Weber, Jacob Hubarth, Jas. Matthews and W. D. Wilson.

Saginaw—The plant of the American Fibre Co. is rapidly assuming shape for the manufacture of its product, about 40 men being employed in overhauling the engines and boilers, refitting the building and installing the machines and reservoirs. The building which will contain the big ovens where the ware is to be baked is now under construction. It will be 165 feet long. A 100 horse power electrical generator will operate the pumps of the salt wells, which are to be operated in connection with the factory.

Northville—The Northville Improvement Association has secured the Fisk & Olds' shoe factory, and the company will move here early next month and expect to be ready for business by December 20. The company, to begin with, will employ fifty hands, which number will be increased to 100 by another year. Besides a cash bonus, the company will get free light and free water for a period of five years. They will occupy the large three-story brick near the depot, formerly used by the Globe Furniture Co. as a finishing room. The Association has also induced the J. A. Dubuar Manufacturing Co. to build a 40x80 three-story brick addition to its plant, and the work has already commenced. The manufacture of air guns and some other novelties will be extended and an increase of twenty to thirty men will result.

Detroit—The case of the Old Sol Cigar Co. against the Flint Cigar Co. to restrain the use of the registered trade mark or cigar label of "Old Sol" is under consideration by Judge Hosmer. Sol Aberdee maintains that he registered the label and used it with the firm of W. E. Braman & Co., or the Flint Cigar Co. Subsequently he sold out his interest in that company, but claims that he retained all the rights to that cigar and label. For a while after he left the company they still made the "Old Sol," but ceased later, as he demanded that they take his picture off their boxes. Then they made the "Original Old Sol." This led to so much confusion that when a man wanted a cigar he would ask for the "Sol with whiskers on," meaning the "Old Sol" with Aberdee's picture, or he would ask for "Sol without whiskers," meaning the "Original Old Sol." The Flint company applied for registration on the names "Old Sun" and "Old Son," and "Original Old Sun," and "Original Old Son," but were only granted it on the last two.

Large Potato Crop in Oceana County.

Shelby, Oct. 28—There is a big potato crop in Oceana county. Farmers are very busy digging the tubers now. The quality is very fine and the crop is unusually large—an average of about 100 bushels to the acre. They are a little green to ship yet, as the weather has been summerlike, but the first frost will harden them up. J. H. Chapman.

Sudden For Her.

Neighbor—Good morning, Johnny. How's your ma?
Johnny—She's pretty well for her.
Neighbor—And how's your pa?
Johnny—He's pretty well for him.
Neighbor—Your grandma's dead. She died pretty sudden, didn't she?
Johnny—Yes, pretty sudden for her.

More than \$100,000,000 worth of India rubber has been imported into the United States during the last four years.

The Grain Market.

Wheat has been dull during the week. Fine weather was the rule. Farmers' deliveries were good in the Southwest and in the Northwest as well. The exports from the United States were large, being about 5,000,000 bushels. Still the visible showed an increase of 1,460,000, which had a depressing tendency, but the reported damage in the Argentina finally caused a halt in the downward course, so cash wheat closed to-day where it was a week ago to-day. While December options were $\frac{3}{4}$ c lower, the outlook, notwithstanding the large visible, is for firm markets, as the conditions are such that the heavy receipts are about over.

The prospects for winter wheat are not promising at the present time, as the Hessian fly is reported in Ohio as bad as last year, while similar complaints also come from Kentucky and Kansas. In our own State it has not made its appearance to any extent as yet, owing to the late sowing. Should the Argentine damage be more pronounced, we will yet see better prices in the not far future, especially as the Russian as well as the Danubian and Hungarian crops are short—so much so that part of Russia is threatened with famine in parts where wheat is usually plentiful.

Corn is fully $1\frac{1}{2}$ c lower than at the corresponding time last week. The reason therefor is the fine dry weather. New corn has made its appearance earlier than usual and, notwithstanding the visible showing a decrease of 770,000 bushels, the market sagged off, as above stated. At present prices look very weak in the corn trade.

Oats, not to be outdone by corn, followed suit and dropped 1c a bushel, which is still too high, taking the large amount received into consideration. We predict lower prices for that cereal.

Rye has held its own, 50c for choice in carlots being the going price.

Flour was very steady. The demand has not been as pressing as heretofore, owing to the apparent weakness in wheat, and buyers are holding off. Foreign bids are below value at present. However, there seems to be considerable doing. The city mills have orders to run full time yet. Should wheat prices firm up, the demand will be very much stronger, both for domestic, foreign and local trade.

Mill feed is still in good demand at full prices.

Receipts have been nominal: 55 cars of wheat, 5 cars of corn, 9 cars of oats, 1 car of flour, 2 cars of beans, 2 cars of hay, 8 cars of potatoes.

The mills are paying 73c for No. 2 red wheat. C. G. A. Voigt.

Crusades have been legion in Boston and New York against unsightly advertisements, both in town and country. A Boston club offers a prize for the set of twelve photographs which will best illustrate the disfigurement of landscapes in the way indicated. The New York Central Railroad has taken up the matter with the object of protecting the scenery along its route.

A curious case of loss of memory is reported from Worn's. A small landowner was struck by lightning while plowing, the flash passing through his hat, leaving a hole as large as a fist, then down his neck and through the plow handle into the ground. The victim, who was ill for several days, finally recovered, but he has entirely lost his memory.

The campaign spell-hinders will be out of a job for a spell after the election is over.

Grand Rapids Gossip

M. Millard has purchased the grocery stock of B. L. Millard at 31 East Bridge street.

Taylor & McDuff, proprietors of the so-called Cut Rate meat market on Wealthy avenue, have suspended operations for the present.

G. A. Johnson has sold his grocery and confectionery stock and bakery business at 38 West Leonard street to Mrs. Rosa M. Castor.

Wellington R. Lawton has sold his grocery stock at 58 Second street to B. Fred Idema, who will continue the business at the same location.

J. G. Jourdan has engaged in the drug and grocery business at Fruitport. The drug stock was purchased of the Hazeltine & Perkins Drug Co. and the grocery stock was furnished by the Musselman Grocer Co.

Peter Cooper has sold his interest in the grocery stock of Cooper Bros., at 418 West Bridge street, to his brother, who will continue the business under the style of Sebastian Cooper. The retiring partner has taken the position of Grand Rapids representative of the American Importing Co., of Chicago.

Representatives of the local wholesale grocery trade and allied lines enjoyed a trip to Holland last week as the guests of the Holland Sugar Co. The programme included dinner at the City Hotel and a visit to the beet sugar factory, where the process of converting beets into granulated sugar was witnessed and explained. The factory appears to be a model in point of systematic arrangement and careful attention to details, the product moving along from one stage of manufacture to another without stoppage. The output is superior in quality, being even more uniform than the output of last season, which was manufactured under the auspices of the construction company which erected and equipped the plant. Although the acreage planted to beets by the patrons of the factory is no larger than last season, the yield is so much greater and the returns so much more satisfactory, that the management confidently expect that the acreage will be doubled another season.

The Produce Market.

Apples—Michigan fruit commands \$1.75@2.25 per bbl. A considerable portion of the crop must be moved quickly, owing to the prevalence of the so-called bitter rot, which indicates that the fruit so affected will be short lived. Local handlers are purchasing New York fruit for cold storage.

Bananas—Are stronger and some grades have advanced again 5@10c per bunch. There is a constantly increasing movement, due to the small supplies of other fruits which have passed out of season. Although the arrivals have not been as large as last year at this season, the condition of a large proportion is better than it has been and prices are showing the effect in substantial advances.

Beets—\$1 per bbl.

Butter—Fancy creamery is strong at 21c. 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.

Cider—10@11c per gal. for sweet.

Cranberries—Walton fruit commands \$2.50 per bu. box for fancy. Cape Cod

are held at \$2.40 per bu. box and \$7 per bbl.

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.

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 demand is limited. Fancy white commands 15@16c, amber goes at 13@14c and dark buckwheat is slow sale at 10@12c.

Lemons—Are dull. Trade is light, most buyers wanting only small quantities. The condition of much of the foreign fruit is very unsatisfactory, but the California lemons are giving good satisfaction.

Onions—Red Globe and Yellow Danvers have advanced to 50@55c, while White Globe and Silver Skins fetch 60@65c. Small white stock for pickling purposes is in fair demand at \$2 per bu. Spanish are held at \$1.50 per crate.

Oranges—A few Florida oranges come into market, but so far the quantity is too small to make any impression. The quality is improving, however, and there is likelihood that the entire crop will mature earlier than at first stated. With Jamaicas, Californias and Floridas in market and a few from other producing sections there promise to be lively times this fall and winter.

Peas—Cold storage Kieffers command \$1@1.25 per bu.

Pop Corn—\$1 per bu.

Potatoes—30c per bu. The market is beginning to strengthen, on account of reports that stock is rotting badly, especially in the Grand Traverse region.

Poultry—Local dealers pay as follows for dressed: Spring chickens, 10c; fowls, 8c; spring ducks, 9c—old not wanted at any price; spring geese, 8@10c—old not wanted; spring turkeys, 11@12c; old turkeys, 8@9c. Spring chickens are coming in freely. Spring turkeys are not yet in good condition, on account of being lank and bony.

Sweet Potatoes—\$2 for Virginias and \$2.75 for Jerseys.

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

Squash—2c per lb. for Hubbard.

Turnips—\$1 per bbl.

Hides, Pelts, Tallow and Wool.

Hides remain firm and sell freely at the advance, with asking prices still higher. Stocks are kept well cleaned up. The demand is above the supply. The past year has proven remunerative to tanners and their products are wanted for the trade.

Pelts are in good demand at higher values, on account of better quality of stock and the increased demand.

Tallow has more enquiry, with a slight advance on edible. No. 1 soapers' stock remains firm. Trade is fair on all grades.

Wools do not change in value. No large sales have been made and small manufacturers are buying to fill present orders. The volume of sales is small. Both sides are awaiting the outcome of election. The low prices in London now control the market on this side.

Wm. T. Hess.

The interest which farmers are taking in dairy products means a great deal to the manufacturers of dairy supplies. The growth of population, the rise of cities and towns throughout the regions heretofore devoted to agriculture, the increasing demand abroad for American dairy products, all help to increase the demand for those products in accelerating proportions. The mechanical appliances for dairy requirements are yearly improving, and the opportunities for profitable development of this interesting adjunct to agriculture are widening. The next step will be the application of electricity to dairy work upon a large scale.

The Grocery Market.

Sugars—The raw sugar market is weaker and prices have declined 1/8c, making 96 deg. test centrifugals now 4 1/2c. Refiners, however, have fair supplies on hand and seem indisposed to buy, their ideas being about 1/8c lower than the present price. The refined market is quiet and buying is only of a hand-to-mouth character in anticipation of lower prices for the entire list, owing to the weakness of the raw market. The beet sugar campaign is now on and the trade are taking largely of sugar of Michigan manufacture. The product turned out this year is very fine and the majority of it is fully equal to the best Eastern refined and, at the 10 cents difference in price, is monopolizing the business.

Canned Goods—The canned goods market, like all others, is characterized by the waiting tendency incident to the coming election. Immediately after the election we think business will be much more active and any increased demand will cause higher values in several lines. The tomato market is quiet, but shows no change in price. The market is in good condition and we think will soon begin to do better. Corn continues easy, with very little interest shown by the trade. Peas are firm for good quality goods, but the market is quiet. Baltimore peaches are easier. String beans of the best grades are wanted by some buyers, but goods are very scarce. The salmon market is firm, but quiet. There is some enquiry for almost all grades of salmon, but only small sales are made, as stocks are so very light. The sardine market is very firm and prices are advancing. Some interest is taken in imported sardines, owing to buyers' desire to get in before an expected further advance.

Dried Fruits—There is considerably less activity in the dried fruit market than was the case several days ago and jobbers are bemoaning the falling off of retail buying, which early last week seemed to be starting up in earnest. The disappointingly warm weather and the prospective election together are causing the mischief apparently, although the consensus of opinion attributes the prevailing dullness to the atmosphere rather than the political conditions. A good cold snap that should act as if it meant to tarry a while undoubtedly would vastly improve trade. At present there can hardly be said to be any special feature to the market. There has been a good demand for raisins, although the demand has not been as brisk as it was a week ago. Seeded raisins are moving out more freely than any other line of domestic dried fruits, while all raisins, California and imported on spot, are in quite good request. The crown loose muscatels are in great demand and it is stated that the market on this grade is firmer, owing to reports from the coast that the percentage of two crowns this year is showing a shortage, running only about 12@15 per cent. The currant market is somewhat weaker and prices have declined 1/8c. Trade in dates continues very good. Hallowis are going out freely at full prices. More interest is noted in Fard dates. New crop Smyrna figs show an increased demand and some large sales have been made. California figs are doing better, also, and are selling quite freely. The output of figs in California this season is estimated at 160 cars. Evaporated apples are in light demand just at present, owing largely to the continued warm

weather. With the advent of cooler weather, much better business is expected.

Rice—There is no particular change in the rice market. Business is moderate and full prices are realized for all grades. Some dealers anticipate lower prices, while others believe there will be no changes for some time to come.

Tea—The tea market is still very dull, but a revival in business is expected the latter part of November. Prices are steady, but unchanged.

Molasses—The demand for molasses is not very brisk, owing somewhat to the warm weather prevailing. Prices, however, are firmly held. Advices from New Orleans note somewhat freer arrivals of new crop molasses and it is expected that prices will be lower. Buyers are, consequently, purchasing only small lots to meet current wants.

Fish—Codfish is becoming scarce at Gloucester and prices there are higher. The scarcity of fish is said to be due to the fact that most of the fishing vessels are going for mackerel, which is more profitable to the fishermen than catching cod. The demand for codfish has been very heavy and no lower prices are looked for.

Nuts—Nuts show more activity, particularly Tarragona and Ivica almonds, filberts and Brazils. Returns from all districts indicate that the crop of California walnuts is running below early estimates. Some records show a loss of 25 per cent. in delivery, as earlier estimated. This would make a total output of but 400 cars. Based on these conditions large operators are extremely confident of the November market. The market on Tarragona almonds has made a slight decline and it is claimed that this decline brings the price down to quite a little under the cost to import. Some interest is taken in filberts and new Naples walnuts.

Rolled Oats—Millers are still heavily oversold and for prompt shipment are holding prices at the last advance, but for shipment in three weeks are making some slight concessions.

The Cloven Hoof of the Bell.

Before the Kalamazoo people were sold out to the Michigan Bell Co., they were getting good telephone service with granular carbon or long distance telephones at \$24 for business places and \$18 for residences.

The following official announcement was made October 27 as to Kalamazoo rates, the "common" service being that obtained over the old Blake transmitter telephone:

Long distance business, \$48.

Long distance residence, \$36.

Long distance two-party business, \$42.

Long distance two-party residence, \$30.

Common business, \$36.

Common residence, \$18.

Common two-party business, \$24.

Common two-party residence, \$15.

Thus a business man must pay 50 per cent. more for poor service and double for good service than he did for good service under independent ownership!

Evidence of Genius.

"My wife," said Mr. Snickers, "is a truly remarkable woman."

"We all know that," we said; "but do you wish to specify?"

"Yes, sir. She wrote and sold a story the other day, and she spent only once the money she expected to receive for it."

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

The Buffalo Market

Accurate Index of the Principal Staples Handled.

Beans—The market is higher on marrow and medium, but only steady on pea. It appears that growers were induced to raise more of the latter variety by the high prices prevailing the past few years, and while marrow and medium are scarce this year there is plenty of pea to be had at easy prices. Marrows are selling at \$2.30@2.40 for good to fancy; medium, \$2.15@2.30; pea, fancy, \$2@2.20 per bu. No white kidney offered. A few red kidney would sell at \$1.75@2 if fancy.

Butter—Fresh extras are scarce and the majority of sellers are asking 23½¢ for tubs and 24@24½¢ for prints. This is considered too high by buyers who even supply the best class of customers, and there is a general hunt for something to take its place at a lower figure. Junes, fancy renovated and some extra nice storage dairy are being offered and holders report an active business at better prices than recently quoted. Crock butter and low grades of all kinds are in light supply. Rolls are scarce and in good request. Quoted: Extra creamery, 23@23½¢; good to choice, 21@22¢; common to fair, 16@18¢; dairy fancy, 20½@21¢; fair to good, 17@18¢; crocks, fancy, 20¢; fair to good, 17@18¢; poor butter, all kinds, 13@14¢. Rolls sold at 18¢ for fancy, and 16@17¢ for fair to good.

Cheese—Trade is fairly active for good to choice and prices remain steady, fancy full cream small selling at 11½¢@12¢; good to choice, 10@11¢; common to fair, 8@9¢.

Eggs—Receipts are liberal of fresh and storage are coming out freely. Trade is getting into storage quite generally as fresh lots are not giving the best of satisfaction. State and Western strictly fresh, 20¢; good to choice, 18@19¢; seconds, 10@11¢; storage, fancy, 17¢; good to choice, 15@16½¢.

Dressed Poultry—With a heavy supply of dressed and live and warm weather prices were lower, especially at the close of the week when it was evident the market could not clean up except at liberal commissions. Chickens went mostly at 11¢ when extra fancy, good to choice, 9½@10¢. Fowl, fancy, 9½@10¢; fair to good 8½@9¢. Young turkeys sold at 11@12¢ for the best lots down to 8¢ for thin and old stock. Ducks if fat and fancy were not quotable above 11@12¢.

Live Poultry—Receipts of express stock were liberal, but would have worked out at close to last week's prices, but freight receipts began to arrive and the market broke from 1@1½¢, and at the close on Saturday was still lower. Even ducks sold down below expected prices owing to the flood of chickens and fowl. The break will no doubt check receipts and it is possible will place the market in better shape for future business. Turkeys, young, sold at 9@10¢; chickens, large fancy, 9¢; good to choice, 8@8½¢; small and mixed, 7@7½¢. Fowl, fancy, 8½¢; fair to good, 7@8¢. Ducks, fancy, per pair, 75@80¢; small and medium, 50@65¢ per pair. Geese, large fancy, 80@90¢ each; medium, 55@65¢. Pigeons, per pair, 15@20¢.

Game—Scarce. Partridge quoted at \$7@8 per doz. Woodcock, \$4@5 per doz. Rabbits, 40@60¢ per pair.

Apples—Fancy table fruit is scarcer than last week and in better demand. Snobs sold up to \$3.50@4, but the bulk of fancy brought \$3 per bbl. Other selected fall fruit sells at \$2.50@2.75. Good to choice, \$1.75@2.25; common to fair, \$1@1.50 per bbl; winter apples, \$1.50@1.75 per bbl.

Crabapples—Season over. A few 8 to 12 lb. baskets are selling at 10@15¢.

Pears—Quiet and weak. Duchess and Kieffer offered at \$1.50@2 for choice to fancy.

Peaches—Light receipts, but demand is slow at 15@25¢ per 8 lb. basket.

Quinces—Few really fancy in market and such brought \$1.75@2 per bbl.

Common to fair in liberal supply at \$1@1.25 per bbl.

Grapes—Feeling is easier. Offerings of anything except fancy are accumulating. Wine grapes are beginning to drag at \$14@18 for black and \$20@26 for white per ton. Basket Concord, 9 lbs, 10@11¢; Niagaras, 12@15¢; Catawba, 14@15¢; pony Catawbas, 10@11¢. Malaga, per keg, \$4.50@6.

Potatoes—Farmers' receipts are irregular and commission men with fancy white stock are forcing a premium when the supply is light. It seems difficult to get potatoes moving this way in carloads in sufficient quantity to supply the demand. Everything sells on arrival and at strong prices compared with other markets. No. 1 white stock, 40@42¢; No. 1 red, 38@40¢; No. 2, all kinds, 35@37¢.

Sweet Potatoes—Lower and in liberal supply. Fancy packed, \$2.25 per bbl; cloth tops, \$1.50@1.80.

Onions—Higher; active demand and receipts light. Fancy good-keeping stock is particularly wanted. Fancy yellow sold easily at 55¢; fair to good, 45@50¢; red, 40@45¢ per bu.

Celery—Receipts continue large and market easy. Choice to fancy, 25@30¢; fair to good, 15@20¢ per doz.

Cabbage—Heavy crop and prices low. Large head sell at \$1.50@1.75, and medium at \$1@1.25 per 100.

Squash—Good demand; light offerings of fancy. Hubbard, \$12@14 and marrow, \$8@10 per ton.

Horseradish—Light receipts; good demand at \$4.50@5.50 per 100 lbs.

Buckwheat Flour—New in bulk is selling at \$2.25@2.50, but trade is light owing to warm weather.

Chestnuts—Lower on liberal receipts. Sales generally are at \$1 per bu. for fancy and \$3.50@3.75 for small.

Popcorn—A few sales of ear corn were made at 2@2½¢ per lb.

Honey—Fancy white is bringing 18@20¢; No. 1, 17@18¢; No. 2, 15@16¢; dark 10@12¢ per lb.

Straw—Firm under light offerings and good demand; wheat and oat selling at \$7.75@8.25; rye, \$9@10 per ton track Buffalo.

Hay—Slightly easier; receipts increasing. Timothy loose baled, \$15.50@16; tight, \$15; No. 1, \$14.50; No. 2, \$13@14; blue grass, \$13@14 per ton track Buffalo.

Black Rot Playing Havoc With Grand Traverse Tubers.
From the Traverse City Record.

A dangerous rot seems to have struck a large number of the potatoes dug this fall. The Michigan Starch Co. reports that over half of the potatoes they have received have been troubled with the disease, and buyers are having a good deal of trouble with it.

The Starch company recently purchased over 8,000 bushels of first-class stock at Northport, Omena and Sutton's Bay, but before it could be shipped the rot struck it and, instead of shipping it to Chicago they were obliged to turn it into the starch factory for manufacturing purposes. A few days ago they had 2,000 bushels of No. 1 stock loaded on the cars for shipment to Chicago, but this also rotted and had to be unloaded and turned into the factory.

The rot is a disease due to late rains and prolonged warm weather this fall. The Starch company would warn farmers who are planning to put their potatoes in pits for the winter to watch them very closely for signs of rot, and if they have stock which is beginning to rot, it would be well to bring it in immediately, as the factory can use potatoes which have not rotted too badly. Many farmers who would otherwise find their stock almost a complete loss are congratulating themselves on this outlet for their poor potatoes.

Many farmers make it a practice to turn the culls over to the children of the family, to make what they can from them, and one bright little fellow has already this fall earned over \$25 on culls which he has sold at the factory.

The Michigan Starch Co. received over 8,000 bushels Friday, 3,000 by the Crescent and Columbia, 3,000 by rail, and nearly 2,500 by wagon, and over

half of them showed the black rot. It starts in with a black discoloration, looking a good deal like a bruise, and in a couple of days the potato has rotted almost entirely away.

The Starch Co. had planned not to start the factory up until later in the season, until they had at least 80,000 bushels on hand, but in order to prevent loss they will begin work Monday morning.

Calcutta sends a story of a new mode of stealing jewels. A youth attired in a new suit entered a jeweler's store, and asked to look at a parcel of diamonds. He went to a window to get a better light and presently the largest stone, valued at 10,000 rupees, disappeared. An assistant saw the youth carry his hand to his mouth suspiciously. He was arrested and treated, but the diamond did not appear. A later examination revealed the gem in the man's throat. At the trial an old criminal described the habit Indian thieves practice of dilating the larynx by a round bullet, which is swallowed and brought up daily until the pouch is made like a bird's crop. Thieves use this as a temporary storage place.

Rest rooms for farmers' wives are being established in some towns in the West. They are located in the business center, and are made cozy and comfortable with easy chairs, lounges, books and magazines. Some offer tea at the nominal price of three cents a cup. These rooms are sustained by women's clubs in the cities, or the merchants of the cities contribute to them, with the idea that they help to draw trade.

The family of a Government inspector of meats and live cattle in the Chicago stock yards, who died during the Spanish-American war from disease contracted in the yards, are about to apply to the Government for a pension of \$100 a month, alleging that he died through his zeal in protecting American soldiers from the danger of eating meats unfit for consumption.

YUSEA MANTLES.

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

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

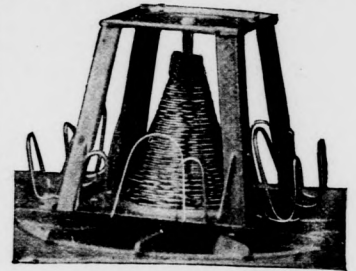
Sells for 50 cents.

Will outwear three ordinary mantles and gives more light.

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

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.

A MONEY MAKER



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

TRADESMAN ITEMIZED LEDGERS

SIZE—8 1/2 x 14.
THREE COLUMNS.

2 Quires, 160 pages... \$2 00
3 Quires, 240 pages... 2 50
4 Quires, 320 pages... 3 00
5 Quires, 400 pages... 3 50
6 Quires, 480 pages... 4 00

INVOICE RECORD OR BILL BOOK

80 double pages, registers 2,880
invoices... \$2 00

Tradesman Company
Grand Rapids, Mich.

WHOLESALE

OYSTERS

In can or bulk. Your orders wanted.

F. J. DETTENTHALER, Grand Rapids, Mich.

W. C. REA

28 YEARS' EXPERIENCE

A. J. WITZIG

REA & WITZIG
COMMISSION MERCHANTS
In Butter, Eggs, Poultry and Beans

180 PERRY STREET, BUFFALO, N. Y.

References: Commercial Bank, any Express Company or Commercial Agency.
IMMEDIATE RETURNS

The Meat Market

Meat Chunks as a Measure of Civilization.
Written for the Tradesman.

The master of the cleaver was filling orders. The pouring rain precluded the possibility of a customer and he was taking his work easily and thinking "out loud" as it went on. "There is a piece of meat that I hate to let that woman have. She lives up here on Nomatter avenue and has an old man—that's what she calls him—and five young ones—that's what I mean, young ones. She'll take that piece of meat—you see what a beauty it is—and she'll burn it. Then she'll cut it into chunks and the cubs'll go at it and, after they've downed it, every little stomach will stick out as if a big popcorn ball had got in there somehow! Bright children, and the old folks mean well, but that's the way they were raised, if you can call it that, and that's the way they're bringing up the children.

"You don't, probably, look at these things as I do; but there's more training in a good roast than people think there is. There was a woman in here the other day, a high-flyer—I don't like that sort—but a woman way up, and, after she'd left her order, she happened to see a roast put up like this one and she said it was fine enough to be the subject of a painting. That's right. Well, now, it would make that woman sick to see this roast chopped into chunks; and I'll tell you right here that this chunk business is altogether too common. Take the family that's going to claw into this—animals, every one of them—and after they've been brought up to chunks they won't have anything else. You've seen folks, haven't you, that never shut their mouths when they eat? They make the same noise pigs do. You'll find that meat chunks and that kind of eating go together. What I'm after is that a coarse way of eating at the table leads to a coarse kind of living, and I think that you can take a likely piece of meat like that—he patted it as if it were the cheek of his own dear little baby—"and have it brought on and carved as it ought to be carved"—he wasn't thinking of his baby then!—"and keep those children from being cannibals quicker than any other way I know of.

"Notice now and see if what I tell you isn't so. A chunk—these folks I'm talking about call it a 'hunk'—of meat usually goes with a chunk of bread. Where that happens the children, more than half the time, eat both with their fingers and, if you've been 'round among 'em as much as I have, you needn't be told that the fingers nor the rest of the hands are any too clean when they get down to the table. Hair? Humph! Hasn't seen a brush or comb for a fortnight and the mother's head won't feel one to-day until after dinner. What kind of a dining room do you think they eat in? I guess it is 'hunky!' and that's what you'll find all over the house. It is a part of the chunk bringing up. Well, now, what I say is that let this piece of meat go into that house and fall into civilized hands it would work a change right straight off. The man wouldn't sit down in his shirt sleeves. He'd have a carving knife that would carve, not hack. I never yet have seen a man who knew how to carve do it where there was a dirty tablecloth. With the roast on the platter, it isn't in the middle of the table where the children grab for a chunk with dirty hands,

but a nice tempting piece is placed on a clean plate and the child is taught how to eat it without a single hint of—well, of a hog! The table is the breeding place of the family in more ways than one and, when a likely roast like that is cut up into chunks, you want to fight shy of that breed!

"Talk about carpentering and sewing and all that sort of thing in the public schools! Cooking is the only one of 'em that'll ever amount to anything and carving is the first thing that ought to be taught after the children have learned how to cook meat without having it brought on raw or burned to a cinder. I suppose I'm prejudiced and all that sort of thing; but, somehow, I've got it into my head that the dinner table is about as good a sign of a nation's civilization as anything I can think of. Anyway, if somebody could take this meat up to that house and do with it what ought to be done with it and the thing could be carried on for a year, I'll bet all the meat they would eat during the time that at the end of the year they wouldn't be the blamed hottentots they are now."

It is not often that civilization is thus measured by the meat chunk; it is possible that the butcher's philosophy, to pass current, needs touching up a little; but, looking at it as we may, there is enough in it to warrant the assertion that "there is much reason in his sayings."

R. M. Streeter.

Minor Notes of Interest to Meat Dealers.
From the Butchers' Advocate.

Don't talk politics in the shop. Spring turkeys, the advance agents of Thanksgiving, are arriving. The price is a little high, but the goods are worth the money.

The champion truth ignorer has been discovered. He lives in Bay City, Mich., and tells this little yarn about a butcher who runs a shop in that city: "He can tell the moment a person steps into his market just what ails him, and has cured more people of dyspepsia than some of the doctors—merely telling them what is best for them to eat," and still he runs a market. How foolish! Doctors get \$2 per visit.

The Butchers and Grocers' Clerks' Association of Chicago, which started a Sunday closing movement some months ago, which movement had the endorsement of a large percentage of the employing butchers and grocers, is spreading the gospel of Sunday closing into the suburbs of the big Western city, and is having great success. It is confidently expected that a Sunday closing measure will be introduced at the next session of the Legislature of New York State, and if the butchers and grocers will work for its passage there will not be much likelihood of failure.

The Butchers' Union that made itself the laughing target up in Buffalo several weeks ago has transferred its stage of operations to Utica, where it is performing a farce. This time it is after a firm that conducts a retail market. The firm employs union men and displays a union card, but its market is located in a building that was not made by union men. For this reason a boycott was placed on the market, but the proprietors refused to vacate the non-union made building and prospered in spite of the boycott. Realizing that it has been acting very foolishly, the union has sent representatives to Utica to arrange to remove the boycott. We advise the retail firm to remove the union card at the same time.

Give a trust enough rope and the chances are in favor of its hanging itself. Altoona, Pa., furnishes an instance proving the assertion. The ice company doing business in that city, having the field to itself, asked an exorbitant price for ice during the summer just closed, and its directors were jubilant when the season's earnings were announced. The butchers and

other merchants who use large quantities of ice were not so happy and, so that the same dose will not be dealt out to them next summer, have formed a company and will make ice. Already so many customers have been secured that its success is almost as certain as is the defeat of the old company. It would pay butchers in many cities to follow the example of the Altoona merchants.

How to Prepare Tripe.

After washing the tripe with plenty of clean water, place it in a tub of clean water, to every gallon of which has been added half a pound of quick-stone lime. After having been in the liquor for twelve hours, scrape it to remove the black specks. Then rinse well with plenty of cold water. It can be preserved for a considerable length of time if placed in water every night to which has been added a preservative.

How to Make French Sausages.

Use 10 pounds of beef to every 5 pounds of pork. The finer you chop it the better. To this add 5 pounds of back fat or bacon, cut to the size of a hazel nut. Season with ground white pepper, saltpeter, thyme, bay leaf and salt. Stuff tightly into beef casings, and tie in 15-inch lengths, and boil until sufficiently cooked. These sausages can be smoked if desired.

In the battle of life indolent amiability often passes for patience and achieves accordingly.



**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.

You ought to sell
LILY WHITE
"The flour the best cooks use"
**VALLEY CITY MILLING CO.,
GRAND RAPIDS, MICH.**

For Profit at the
Educate Old Reliable

Grand Rapids Business University

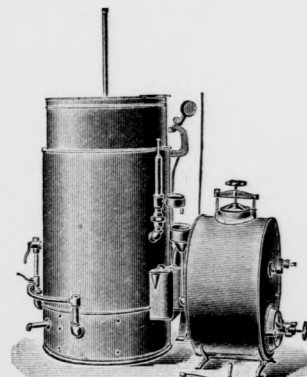
75, 77, 79, 81, 83 Lyon St.

For circulars, etc., address

A. S. Parish, Grand Rapids, Mich.

**ROCHESTER ACETYLENE GAS
MACHINES**

\$50 to \$150.



Hotels, Stores, Cottages, Shops
and Churches.

Safe and sure.

FRANK P. CROUCH, Rochester, N. Y.

Agents wanted.

The Calendar Season



is at hand. If you have not yet placed your order, we should be pleased to correspond with you at once in regard to anything you may need in that line.



**Tradesman
Company,**

Grand Rapids, Mich.



Devoted to the Best Interests of Business Men

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

TRADESMAN COMPANY

One Dollar a Year, Payable in Advance.

Advertising Rates on Application.

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

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

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

E. A. STOWE, EDITOR.

WEDNESDAY, - OCTOBER 31, 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. 24, 1900, and saw the edition mailed in the usual manner. And further deponent saith not.

John DeBoer.

Sworn and subscribed before me, a notary public in and for said county, this twenty-seventh day of October, 1900.

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

GOODS THAT WILL WASH.

The words were pronounced with the emphasis that produces conviction, but they fell upon doubting ears. There was the usual lingering over a promised delight, a testing of the cloth with conscious fingers, an undertone of "Do you think I'd better, Minervy?" followed by a decided "No," and the women went out, Lot's wife looking back when they reached the door. It was an illustration of the homely adage, "Curses, like chickens, come home to roost," and both clerk and country woman thought of it when the sale was pronounced off.

It makes little difference where it happened, but the woman—she with the "No"—had stood before that same counter, in front of that same clerk, and heard that same statement and believed it, to find, later, when the goods came in from the line, that they would wash, oh, yes, but that the color at the same time would wash out of them; and that was "all she ever wanted to know about that feller! I wouldn't b'lieve him 'f I heard him in heaven!" an emphatic way of saying that that particular clerk will go straight home to his father when he dies! The first was a bargain that was not worth lying about, the second had inducements, but the chicken came crowing home to put an end to the bargain and verify the proverb.

It is submitted that that same experience is too often repeated in the realm of business every day. In Chicago and in New York it has happened at least twice (!) and those four chickens have done more interesting traveling, avenging the cheating at every stopping place, than the dishonest money made would pay for ten times over. The clerks chuckled, as they passed the goods to the package counter and again when the change was returned and placed in the cheated customers' hands.

Since then the chuckle has changed quarters and a good many times before the season is over and the goods are worn out that sound of triumph will receive its immediate curse from the lips that at first rejoiced, and the cheated "hen" will come to the same old counter as she did to-day and cackle her triumph in the very face of the clerk who declared the merchandise to be "goods that will wash" when he knew they wouldn't, and who is now to the best of his ability furnishing the traditional curse to every roost-returning chicken.

It begins to look as if the subject matter in the school of moral must be changed. Honesty and its lessons have been harped upon until the tune is as tiresome as a worn out ragtime melody. It is as trite as the old story of Elisha and the mocking children, and modern trafficking humanity, after disposing of a counterful of "goods that will wash," turns defiantly to the duped public and tauntingly tells it to "bring on its bears!" That is the trouble with the cheats of the world. They simply know better. They have tried it time and again. A fool cheat only is caught. It is the forger off his guard that suffers for his sins. Hang the honesty policy! Hang the children-eating bears! They are both myths, one as improbable as the other. Trade is trade, a bargain is a bargain. Between buyer and seller there is an endless war of wits and he who beats is the "best fellow." It has always been so and it always will be to the end of time.

Let all this be changed. Grant, without discussion, that the old-fashioned nonsense is a failure and come down to good, common, dooryard sense. The dollar is the bottom fact of trade and the multiplication of it the only principle that business cares anything about. If, then, there is a chance to take advantage and double the dollar, go ahead; but what a doubly something fool that man would be who, in doubling his dollar, should double his chance of never doing it again. That is killing the goose which lays the golden egg—and the fable says that a woman did that! Let not a hint be given that dishonesty is in the deal, it is now a question of whether it pays to double the dollar. Cheat? No such thing. If the intention is to double that dollar and by this method it can be done but once, is that the way to get rich? Stop prating about morality and come down to business—does it pay?

Experience long ago settled the question, and if there were not a church or a Sunday school in existence the answer would still be an emphatic No. Heathenism itself and covetousness itself and selfishness in every contemptible development would applaud the negative as the soundest principle for getting gain; and every one of them would condemn the clerk who hasn't wit enough to see that when he sells "goods that will wash" they must do what he says they will or he will smart for it. There is no religion about it, it is simply a matter of business—of dollars and cents, of profit, of gain—and the clerk who can not see how the principle applies to dress patterns has no business behind the counter and the sooner he changes his business the better it will be for him and for the trading world.

A man living on Easy street should be satisfied, without going around the corner to borrow trouble on Restless avenue.

NOTEWORTHY HUSKING BEE.

If there is one assertion more genuinely and generally acknowledged than another it is that this is a selfish and a heartless world; that republics are noted for their ingratitude and that the communities and the men who are "full of the milk of human kindness" are few and very far between. Looking out for No. 1 is the universal law and, while the city is talked about as the gathering place for the quintessence of all uncharitableness, it never has and it never can hold a candle to the stinginess that holds the countryman in its relentless clutch. As men would do unto you, do ye even so unto them and see that ye get your work in first, is the law and the profits everywhere, and the city that can get ahead of the country in applying that law and making the most of the profits has yet to be heard from.

With that for an undisputed fact, the following item comes like a spring in the desert where no water is:

Mason, Oct. 24.—George Bowden, who lives on the Hawley farm in Vevay, is sick with typhoid fever. Yesterday his neighbors and a number of Mason merchants, including bankers, hardware men and grocers, united in a husking bee at his place and cared for his crop of corn, amounting to 1,000 bushels. Dinner was served to the huskers by the Hawley Ladies' Aid Society. Mr. Bowden is a young Englishman, who has gained many friends by his pluck and perseverance since coming to this city some years ago.

This little clipping serves to emphasize exactly what the Tradesman has always said and believes: that while the assertion with what follows is generally and genuinely acknowledged, it is not true. The world is not inhuman to humanity, and there is no better time than now to reiterate the fact, when Galveston has been taken good care of by the Samaritan world and the neighborhood of Mason to a man—because they love their neighbor as themselves—have husked his corn for him and so done what they could to restore him to health and strength. There is no denying that there are priests and Levites to-day, as there were in the olden time. It is a fact beyond dispute that occasionally an undue proportion of both seem to have settled in the same neighborhood; it would be a community well worth going to see if even Mason, her fingers yet tender with husking corn, has not men among her people who have sometimes been charged with "passing by on the other side" when occasion, like the man maltreated by misfortune, called for a helping hand. For all that, however, when real suffering shows itself, the Samaritans, who are the masses, stand ready with oil and wine to help the fallen; and it need not occasion comment if among the heartiest huskers at Mason the priest without his frock and the Levite without stopping to look or to consider settled right down to business and did as much husking as any two Samaritans in the crowd! The fact, is, there is a man in both and when that manhood is touched he will husk corn or do anything else to help the suffering about him and that, too, for the sake of that rule which those no more charitable than he insist that he has forgotten.

It is rather to the point that the sick man "has gained many friends by his pluck and perseverance." He has been doing his level best. He has asked no odds. He has taken the world as he found it. He has plowed and planted. The thousand bushels show that he has taken care of his crop and, just when

that crop was ready for his industrious hands, the fever palsied them. It was a clear case. The priest had no occasion to pass by. The Levite saw no signs of falling among thieves—a good many have their doubts about the thieves in that story! a man whom all knew had been stricken, and the kindness which makes kinsmen of us all came and took care of him.

Two facts are emphasized: The world does love its neighbor as itself; and the man who does his best is sure, when misfortune comes, of having a loving neighborhood husk his corn! Happy the man and happy the neighborhood who in this period of the world thus practice and illustrate the law and the prophets.

THE UNCONQUERED BOERS.

According to all accounts from South Africa, the Boers are giving the British no end of trouble. While it is true that the war is over, as far as all concerted movements are concerned, large numbers of the burghers remain unreconciled and are operating in small bands over a wide stretch of country. Their operations are confined largely to capturing weak convoys, stopping railroad traffic and cutting telegraph and telephone wires. As the entire country sympathizes with them, they find no difficulty in securing supplies and shelter.

While the British commanders are treating these marauding bands with severity, and are using every effort to exterminate or capture them, the process is necessarily a slow one. So annoying have these attacks become to the British that Lord Roberts has resorted to severe measures: Wherever a British force is attacked, the property of the neighboring Boer farmers is either burned or confiscated, or the men are deported. Even these measures have apparently not sufficed to restrain the burghers still in arms, as attacks upon the lines of communication are as frequent as ever.

So exasperated have the British become at the constant activity of the Boers that threats are now made to forcibly deport all suspected of disloyalty or caught with arms. Such a measure, even if it could be justified by the exigencies of the case, would be bad policy, because of the unfavorable effect it would have upon the civilized world. England should not forget the fact that sympathy for the Boers was universal; even in this country pro-Boer sympathy was very strong. There exists, moreover, at the present time, a strong anti-British sentiment all over Europe, which would be quick to denounce the deportation of the Boers as an act of barbarism.

Great Britain will shortly have to face a new danger in connection with the closing scenes of the war in South Africa. President Kruger has taken passage for Europe on a Dutch warship and proposes to proceed to Belgium, via Marseilles and Paris. The people of the former city are already preparing a grand reception to the exiled Boer President, and the French government is preparing to receive and entertain him as if still the head of an independent state. Such demonstrations are, of course, the outcome of strong anti-British feeling prevailing in France, and might easily assume the proportions of a serious affront to Great Britain. It will, therefore, be seen that, notwithstanding her triumph over the Boers, England has not yet escaped all the dangers necessarily associated with such a war.

MISSION OF THE TRADE PAPER.

Every man knows whereof he affirms, or should know, and when the assertion is one to occasion surprise there must be some good reason to account for it. When, then, it is stated, with the voice of conviction, "that the average business man doesn't care a d—n for any reading stuff unless it tells him of a new scheme to wring an extra percentage of profit out of his customer," the statement must stand as any honest conviction should, although it may be wholly at variance with the listener's experience.

The first thought that seeks expression in regard to it is one of environment. There are business men and business men and there are localities and localities. If by "average" is meant the average business man of a particular locality, familiarity with that locality is needed to settle the question. Michigan can furnish a pretty fair average article in this direction and the Tradesman feels safe in saying that of the 7,000 subscribers who peruse its columns every week, the majority, while having an eye out to any extra percentage of profit which may be had for the taking, do care considerably for the rest of the "stuff" that this paper places before its readers. For a publication unfortunate in its environment, and especially if that includes the patrons of the paper, it may be a question whether that publication, as an organ, has not double duty to perform—teaching its subscribers the need of it and making them, willy, nilly, to read and to like to read what is weekly placed before them.

There is no need of presenting here the trials and the disappointments attendant upon such an undertaking. Business men are like their brothers who have a living to make. They do not want to, and will not, spend a dollar in trade unless they can see a small percentage of profit in the transaction. A trade journal is, for the time being, so much merchandise. If by paying 2 cents a week they can make 4 cents, the publisher is justified in urging his claims as the helper he really is. With that fact to start with—and it is all he will ever get—his problem is how to increase his circulation. There is just one way: make the publication so necessary to the skinflintest skinflint of a subscriber that he will howl for his copy the moment it comes from the press. Easily said? Very; and the realization comes only after a long, wearisome, discouraging series of hopes and despairs and heartaches; but it will come. Just as surely as the paper makes itself felt, it will come; and when—it is a question of time, often a long one—it does come, it is the something beside the list price that makes the subscription a permanency; and that is the something which must be carefully looked out for. In the first place it furnishes something to read; it gets him to reading and so keeps him at it, and the difficult task is done.

While the Tradesman's experience enables it to look with kindly eyes on the average business man, it does not deny that the worst extreme is not pleasant to contemplate. These extremes are confined to no locality. The more we see of them the more intensely we admire and love the dog. They lie to save a nickel and grovel in the gutter to those better fixed than they. In the catalogue they go as men, but nowhere else, and yet they are, like the rest of us, chasing after the dollars. Their

methods are not ours—let us be thankful for that—and we may go a good ways around to get rid of meeting them; but they are, after all, not the general average business man and there are grounds for hoping that this shadow of the extreme, black and clear cut though it be, will grow beautifully less.

It is a long lane that has no turn. The average business man, from the civilized standard, may be a tough nut to crack; but there are many reasons for believing that, take him all in all, he is a better man than he used to be twenty-five years ago. He knows more; he travels more and so sees more; there is a little less of the mean and the sordid in him than there used to be; the world at large, by refusing to have less to do with him is doing much for him; his own children are entering the league against him, and now, if the man can be induced or forced to read more and do better thinking—the inevitable result—the period is not far off when he will take the place of the dog in the admiration and the love of his kind.

BACKBONE AND OPPORTUNITY.

There are too many men in the world who are looking for an opportunity. Affairs in their immediate neighborhood are not exactly to their liking. A link of ifs are standing in the way, any of which might be overcome or removed were it not for its dependence upon the remaining ones in the chain of circumstance shutting them from unparalleled success. The Klondike is the place; and they go there to find more ifs and a longer chain. Then Nome beckons and they are there; but the ifs, singly or together, are too much for them; and, finally, like the knight looking for the Holy Grail, they go home to find chances thick as autumn leaves all about them, every one of which is begging for a little backbone, or something resembling it, to turn the opportunity to profitable account. The fact is, backbone, not opportunity, is wanting and the very ifs which are intended to spur faltering manhood to success are so many obstacles that a good-for-nothing backbone can not overcome.

There is a country store not a thousand miles from this office where the proprietor is constantly telling what great things he would do and what enormous profits he would make if he had the capital and the chance. The fact of the case is, he has both right on his counter. Unless he "has got a move" on a single pile of goods in his store where they have lain until the soil of the ages has almost hidden them from sight, right there is the place to begin. The very effort to move them would exercise the vertebra, physical and moral, and would lead up to grand results. He would begin to look into things. He would start in on a study of dead stock in its relation to profit and loss and he would slowly but surely come squarely upon the fact that a dead storekeeper, buried under a mausoleum of unsalable goods, which a lack of enterprise has allowed to accumulate on his hands, is getting closely to that point where only the trumpet of trade's judgment day can get him again above ground. If he is not too far gone to hear that, there are hopes of him. Face cloth and shroud will be thrust aside. The doors of his tomb will swing wide open. Life will come in and death will go out. The clink of silver will startle the silence of the till. Advertisements will call attention to the fact that Laz-

arus has risen! Bargains, unknown before in that region, will startle old customers and start a stampede of new ones. There will be a grappling with existing opportunities, equalled only by Jacob's wrestling with the angel; and the backbone of the resurrected storekeeper will so get the better of existing conditions that fortune, that has so far kept her back to him, will turn towards him her shining face and place in his hands the reward due to the strengthened backbone that struggled with opportunity and mastered it.

There has been a dreadful condition of things in the city of Baltimore. The bonded debt was \$40,000,000. Taxes were \$1.98 per hundred valuation. For years the city had been living on borrowed money; and where the thing was going to end experience was afraid to declare. The first law of Nature insisted on taking a seat at the municipal council board and on being heard. A man was put into the mayor's chair who is neither a rascal nor a fool. He scattered the politicians with a whiff and called men about him, irrespective of party, who were anxious to do their duty without having in sight a commission or a rake off. Recognizing the fact that the office was a trust, he took his conscience with him in taking his seat. He examined carefully every item on the schedule of estimates presented for passage and approval and, without embarrassing any department, cut off \$771,500. He overhauled the street lighting account and saved a yearly expense of \$200,000. He walked into the city water department one day and a small army of lazy and incompetent clerks and assistants fled before his stinging lash and gave place to a needed number who were willing to earn their salt; and so from department to department he went, bringing his indomitable backbone to bear upon the facts as he found them, and to-day the very opportunities which challenged him with an impudent "What are you going to do about it?" whipped into submission, are applauding the backbone which, determined as they were, they could not overcome.

We hear a great deal about the power of circumstances. That they often have great influence can not be denied; but it can be said on the other side that somehow it happens that the prize which is worth the winning comes only after tremendous opposition where the backbone has showed its superiority to opportunity in the ratio of a hundred to one.

According to late authorities, it is a mistake to suppose that the Indian population of the United States is decreasing. It is declared to be slowly growing now that tribal wars are at an end and the red man has learned not to get into trouble with Uncle Sam. Poor Lo is becoming a self-supporting agriculturist.

The man who paws over a plate of sandwiches with his dirty hands, sampling them and seeing what is in them, is a vulgar sample of man, and his methods do not give appetite to others who might want a sandwich. It is only railroad eating-houses that can get even with such people.

A soured old bachelor says: "If men had a right to whip their wives as they used to, there would be no divorces and a lot fewer women's clubs." He is wrong about that. Every woman would keep a big club handy and make it warm for wife-beaters.

APPEALS TO PREJUDICE.

In every presidential campaign, and very often preceding state and local elections, there is a great deal of talk, on the part of those who manipulate or speculate, about getting the Irish vote, the German vote, the Welsh vote or the Jewish vote. Sometimes even they go so far as to talk about getting the Roman Catholic vote or the Protestant vote. Out in the Northwest there is always more or less talk about the Scandinavian vote. In the South they might talk about the colored vote, but the negro is not encouraged a great deal to exercise the elective franchise in some quarters, and when he does deposit a ballot it is pretty sure to be of the Republican order, so that there is less concern about getting the black vote than any other of anything like the same size. All sorts of clap-trap are resorted to to prejudice this or that faction. Misrepresentation is indulged in, and anything reckoned fair and reasonable which promises to influence votes.

This appeal to prejudice, either race or religion, is exceedingly dangerous, and, more than that, decidedly un-American. There is no difference in the eyes of the Government between the citizenship of a Roman Catholic and that of a Presbyterian or Methodist. Each is entitled to the same freedom, and in this country one man is as good as another so long as he behaves himself. There ought to be, and there is in fact, no such thing as the Irish vote, the German vote or the Welsh vote. There come to the shores of the United States every year tens of thousands of Irishmen, Germans and Welshmen, and people of other nationalities. They can, if they wish, after a certain probationary term, become citizens of the United States. Certain rules and regulations are laid down to which they must conform. Once they are naturalized, they are American citizens, with the same rights and privileges as the native born. By the very act of accepting citizenship here, they have renounced their citizenship abroad and their allegiance to another government and another flag. It is their business and their duty to do what in their judgment will be best, not for the Irish, the Germans or the Welsh, but for the United States and its people.

There is no good reason under the sun why all the Germans should be on one side and all the Irish on another, and stirring up prejudices and factionalism along these lines is exceedingly dangerous and reprehensible, and ought to be discouraged so thoroughly that neither side would venture to indulge in it. Foreigners come here presumptively believing that the United States offers facilities and advantages worth acquiring, and having availed themselves of these opportunities, they should make the most of them for the promotion of the general welfare. The questions of national policy should be decided in accordance with individual conviction and belief. Foreign born citizens of the United States should not suffer themselves to be like a flock of sheep and jump over this fence or that one because some leader does. Maintaining and encouraging race feeling here ought not to be indulged in under any circumstances. Its influence is bound to be pernicious and harmful. The elective franchise is an American privilege and an American duty, and has no connection, direct or remote, with former residence in any other country.

Shoes and Rubbers

Why Shoes Wear Away—Explanations and Remedies.

As a general thing shoes wear away on the outer side of the sole much sooner than they do on the inner side. The outside of the sole will often be worn entirely through while the inside is intact. It would seem from this as if some walked on the outside of the foot and, consequently, wore away that side of its under covering sooner than the inside; but, as a matter of fact, this is not the case, for the same man may wear off the soles of one pair of shoes in this manner and wear off those of the next pair only across or on the inner side of the sole.

If a man's legs are misshapen at the knees, producing what is popularly termed bow-legs, it would appear that, when walking, the outside of the sole of the shoe would first strike the ground and that, as a consequence, this side would be the first to wear away. If, on the contrary, he was knock-kneed, the reverse would apparently be the case.

But, as a matter of fact, whatever may be the form of the legs, unless there is actual malformation, the sole of the foot strikes the ground in walking perfectly evenly, and the pressure of the foot is precisely the same upon one side as it is upon the other.

The fault then, evidently, lies in the construction of the shoe. This fault we will endeavor to explain.

When the weight of the body rests upon the foot in standing a line marked around it will give its exact profile. This, then, determines the form of the sole of the last required to fit this foot. It is necessary that the outline of the last should conform to it very exactly in order that the shoe made on such last may be absolutely free from any lateral pressure. If this rule is followed the foot will rest naturally upon the shoe, there will be no strain in any direction and, as a consequence, the sole of the shoe will wear away evenly across.

As a general thing, shoes that run over do so on the outside, and it is an idea altogether too prevalent that the cause of this is the want of sufficient space on the outside. But this is not the reason. The exact opposite is the cause. The want of room at the ball of the foot on the inside is the cause of a shoe running over on the outside of the foot. When there is not sufficient room on the inside of the fore part of the shoe for the ball of the foot to rest naturally it will, whenever its weight is brought to bear upon it, force the upper leather over against the opposite side. As the sole of the shoe can not be forced in a similar manner, it will be compelled to over-ride it, running the shoe down on the outside by so doing.

A line drawn lengthwise through the sole of a last from the center of the heel through the center of the shank does not divide the sole into two equal parts. It leaves about two-thirds of the width on the inside at the ball, and one-third on the outside. With a less allowance than this on the inside, the foot would be pressed by the upper over against the other side, in which case it would inevitably cause the upper to overlap the sole on the outside. This is the principal cause of shoes running over on the outside. When, which is more seldom, they run over on the inside, the reverse is the case.

When a last requires to be increased in size over the ball or instep by means

of what is termed "leathering up," the added pieces of leather should not be placed indiscriminately across the top of the last, for such a proceeding would inevitably destroy its proper proportions. If it is the size of the ball that requires increasing the added leather should be so placed as to increase the bulk just where it is the thickest. This is, of course, on the inside of the top, about one-third of the way across. Sufficient room must always be allowed for prominent great toe joints or they will always force the leather across and over the outer edge of the soles.

The running down of the heels is usually the result of the manner in which the wearer walks. If the wearer is accustomed to take long steps, the back of the heel will first strike the ground, and it will, consequently, wear away at that point first. If, in planting his foot, his habit is to hold his toes straight forward, the heel will wear off directly at the center of the back, and if he turns his toes outward, as is generally the case, it will be worn off first on the outside of the back.

To prevent this fault as far as possible, the heel, at the point where it is accustomed to wear away first, should be trimmed off perpendicularly with the seat of the heel. This will insure a much longer period of wear to this part before the fault is apparent, although it does not entirely correct the evil. A double row of steel nails, and various other contrivances have been used for this purpose, but, for the finer and more dressy kinds of shoes, they all have their objectionable features.

Shoes that fit the feet snugly, without being sufficiently tight to cause discomfort to the wearer, and which wear away evenly across the sole, will perform half again more service than ill-fitting shoes made of the same stock and with the same workmanship.

The upper leather to shoes generally breaks first where the creases are formed across the ball of the foot in walking. The constant motion of the leather at this point, the grain being bent against itself at every step taken, weakens it here sooner than at any other point. Often a shoe that is comparatively good in all other parts will have to be discarded on this account, the vamp only showing signs of wear.

The remedy for this defect is avoidance of wrinkles in the vamp.

Of course the spring of the last will vary according to the height of the heels. A shoe with a half inch heel will require considerably more spring in the last than one with a heel from an inch and a quarter to an inch and a half. On this account, slippers and low cut strap shoes require lasts with a great deal more spring than congress gaiters or any style of high cut uppers.

In cutting slippers or strap shoes the spring of the last must be increased so as to insure the sides of the upper hugging the foot. In this class of footwear the shank must also be very full and broad, so that when the weight of the body rests on it, it will be slightly forced upward, thus causing the toe and heel part of the shoe to bend downward. This will cause the sides of the upper part of the shoe to press inward, causing it to fit the foot in a proper manner. Such a slipper will always feel pleasant and comfortable on the foot, while one that is what is generally termed slipshod will never give satisfaction to the wearer.—O. W. Boyden in Boot and Shoe Recorder.

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.

For Immediate Use

No. 609 Velours Calf Bal \$2 50.

This shoe is made of the finest calf stock with double sole to heel. Good-year welt, outside back stay. Best of trimmings throughout and very stylish. Widths D to EE.

Geo. H. Reeder & Co.

28 and 30 S. Ionia St.,
Grand Rapids, Mich.

Distributors for Lycoming, Keys'one,
Woonsocket and Rhode Island Rubbers.



"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.

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.

PEOPLE WITHOUT FEET.

The Shoe Man Would Not Encourage Them.

Written for the Tradesman.

There was to be a charity fair in town and the ladies of the Red Flannel Shirt and Walking Shoes for the Poor Society were out in force.

Anything from a pint of sweet cider to a coal stove was effusively received by the winsome canvassers and good care was taken that every merchant was given an opportunity to contribute.

I chanced to enter a shoe store just behind a deputation composed of a smiling widow of forty, acting as chaperon, a brunette society belle in a rustling skirt of beautiful silk and a crimson shirtwaist, and a pert young miss with a tidal wave of blonde hair piled high over something undistinguishable at the top of her head and touching her ears with a surf of sunny brown.

They had the merchant backed up in a corner and the widow had a notebook ready.

"Now, Mr. Blank, you surely must contribute something," the smiling widow was saying. "We haven't met with a refusal on the street."

The merchant shook his head.

"Isn't he horrid?" asked the pert young miss of the brunette, with a most entrancing giggle.

"Just awful," responded the belle.

"Oh, he's going to do something handsome," said the widow, after a moment. "Just see how we have given our time for days and days."

"I'm sorry to disappoint you, ladies," said the merchant, "but I can't quite see my way to helping you. I have my own ideas of charity, and if you know of deserving people who need shoes and are not able to pay for them, kindly send them to me."

The ladies talked and talked until the sun went behind a cloud and the interior of the store took on a hue of mourning and the widow became red in the face and the silk skirt rustled like the first sweep of a storm in the forest and the blonde hair fell about the ears of the pert young miss, but all to no purpose. The merchant looked them calmly in the face and would not yield. At last they left the store, with their noses in the air and a swish of garments which announced their determination never under any circumstances to enter it again.

I was alone in the store with the merchant now and waited for him to make some comment on the scene I had witnessed.

"There goes a right down cheeky lot," he finally said. "I suppose they thought they could tire me out."

"It's none of my business," I said, "but I really would like to hear your reasons for refusing."

"Reasons enough," replied the merchant. "In the first place, the proceeds of the fair, if there is anything left after paying the extravagant bills they are running up, will be given to the genteel-poverty pets of the managers, while the deserving poor will receive little or nothing. In the second place, I don't approve of ladies going into public places on begging expeditions. In the third place, I don't propose to go into competition with myself in the shoe business."

"All good reasons," I said, "but I don't understand the point you make about competing with yourself."

"Last year," replied the merchant, "the ladies held just such a fair as the one now proposed. I gave a case of children's shoes, believing that if they were not sold at fancy prices they would be distributed among the poor. Other

merchants gave goods with the same notion in their heads. We all got fooled."

"I am still in the dark," I said.

"They put the shoes on sale at fancy prices," continued the dealer, "and sold a few pairs. Then trade fell off, and, instead of keeping them and giving them out as a proceed of the fair, the managers kept marking them down until they had them below cost. Then they sold fast enough, knocking my trade in that line to smithereens. I hear their prices quoted to-day as fair prices for shoes! If that isn't competing with myself I don't know what is. They won't catch me again, even if they do become angry and go somewhere else with their trade."

"Did they do the same in other lines?" I asked.

"Of course they did," was the reply. "They sold neckties that cost 28 cents for 25, and socks that cost 12 cents a pair for 10. Some of the merchants went there and bought back their own goods in order to do away with the competition. Nice thing, that!"

"You might have done the same thing."

"I didn't find out about it until it was too late. As soon as I discovered what was going on I went to the manager and rebuked him in my mild and timid way. I believe he ordered me out of his little cheap-john real estate office and that I retaliated by tossing an inkstand at his head and changing his sickly, pimply face to a beautiful black. Oh, that was a great fair. I believe that if anyone had contributed gold dollars the ladies would have sold them for ninety cents."

The merchant went forward to wait upon a customer, but was soon back with more to say.

"Merchants everywhere," he said, "are bored to death with the cry of charity. Just as quick as they take in a dollar some long-haired man or some short-haired woman comes smirking after it. I could give away every dollar of my profits if I tried and the charity beggars would want the capital next. It's getting cold weather now and I'll bet I have a dozen calls to-day."

Even as he spoke the door opened and a natty-looking young fellow, smoking an expensive cigar and carrying an atmosphere of imported perfumery about him, sauntered in. The merchant went to meet him.

"Hello, John," said the fellow, familiarly, "I want you to give a couple of dollars to help Fred Johnson. Got run over, you know, and has to have his feet cut off."

"Not much," replied the merchant, with a grin. "You must think I am here because I like the business. Give a man money to have his feet cut off? I should say not! What would become of the shoe business if every man should have his feet cut off? Tell me that, will you?"

The young man began to cough and turn red.

"It would be a nice thing for me to put my name down on your paper as encouraging the man in having his feet cut off, wouldn't it now?" continued the merchant, with a sly grin. "If I sold hats I presume you would come in here and ask me to subscribe to a fund for the encouragement of people without heads. You take your man over to the hospital and have his feet fixed up, and I'll give him a pair of shoes when he gets out. If they are pretty bad, have 'em sewed on. Pay money to reduce the percentage of possible customers! I thought you were a friend of mine!"

The young man sat down on the counter and began to laugh.

"You're a corker," he said. "You ought to edit the smile department in a yellow newspaper."

"I'll do well if I live through this job," said the merchant. "If I give you half a dollar will you try to have that man's feet saved?" with a return of his bantering manner.

The solicitor replied that he certainly would, received the money and went out. Then the merchant sat down and helped me make merry over his own joke.

Alfred B. Tozer.

For Holiday Trade

Write for our Soft Sole Illustrated Catalogue giving the exact color of the different kinds of Babies' Fancy Foot Wear. Quick sellers. Good profits.

HIRTH, KRAUSE & CO.

GRAND RAPIDS.

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.

....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.

REPRESENTATIVE RETAILERS.

Phineas Medalie, General Dealer at Mancelona and Bellaire.

In the line of descent it is a source of pride, even in democratic America, to look backward and forward and be glad. That is the condition of things, so far as the subject of this sketch is concerned. Born in Kurland, Russia, on May 24, 1849—a day he celebrates with the English Queen—he is proud of his parentage and is convinced that, if he does not reach the apex of his ambition, the result will be due to no taint of blood. His father was a natural born schoolmaster. Aside from a remarkable fund of information—the genuine teacher's stock in trade—blessed with a memory as discriminating as it was tenacious, and the conscious possessor of a skilful pen, the father assumed the training of his boy from the first and carried out in the family what theories Froebel carried out in his school.

Having reached his majority under such favorable circumstances, there were fairer promises for trained brains and empty pockets in the United States



than under the dense shadow of the Russian Bear and April 20, 1870, saw Mr. Medalie on one of the piers of New York with the Old World and the Atlantic behind him, penniless but not in debt, and the New World before him, ready to give him of her best if he should insist on that.

Chance or circumstance—it makes little difference which to the will that will have its way—took the young man first to Toledo, where H. Stettiner gave him something to do. It was only something; but it was a beginning, the only condition determined success exacts, and after five months of it the City of the Straits offered something better and the offer was promptly taken. The stay at Detroit was not a long one, nor was that much longer at Flint and Lapeer. West Branch, in Ogemaw county, he found more to his liking; and, when the statement is made that he built there a store for dry goods and clothing and occupied it for two years, there comes to the hearer a thought of the empty pockets on the New York pier with a wondering How? The Yankee calls it gumption and faculty, which the West has simmered down to "git."

It is not a matter of spelling, however, and, when the two years were over, he took "it" with him to Cadillac in 1876 and, cheered and urged on by it, opened a store for dry goods, clothing and millinery. Twelve years of thrift went on when rumor reached Mr.

Medalie that West Grand Forks, in North Dakota, had inducements in the way of business which it would be well to consider. They were found strong enough to listen to and they were taken advantage of for two years, when Mancelona, Mich., made an offer, which was at once accepted. That was in 1890, and the last ten years affirm that the change was not a mistake. So prosperous has been the business in Mr. Medalie's hands that it has expanded into a branch concern in Bellaire.

In tracing this tall oak from its traditional acorn it will be noticeable that not a single commercial cyclone has been too much for it. There have been storms and no lack of threatening weather; but, when the oak reaches far down and clutches the everlasting rocks, what matter if the clouds are black and the wind blows and the descending rains beat upon it? It laughs at the one, wrestles with the other, watches, exultant, the fleeing foe and, strengthened by the struggle, dares a renewal of the contest whenever it seems best. There has been no failure—there has been no fire! On the even tenor of its way the business has gone, as it promises to do until its tireless manager gets enough of it.

Mr. Medalie is as fortunate in his social relations as he has been in his business life. In his wife, Nanie Frank, a Bavarian by birth, he found the light of his home life and, with five boys and two girls, who know what a real home is, he has all that the future can ask for to make the fairly history as fair as the past has been.

Five organizations greet Mr. Medalie with the glad hand. He is a Mason, an Odd Fellow—is there luck in Odd Fellows as there is in odd numbers?—a member of the Maccabees, a Knight of Pythias and a member of the Sons of the Covenant; and, while he does not say it, there is more than a suggestion that each one of these societies got the best of the bargain when they "took him in!"

Siberia Exporting Butter.

From the British Food Journal.

In the minds of most people Siberia is connected only with eternal cold and convicts, and it will surprise many to learn that it produces some two million tons of grain every year and since the completion of the Trans-Siberian Railway quite a feature has been made of the exportation of Siberian butter. Last year no less than 5,500 tons of this article were carried over the 2,000 miles covered by this line. That it is likely to prove a lasting source of income is proved by the fact that the Russian government has granted 10 per cent. reduction in tariff in favor of Siberian butter. Owing to the low temperature at which it is produced, and which prevails in the districts through which it is carried, there is no necessity to apply refrigeration methods for preservation.

An enterprising merchant at an English watering place, having noticed the eagerness with which people at the seashore pick up shells, recently secured a wagonload of mussel shells and had his advertisement printed on each one. Then, under cover of darkness, he had them scattered along the beach, and thereafter his name was on the end of everybody's tongue. There is as yet no law in England against this form of enterprise, and the idea is likely to be widely copied.

A curious industry in some of the provinces in China is the manufacture of mock money for offering to the dead. The pieces are only half the size of the real coins, but the dead are supposed not to know the difference. The dummy coins are made out of tin, hammered to the thinness of paper, and stamped out to the size required.

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.

WORLD'S BEST

S.C.W.

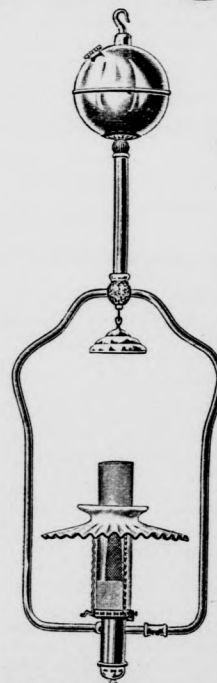
50. CIGAR. ALL JOBBERS AND
G. J. JOHNSON CIGAR CO.
GRAND RAPIDS, MICH.

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.

TWO STORES.

"Look on This Picture and Then on That."

If knowledge is a remembrance of differences contrast is its best promoter. At all events comparison, although often odious, is never partisan and the unprejudiced can look and learn and form its own conclusions. The comparison in this instance began with the doorstep, where the young grocer with a recent hair cut and clean shave and clean shirt—there a better sign of prodigal prosperity than this in the middle of the week?—was talking with a friend. "Use the 'phone? Surely. Just at the right there on the counter. Talk it dumb if you want to."

The men on the doorstep were flanked on either side with vegetables and fruits looking as clean and wholesome as the grocer himself, and they made a fitting introduction to the inside of that thrifty grocery. The first fact noticeable here was the abundance of goods. The shelves were loaded and the floor space verged to the crowded point, and yet there was method in it all. It was easy to get around and evidently no time was lost in reaching for things and especially in trying to find them. The sweeping out in the morning—ten to one that store is swept oftener than once a day—is no fancy job, but the hand that did it has thoroughness for its watchword and lets no dirt pass. The windows? They understand their business. The spiders long ago found out that, unless, they wanted to starve to death, they would have to open up elsewhere. The flies have not been able to tell the difference between the grocery hordes and the Boxers and, unlike the missionary in China, have "vamoosed" the territory. The consequence is that the big glass windows have settled down to work and, clear as the country air of the October noonday, they let the daylight pass so that goods in that store can be seen without turning on the electric light. The whole interior is full of "Buy something! Buy something!" and, if the men who pay the grocery bills at that establishment are wise, they will do their own marketing. The average woman is no safer there than she is at the fall opening of a millinery shop; and a prudent husband will never let her go there alone!

The road from that grocery store to the next one visited winds through ten good miles of fine October landscape. It is bordered a good part of the way by maples, who think they know the full capacity and the possibilities of the dye tub, and by oaks who are positive that if inanimate nature or any part of it ever did typify the proverb that "Ignorance is bliss," especially in the matter of reds and scarlets, the maple family as a whole do just that! The sunshine did its best to intensify the family feud, while the wind, not even by a whisper, let it be known which side it was on. The lake and the river were doing their level best to induce both parties to indulge in a little wholesome reflection; but the quarrel went on during the whole ten miles with never a single let-up. In the village itself, there was open war. The ground was fairly deluged "with redder stains than the poppies knew" and up to the very steps of the village store, where refuge was sought, there were blood-splashed leaves.

Inside there was conflict, but of a different kind. Not an article met the sight which was not at war with its neighbor. Each had the appearance of

ending there a wearisome journey—the dust of travel still clings to everything—and it was, literally, too tired to move. It had certainly not moved since then and the journey had ended months ago. A washboard almost barred the entrance; but its silent sarcasm, which the dirty floor intensified, was accepted as an apology, seconded, as it was undoubtedly meant to be, by a mopstick, very much out of place behind the door. Years ago, when life was younger, an attempt had been made for a commercial dance of Virginia Reel, the calico on one side of the store and the rough goods on the other, with a clear passage for "down the middle," but "the cares of this world and the deceitfulness of riches" choked the intention and the passage is filled with a little of everything from the enchanted circle where the stove stands to the offending washboard at the entrance.

With much tacking a voyage of discovery was made up one channel and down the other, but it ended in the conviction that the old had not passed away and that the style of storekeeping which had done its worst for fifty years to send its best patrons to the city is still in existence, proving by actual fact that commerce in that village will never hold up its head—say nothing of thriving—until there has been a first-class funeral there. Death there will not find the shining mark it likes; but thrift could not stand in that store five minutes without uttering the heartrending cry, familiar to the ages: "How long, O Lord! How long!"

In the midst of the desolation, there flashed a living picture upon the gloom in the back of the store, which memory alone could produce. The old box stove was the center of it. It was cold and black, but recollection, more quickly than kerosene, lighted the fire, opened the stove door and revealed the old unbroken circle. The wisecrack of the neighborhood, fat and dirty, sat in the same old chair with the same old pipe—he must be used to the smell of sulphur by this time! On an upturned keg sat the he gossip of the village, who punctuated his sentences with oaths and liquid attentions which the hot stove resented. The thin, nervous figure of the whiteheaded squire twitched and squirmed and held his own in the discussions of state and neighborhood and meeting house in his same old corner. The storekeeper was in his place on the counter, which he covered with the amplest measurement of his ample anatomy, while a certain fair-haired lad, whom the village philosopher again and again affirmed, with forceful expletive for some unappreciated boyish pleasantry, to be "the devil's own brat!" was looking out for business close by. One may not be materially bettered by the forced admission that the philosopher was right, but the completed picture was well worth the ride and the visit for all that, the intervening years softening the outline and securing forgiveness for the good-for-nothing storekeeper who has made the replica possible.

The best thing that could happen to that little village is a store. There is a good place for one not many yards away. It should be in the hands of a man who hasn't gone to seed and hung out his pods like the milkweed that creeps up for protection to the very door. It need not be a grand affair, but it should be neat and nice and thrifty, and it would be all three in the right hands. The village itself shows that it

is well-to-do. The school house indicates common care and enough of it. The town hall is neat and has the air of self-respect. The meeting house—what a good old-fashioned word it is and how much it can be made to mean!—stands with some dignity a little back from the road in a yard of its own, the very green of its blinds hinting of rural sanctity. All that is needed to make life desirable there is a country store worthy the name. May Heaven look down upon that suffering spot and give it soon the single blessing it needs and craves! Saunterer.

Working Together.

"Dr. Dosem and his wife seem to be in league together, don't they?"
"How so?"
"Why, he is trying to boom his new dyspepsia cure, while she is running a cooking school."

Geo. S. Smith

99 N. Ionia St.

Phone 1214

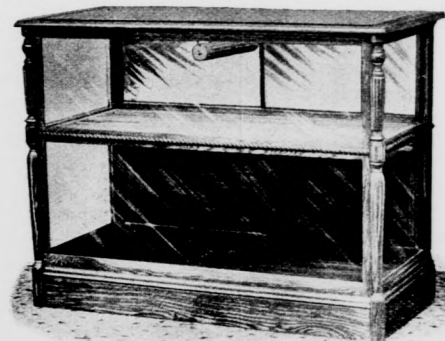
Grand Rapids, Mich.

MAKER OF

Store and Office
Fixtures

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

GRAND RAPIDS FIXTURES CO.

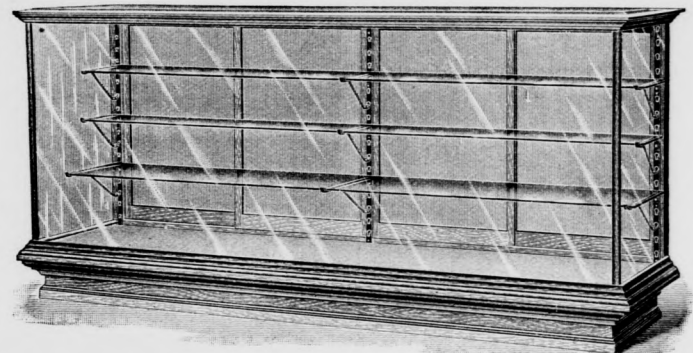
Cigar
Case.
One
of
our
leaders.

Shipped
knocked
down.
First
class
freight.

No. 52.

Discription: 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.

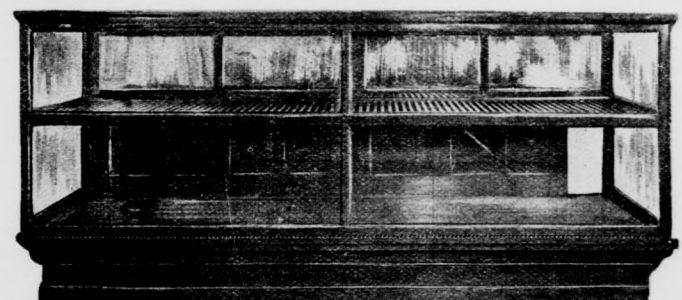
Cor. Bartlett and South Ionia Streets, Grand Rapids, Mich.

OUR BUSY SALESMAN NO. 250



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

BRYAN SHOW CASE WORKS, Bryan, Ohio



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

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

McGRAFT LUMBER CO., Muskegon, Mich.

Dry Goods

The Dry Goods Market.

Staple Cottons—In common with other lines, staple cottons show a very small amount of sales. The orders are not many, and individually they are small, both from spot and outside sources. Practically all orders are for immediate shipment, and very little are seen for forward delivery. Prices are well maintained and no concessions are found in any direction. Brown sheetings and drills are firm at present writing, even although occasionally a large order could be booked at some slight concession. Sellers have too much confidence in the market, however, to accept anything of this kind. Lightweight brown goods are firm, although the present demand is light. Ducks are dull, but prices well maintained. The same is true of bleached cottons for all purposes, either for the manufacturing or jobbing trades. Prices are easily maintained, and what orders are coming to hand secure full rates without question. Wide sheetings, flannels, etc., are firm. Denims are steady, and the demand keeps fully up to the supply, it being in a little better proportion than other cotton goods. Other coarse colored cottons, including ticks, plaids, checks, etc., are firm, and moderate business is being transacted.

Linings—There has been practically no change in the condition of the lining market from our report of a week ago. While the demand for linings is less this year than it was, yet by comparison with the last five years, say, it will run about the same. The clothing trade has not increased its amount of business and, consequently, the demand from that source is quite indifferent, although the tone continues not only firm, but in some directions shows signs of stiffening.

Printed Fabrics—Printed calicoes at the present time show but a comparatively small amount of business being transacted. Buyers find themselves unable to do anything except by such goods as may be in stock. Sellers are feeling that they prefer at the present time to withdraw from the market entirely. They have been delaying the setting of fixed prices on account of the uncertainty in the cotton and yarn markets, and what orders are accepted are on the "at value" basis. Fancy prints show no business beyond what is necessary in the way of filling out stocks, and only two or three agents are taking orders in the new light fancy prints. These, however, will show more business shortly; probably by the middle of November trade in these lines will be good. Percales and printed flannel effects are well sold up, prices being exceptionally firm. Gingham are quiet in both staples and dress styles.

Dress Goods—The developments of the week in connection with the dress goods market have not been as favorable as could be desired. There has been a very fair attendance of buyers, but as a rule their orders have been lacking in volume. Here and there, however, some very fair sized orders are reported. Some makers of standard lines of staples, such as venetians, broadcloths, etc., report their orders quite satisfactory. In some instances some of the smaller mills which have been previously engaged entirely on some other goods have been induced by the apparent popularity of the venetian and broadcloth to bring out goods of that charac-

ter. Naturally in some instances these goods have not come up to the standard of the product of those mills which have been making these goods for years, and consequently they do not draw as well as the well-established lines. On sackings some fair orders have been booked, but the volume of orders accumulated has not come up to expectations entertained by most manufacturers. The average buyer is still very much at sea regarding the fabrics that he should buy, and he is therefore awaiting developments, and agents claim that if the buyer could get away from this uncertainty, there would be little difficulty in getting current prices.

Underwear—The heavyweight underwear business has been only moderate in the retail circles and, naturally, in other departments of trade. The retailers have not cared to place orders for duplicates until their present stocks have been reduced, and they have quite large stocks, most of them, under contract which are being or will be delivered soon. These are many of them from orders placed nearly a year ago for delivery at the present time. What the duplicate heavyweight business will amount to is now very problematical. While the retailers have been having a fair business during the days that were cool, they have such a satisfactory supply that the business must be large before they will enter more orders. They are, however, placing orders for spring, or else have already completed these orders, many of them feeling that for fancy underwear and specialties they may run short, unless their orders are in very early. Specialties have been ordered in large quantities, and a most delightful assortment of fancies is under contract. Lightweight ribbed union suits have come in for a fair proportion of trade, in fact, the orders are larger by considerable than a year ago. One trouble that exists in the underwear business with both the retailers and the manufacturers is the grade of goods being sold. This is partly a fault of the retailer, or, in fact, largely his fault, for not explaining carefully the qualities and advantages of the higher cost goods to his customers. If the retailer understood a little more about the manufacturer and the position of the garments, he would be able to talk more intelligently and turn the tide of trade towards a higher grade than he does at the present time. A little effort on his part would raise the average all over the country to the benefit of all concerned, the consumer included. The trade is getting ready to look at fall underwear for 1901. It will be remembered, as mentioned above, that a year ago this time, a great many orders had been placed, and by the 1st of December, a number of mills were completely booked for this season. This year, however, the same necessity for hurrying the orders does not exist. It is rather a detriment to the trade to do this unless there is a good cause, and it is apt to demoralize affairs in the end if it is in any way overdone.

Hosiery—The importers are busy with their fancy hosiery at the present time, and in spite of some talk that is occasionally heard in the trade of prices being cut in the near future, there is no possible chance of such a contingency. Naturally the election has upset affairs somewhat, particularly with the domestic manufacturers. It seems as though the hosiery end of the business had fallen off more than any other department of knit goods, although why this should

be so it is impossible to say. There seems no reason to doubt that hosiery will remain firm in price, and that those who will place orders now will be perfectly safe in so doing. In regard to the styles in fancy hosiery, practically everything that is neat and modest in effect is wanted, although there is some demand for high colors in large patterns. Open work lace effects for women are excellent, and have made black goods once more exceedingly popular. There is not expected to be any particular change in the market for about two weeks, or possibly a little more, and then there is a chance that the market will make an advance.

Carpets—Manufacturers of three-quarter goods continue to lead other lines, and while manufacturers of ingrain have practically wound up their business for this season, and completed samples for next season, tapestry and velvet manufacturers are at work on duplicate orders. One factor, affecting all markets at this time, is the near approach of the presidential election. No one seems to care about pushing business until sure of the result. The wholesale trade in carpets, as well as in rugs, is still quiet, while in the retail trade there is some improvement noticed, both for carpets and rugs. There was an advance made Oct. 15 on tapestries of 1½¢ per yard by a large Eastern mill. The new lines of tapestry and velvet carpets will be shown after November 15.

Art Squares—This line has shown up better than any other this season. There is a steady improvement in demand, and the art square has come to stay. It is constantly increasing in popular favor. Ingrain manufacturers fully realize this fact, and those who are not al-

ready equipped with art square looms know that in order to be in the swim with other ingrain manufacturers, and have something to fall back on when regular lines are slow, they must put in art square looms. Each season finds the number of new looms put in for this work exceeding the number put in for regular ingrain.

Novelty in Signs.

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

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

Do not hesitate

To purchase a liberal supply of quilted mufflers for the Holiday trade. They promise to be big sellers. Those that have worn them would not be without. We show a splendid assortment

Prices: \$4.50, \$7 and \$9 per doz.

We also have plenty of the old style square mufflers in Plaids, Shepherds and Fleeced at \$2.25 per doz. Plain Blacks and Whites in all silk at

\$4.50, \$7.50, \$9 and \$12 per doz.

VOIGT, HERPOLSHEIMER & CO.
WHOLESALE DRY GOODS
Grand Rapids, Mich.



Have You Seen

The Yankee Watch at \$9.00?

Defiance (stem winder) at \$12.00?

We have a nice line of Stick Pins, Brooches and Beauty Pins, different patterns; also a nice line of Horn Hair Ornaments.

P. Steketee & Sons,

Wholesale Dry Goods, Grand Rapids, Mich.

Clothing

How to Handle the Children's Clothing Department.

In some cases stock can best be arranged by sizes and in other cases by styles. If stock is arranged by sizes it is convenient in showing goods, but it is more difficult to keep the run of the movement of stock, and lines that are not selling well are not quickly detected. If stock is arranged by sizes it does not present as attractive an appearance as if it is arranged by colors. By this method of arrangement customers inspecting stock on the pile always see it against a background of its own color, which is a great advantage. A suit with blue trimmings shown against a suit with green trimmings is not and can not be shown to good advantage. The salesman should always take account of these peculiarities of color in showing his goods.

All the departments of children's goods should be placed as near to one another as possible. People are thus often reminded of something that they need or something that they wish to buy, as it has been brought to their attention. Careful consideration should be given to the display of goods. They should be brought to the notice of customers by mentioning them, and, what is better, by displaying them prominently in sight.

The salesman can never keep too prominently before his mind the fact that the physical condition of a woman customer is far more variable than the physical condition of a man. This is a fact of the first importance. To say nothing of the anxiety and worry to which mothers with small children and sturdy, growing lads are subject, and the nervous timidity and sensitiveness that a woman feels in an unfamiliar place, a woman is subject to physical disturbances that at times convert the most amiable women into the worst of cranks. It is safe to say that unless the salesman keeps this fact in mind he will often lose sales and drive away trade. If a woman comes into his store irritable and difficult to please he should remember that the same woman on another day might be so pleasant that he would not be able to recognize her. Consequently too much consideration and patience can not be shown women customers. The salesman should cultivate patience above all things. If a woman comes in who is irritable and languid, she should be at once provided with a seat and goods brought to her. She should not be obliged to stand, moving up and down counters and to and from mirrors. She should be made to feel at home and relieved of any feeling of nervousness or responsibility as far as may be. This is only possible if the salesman has some sort of appreciation of the difficulties under which she labors. If he is a tactful and considerate man the little attentions that he shows will be gratefully appreciated and the woman will prefer to come to the store where she has been made to feel at home and enabled to do her shopping with the least worry and fatigue.

Turnovers are much more necessary in waiting on women than men. Women often take an instinctive dislike to a salesman and it will be impossible for him to make a sale. Consequently whenever a woman will not purchase of one man she should be tactfully turned over to another man in a way that will not spoil his chances of success with

her. "John, you come here and wait on this lady. He'll look after you, madam," is not the way to do it. By leading her to the other salesman's stock and then saying, "I will call the man who has charge of this stock and who is familiar with it and he will be able to show you a better assortment of goods than I can," the salesman makes a graceful way of escape for himself and does not spoil the other salesman's chances with the customer. But the man in charge of the department must take account of this necessity of turn-overs. Otherwise the salesman will too often spoil the other man's chances of making a sale, that he may not be criticised for failing to make a sale.

Women will often ask odd or whimsical questions or ask for styles and designs that are outlandish. In such cases they should be answered as far as possible with consideration. If a woman asks for something that the merchant does not have in stock she should not be told that it is probably home-made or a bad style, or so on, but she should be led to look over the stock to see if she can find something that resembles it. In this way she often discovers garments that are more to her taste than the ones she set out in search of.

Women receive suggestions more gladly than men. They make out shopping lists, which they frequently lose, and they are glad to be reminded of things that they are apt to need. This is a point of importance. Men object to having a list of things dinned into their ears. Women sometimes appreciate heroic treatment in this respect.

As women like to shop, the fact must be taken account of by the man who deals with them. It is fatal policy to treat them brusquely if they fail to buy. More time must be given to them than to men. Customers are often lost by neglect of this point, which is a most important one for the clothing man to remember. Very often a woman who is in a bad state of health will look at garments and see nothing that satisfies her. It is advisable to quietly take one of the garments she has seen and show it to her again. Very often she does not recognize it. Her judgment has modified itself since she first saw it, or she failed to notice it the first time that it was presented to her. If she says that she saw it before, admit it, but say that there are some points about it that you think she failed to appreciate before, and in this way lead her to give it a careful examination. The more closely she can be led to look at the goods displayed the better the chances of making a sale are. If a woman shows evidences of great fatigue it is well to distract her attention for a time from the direct business in hand. It rests her and relieves her and increases her confidence in the salesman who is not too eager to make a sale.—Apparel Gazette.

Situation in the Clothing Trade.

From the American Wool Reporter.

The last of September and the first week in October was a bad time for the retail clothiers. The weather was unseasonably warm, and a considerable portion of the time was damp and rainy. Business fell off to a considerable extent, and just at the time that it should have been in full swing, preparatory to the colder weather of winter. Naturally much disappointment was felt, and many complaints were heard. Nevertheless the trade so far from losing heart, kept up a splendid show of courage, knowing that there must be an end of the bad weather, and a beginning of the steady cold season. To their relief this came in the second week of the

month; the air turned cold and crisp, and the retail stores began to look lively. The weather was just cool enough to make the public feel that heavier garments, both outer and under, would be very comfortable, particularly when they were out in the early morning or evening. There were faint-hearted merchants, who felt some uneasiness about the stocks of heavyweight clothing which they had purchased, but their fears were for the most part undoubtedly groundless. That there was a little overbuying by some is very true, but not more marked this year than in any past year. There are always a certain number who overestimate the amount of business coming to them, and it is always to be expected. On the whole, however, we believe the buying was of a fairly conservative nature, and that no more was bought than will be wanted.

Of the business that has been transacted up to the present time in winter weight clothing, enquiry reveals the fact that the grade of the garments bought has been higher on an average than for several seasons past. True, the same suit at \$15 a year ago will cost the purchaser more this year, but the consumer seems not only willing to pay this, but taking the country throughout, seems willing to do even better. The political situation is undoubtedly affecting the wholesale trade to a considerable extent, merchants not feeling that they want to risk a great deal until they know what the outcome will be. After election, if the weather is seasonable, there is little doubt but there will be a resumption of business on a good sized scale.

Ready For the Dog.

Tom—You've been leaning against a whitewashed fence, haven't you?

Dick—No. Why?

Tom—Your coat tails are covered with white dust.

Dick—'Sh! I'm going to call on Miss Pechy. Her father, you know, keeps a bulldog. That white dust is arsenic.

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.

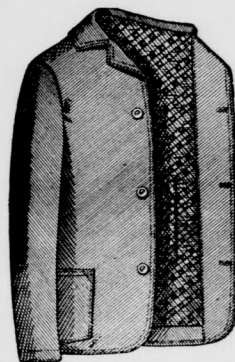
Heavenrich Bros.

Blankets that bring Business

Almost every one of the blankets in our large stock is the kind that will bring business to your store, because they look so well, and can be sold for such a reasonable price.

Everything from the cheapest kind to fleece down plaids, etc.

Brown & Sehler
Grand Rapids, Mich.



Voorhees Mfg. Co.

LANSING, MICH.

We manufacture a full line of

Jackets, Overalls and Brownie Overalls

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

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

Detroit BUSINESS University

EDUCATES

Young men and women for useful life and profitable employment. Superior methods of instruction. Large corps of able men teachers. Occupies elegant building erected for its use. Has had over 33,000 students in attendance now employed in different parts of the world. Has more students in attendance and furnishes more situations to graduates than all other business colleges in Detroit combined. Elegant catalogue furnished on application. Business men furnished with competent bookkeepers, stenographers, etc., free of charge.

WILLIAM F. JEWELL, President.

PLATT R. SPENCER, Secretary.

Business University Building, 11-13-15-17-19 Wilcox Ave.

Use Tradesman Coupons

Hardware

How Robert Watson Solved the Problem of Local Competition.

The little town of Stratford (never mind what state) lay basking in the glare of the early morning sun. The stores along Main street were just beginning to open up, and teams and men were starting away for the haying. A young man stood upon the edge of the sidewalk, with one hand resting on the brand new hitching post, intently regarding a newly painted store front and clean and shining expanse of show window. The sign over the door, reading, "Robert Watson, Hardware," also partook of this general air of newness. In fact, its gilt letters looked as if they had scarcely known even a single night's dulling air.

"There," thought young Robert Watson to himself, "I think I've done everything that should be done to insure success. I've bought my stock as near right as I know how, and my seven years' experience in New York trade should certainly count for something. And I've got the store fixed up in nice shape and my goods properly arranged. The next thing is to begin business. I wonder who my first customer will be and what he—or maybe it will be a she—will buy. Wonder if it wouldn't be a good idea to return the money, just for luck. It would make talk and so be a sort of a little advertisement for me. Who is this old duffer coming along the street? Seems to be heading this way. Guess I'll go inside, get behind the counter, and so be ready to receive him, if he really wants anything, in a businesslike sort of a way."

All this while the "old duffer" was slowly drawing nearer. He whom the young merchant, in the sadly irreverent style of the present day, had so designated was an elderly, farmer appearing individual, who carried his four score years of age as easily as many men of half his time of life. As he drew opposite the new store he came to a standstill, looked all over the outside very attentively, drew a big bandanna handkerchief from his coat-tail pocket, blew his nose with a snort that could have been heard for a mile, and proceeded to nod his head and chuckle aloud, as if mightily amused over something. Catching sight of the young storekeeper through the big pane of glass in the show window, the old man entered with a brisk step and sat down upon a nail keg.

"Good morning, sir," began Robert Watson, advancing.

"Mornin'! mornin'!" replied the other.

"Anything I can—" began the storekeeper.

"No, sir," interrupted the newcomer explosively; "don't want to do any tradin' with you just this minit. But, say, ain't you hardware people kind of rushin' things? Stratford is a right smart sort of town, but it don't seem as if it needs three hardware stores."

"Three?" put in the young man questioningly. "Why, there's only Mr. Gardiner's and my own. Of course, he is long established here and will continue to have the bulk of the trade most likely, but—"

The old man interrupted the speaker with loud chuckling and other signs of evident amusement. At length he said: "My name's Joshua Skinner. Everybody knows me 'round these parts, and so will you if you stay long enough.

Now I like your looks, and I want to tell you plump and plain that there's trouble ahead for you. I saw you when you come up here a little while ago to look around. Sure enough, then there was only Sam Gardiner's hardware store, but we've had a sensation since then, and I'm sorry for you. Dingied if I ain't."

"What do you mean?" demanded Robert Watson in some astonishment, and with doubts as to the complete sanity of his early caller.

"Only this," put in Joshua abruptly: "that Sallie Terhune has had money left her, and what does she do but get the blamed fool notion in her head of starting a hardware store in this town with it."

"Hey!" ejaculated the young man.

"Gittin' interested, ain't ye?" put in the old gossip. "Yes, sir, that's what's the matter."

"But now that I've opened up she may change her mind," put in Robert Watson smilingly.

"Change her mind!" croaked Joshua; "why, man alive, you must have been so intent upon getting things to rights here that you couldn't see anything else. Why, she's starting plumb even with you."

"What?" yelled the young storekeeper.

"Yes, sir," went on his informant, "she hired that other store you looked at down by Johnson's livery stable, bought her goods last week, and opens up this very morning, with nobody to help her but a younger sister. I vum if it don't beat everything. Three hardware stores all a-booming in Stratford, and not more than enough trade for two of them. I tell you, you've got to git a hustle on if you want to win out."

"I may be mistaken, but I don't believe she can sell at as low prices as I can," put in Robert Watson sturdily. "I bought low down for spot cash, and I've had my eye teeth cut in the business."

"Just so," commented the old gossip, "but Sal is pow'rful popular with the church folks and sich. At equal prices, I'm afraid she'll draw the trade every time."

"Eer—is she—er—is she a young lady?" queried the storekeeper timidly.

"Somewhere's between sweet sixteen and sour sixty," dryly answered Joshua.

"Oh," replied Robert, picturing an angular old maid in his mind's eye.

"You take my advice and have a talk with her," went on the old man; "Sal Terhune has got a heap of sense, even if her father was a noodle. Maybe she might offer you a lump sum to git you out quick."

"I don't propose to be got out quick," protested Robert; "I'm going to stay where I am and build up a business."

"You are?" incredulously; "well, a willful man must have his way. I just thought I'd give you some advice. I figure that you'd do better to quit right now, even if you have to lose a couple of hundred dollars. However, you're your own master. I guess I'll trot along to Sal's and see how much she's taking in."

And with a nod of his head the old gossip ambled off down the street.

The next few weeks were the most anxious ones in Robert Watson's life. He had not gone into business for himself in this country town without much thoughtful preparation and care. So far as he could see, up to the very moment of opening store for the first time, every-

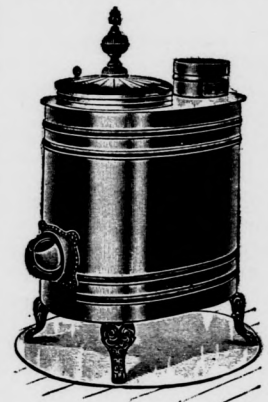
thing had looked propitious. And then came the totally unexpected blow of finding a rival store opening up upon the very same day. And that his opponent was a woman seemed a double aggravation to him.

"Why in the mischief couldn't the old maid put her capital into a grocery, or a fancy work store, or an ice cream parlor, or something like that?" he kept saying and thinking to himself a thousand times a day. "What ever started her into such a completely unfeminine occupation as the hardware business?"

Robert Watson was, ordinarily, a sociable and friendly young man, but, probably on account of the distractions attending his launching out into business at Stratford, he made very few friends or acquaintances for some little time. For one thing, he did not give himself the opportunity. He attended strictly to business from early morning until late at night on every workday. On Sundays he had formed the habit of taking the first train to Bridleport, about twenty miles distant, and spending the day with his married sister. Thus it came about that the Stratford people and he were complete strangers, except for coming to purchase at his store. And the Stratford people, like the average people in any other small town, were not specially disposed to trade with one who appeared to want nothing of them but their money. But Robert Watson worked a lever that drew them to his store, regardless of whether or no they liked the proprietor socially. He undersold his competitors in everything. At least, he undersold the newly opened hardware store of Miss Sallie Terhune. Squire Gardiner's long estab-

Wm. Brummeler & Sons,

Manufacturers and Jobbers of



Tinware, Sheet
Metal Goods and
Hardware specialties
Air Tight Heaters,
Stovepipe, Elbows,
Coal Hods, etc.

249-263 South Ionia Street,
Grand Rapids, Mich.



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

Foster, Stevens & Co.,

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

10 & 12 Monroe St.

Grand Rapids, Mich.

Four Kinds of Coupon Books

are manufactured by us and all sold on the same basis, irrespective of size, shape or denomination. Free samples on application.

TRADESMAN COMPANY, Grand Rapids, Mich.

lished and easy going emporium was an entirely different matter.

"The squire has a line of customers that he can't lose and that I don't want him to lose," the young merchant had concluded. "They've traded with him so long that they are all in debt to him and likely to stay so. They must keep trading with him or get into trouble. What I want is the floating cash trade of the town, and that's just what I intend to get. I'm sorry for the old maid, but I'm not going to submit to ruination just out of politeness. She'll quit as soon as she finds that she is not paying expenses, and won't be out a great deal then."

And the young merchant smiled grimly as he thought of his own profit and loss account growing steadily larger on the wrong side of the ledger after each day's sales totals. For Robert Watson had found an opponent apparently as determined as himself to catch the trade of Stratford town.

The cutting war had begun on lawn mowers, and in common justice, be it said, had been commenced by the feminine dealer.

Noticing the many rough and uncut lawns of the town, Robert Watson had put in a nice, medium priced line, and used them as a sort of feature. He put a row of them outside on the sidewalk one morning and hung a placard on the handles announcing the special price of "\$2.10." But in spite of this tempting offer, no sales were made. With an idea of what was the matter, he mounted a telescope behind the counter and pointing down the long street. When nobody happened to be about he took a look at the feminine opposition premises. Sure enough, there was a row of mowers out in front placarded "\$2.00." With an inward groan, the young merchant took his marking pot, went outside and made his own price \$1.90. He sold a couple at this figure, but on taking another look through the telescope, caught sight of a figure in a calico dress just in the act of changing her price to "\$1.80." He quickly followed suit with \$1.70. And so it went, until even the children bought lawn mowers with their odd pennies and people used them to lean against outside doors and to dry clothes on. And as it was with lawn mowers, so it went with half a dozen other lines, until Robert began to figure on just how long his slender capital could stand the strain.

"I'll stick it out until the old maid gives in or I go broke," he would stubbornly insist to himself on the rare occasions when he dared add up the loss account in his ledger.

But although it seemed like an age to him, it was only three or four weeks after his first opening store in Stratford that something important happened. That is, it turned out to be important. As is often the case, it seemed of little moment to him until afterward. It began by a friendly call from one of the local pastors and an invitation to a Sunday school picnic.

"Very much obliged, but I'm afraid I can't go," remarked Robert.

"Another engagement? I'm sorry. We don't see much of you. Not at all, in fact, except when you are behind your counter," went on the dominie.

"I have no other engagement, but I've got to attend to business," blurted out the young merchant.

"Business!" ejaculated the minister. "You don't mean to keep open on the

glorious Fourth? Why, man alive, where is your patriotism?"

"By jingo! I beg your pardon," cried Robert; "I forgot all about it. I'll accept your invitation with pleasure."

And the eventful morning found the young man, in company with a number of others of his own age and of both sexes, proceeding by team to some picturesque waterfalls that are of much local celebrity. The wagons were merely farm ones, cleaned up for the occasion, with planks put across for seats. The lunch was packed in baskets and pails, and stowed anywhere that room could be found for it. Robert, through some misunderstanding, had only reached the meeting place at the last moment, and the introductions had been hurried and incoherent. It was not until they had gone several miles that he realized that he was sitting beside a lovely girl, whom her companions addressed as Evelyn. She was dressed, like her companions, in white, and she seemed to Robert the most charming young lady he had ever met. The attraction seemed to be mutual. They laughed and talked together like old friends.

At length Robert stopped abruptly and looked around. He felt uncomfortable. He realized that the whole wagonload of young people were regarding them attentively. Then the truth came to him like an inspiration.

"You are Miss Sallie Terhune, my rival in the hardware trade, are you not?" he enquired.

"I'm afraid you did not pay much attention when we were introduced," the girl said, laughing mischievously. "I assent to the latter part of your question, but not to the former. Only some of the old people call me by that hideous name. Uncle Josh Skinner just delights in it because he knows it teases me. My real name is Evelyn—Evelyn Terhune."

There wasn't much said or done outside of an ordinary flirtation at that picnic, but nevertheless the price cutting war between the two hardware establishments came to an abrupt close. Moreover, the Stratford folks openly talk of a partnership that is to be formed by the two proprietors. And instead of for a term of years, the young couple intend to contract for life.—P. W. Hart in Hardware Dealers' Magazine.

A college student visited a Philadelphia photographer the other day and sat for his picture. When the plate was developed the astonished photographer saw plainly on the young man's forehead a clearly defined death's head with crossbones beneath it. Thinking it was some imperfection in the plate, the photographer arranged another sitting. Again the skull and crossbones appeared in the picture, and the mystified photographer was fairly struck dumb with amazement. Then he noticed the smiling sitter and finally induced him to tell the joke. The trick simply consisted of painting on the forehead the grim design with a solution of bisulphate of quinine. This is invisible to the eye, but shows pure white to the camera.

By way of a joke, some one recently sent to a New York society belle a full-grown camel. The young woman promptly accepted the gift, which, every evening after the theater crowds have dispersed, is led by a colored servant up and down Broadway for exercise. For the first night or two not a few revelers were startled into temporary sobriety at the sight of the ungainly animal swinging along the roadway.

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		
Flow.....	50		
Buckets			
Well, plain.....	\$4 00		
Butts, Cast			
Cast Loose Pin, figured.....	65		
Wrought Narrow.....	60		
Cartridges			
Rim Fire.....	40&10		
Central Fire.....	20		
Chain			
Com.....	7 c.	5-16 in.	3/4 in.
BB.....	8 3/4	6 c.	5 c.
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.....	45		
G. D., per m.....	75		
Musket, per m.....	75		
Chisels			
Socket Firmer.....	65		
Socket Framing.....	65		
Socket Corner.....	65		
Socket Sicks.....	65		
Elbows			
Com. 4 piece, 6 in., per doz.....	65		
Corrugated, per doz.....	1 25		
Adjustable.....	40&10		
Expansive Bits			
Clark's small, \$18; large, \$26.....	40		
Ives' 1, \$18; 2, \$24; 3, \$30.....	25		
Files—New List			
New American.....	70&10		
Nicholson's.....	70		
Heller's Horse Rasps.....	70		
Galvanized Iron			
Nos. 16 to 20; 22 and 24; 25 and 26; 27, List 12 13 14 15 16.....	28 17		
Discount, 70.....	17		
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&20	
Hammers			
Maydole & Co.'s, new list.....	dis	33 3/4	
Verkes & Plumb's.....	dis	40&10	
Mason's Solid Cast Steel.....	30c list	70	
Hinges			
Gate, Clark's 1, 2, 3.....	dis	60&10	
Hollow Ware			
Pots.....	50&10		
Kettles.....	50&10		
Spiders.....	50&10		
Horse Nails			
Au Sable.....	dis	40&10	
Putnam.....	dis	5	
House Furnishing Goods			
Stamped Tinware, new list.....	70		
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.....	\$17 00 dis	70—10	
Metals—Zinc			
600 pound casks.....	7 1/4		
Per pound.....	8		
Miscellaneous			
Bird Cages.....	40		
Pumps, Cistern.....	75		
Screws, New List.....	30		
Casters, Bed and Plate.....	50&10&10		
Dampers, American.....	50		
Molasses Gates			
Stebbins' Pattern.....	60&10		
Enterprise, self-measuring.....	30		
Pans			
Fry, Acme.....	60&10&10		
Common, polished.....	70&5		
Patent Planished Iron			
"A" Wood's patent planished, Nos. 24 to 27.....	10 75		
"B" Wood's patent planished, Nos. 25 to 27.....	9 75		
Broken packages 1/4c per pound extra.			
Planes			
Ohio Tool Co.'s, fancy.....	50		
Sciota Bench.....	60		
Sandusky Tool Co.'s, fancy.....	50		
Bench, first quality.....	50		
Nails			
Advance over base, on both Steel and Wire.			
Steel nails, base.....	2 55		
Wire nails, base.....	2 15		
20 to 30 advance.....	Base		
10 to 16 advance.....	5		
8 advance.....	10		
6 advance.....	20		
4 advance.....	30		
3 advance.....	45		
2 advance.....	70		
1 advance.....	50		
Casing 10 advance.....	15		
Casing 8 advance.....	25		
Casing 6 advance.....	35		
Finish 10 advance.....	25		
Finish 8 advance.....	35		
Finish 6 advance.....	45		
Barrel 1/2 advance.....	85		
Rivets			
Iron and Tinned.....	50		
Copper Rivets and Burs.....	45		
Roofing Plates			
14x20 IC, Charcoal, Dean.....	6 50		
14x20 IX, Charcoal, Dean.....	7 50		
20x28 IC, Charcoal, Dean.....	13 00		
14x20 IC, Charcoal, Allaway Grade.....	5 50		
14x20 IX, Charcoal, Allaway Grade.....	6 50		
20x28 IC, Charcoal, Allaway Grade.....	11 00		
20x28 IX, Charcoal, Allaway Grade.....	13 00		
Ropes			
Sisal, 1/2 inch and larger.....	8		
Manilla.....	12		
Sand Paper			
List acct. 19, '86.....	dis	50	
Sash Weights			
Solid Eyes, per ton.....	25 00		
Sheet Iron			
Nos. 10 to 14.....	com. smooth.	com.	
Nos. 15 to 17.....		\$3 20	
Nos. 18 to 21.....		3 30	
Nos. 22 to 24.....		3 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	
Soldier			
1/2 @ 1/4.....		21	
The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.			
Squares			
Steel and Iron.....		65	
Tin—Melyn Grade			
10x14 IC, Charcoal.....		\$ 8 50	
14x20 IC, Charcoal.....		8 50	
20x14 IX, Charcoal.....		9 75	
Each additional X on this grade, \$1.25.			
Tin—Allaway Grade			
10x14 IC, Charcoal.....		7 00	
14x20 IC, Charcoal.....		7 00	
10x14 IX, Charcoal.....		8 50	
14x20 IX, Charcoal.....		8 50	
Each additional X on this grade, \$1.50.			
Boiler Size Tin Plate			
14x56 IX, for No. 8 Boilers.....			
14x56 IX, for No. 9 Boilers.....		per pound..	10
Traps			
Steel, Game.....		75	
Onelda Community, Newhouse's.....		40&10	
Onelda Community, Hawley & Norton's.....		65&16	
Mouse, choker, per doz.....		15	
Mouse, delusion, per doz.....		1 25	
Wire			
Bright Market.....		60	
Annealed Market.....		60	
Coppered Market.....		50&10	
Tinned Market.....		50&10	
Coppered Spring Steel.....		40	
Barbed Fence, Galvanized.....		3 20	
Barbed Fence, Painted.....		2 90	
Wire Goods			
Bright.....		80	
Screw Eyes.....		80	
Hooks.....		80	
Gate Hooks and Eyes.....		80	
Wrenches			
Baxter's Adjustable, Nickled.....		30	
Coe's Genuine.....		30	
Coe's Patent Agricultural, Wrought.....		70&10	

Aluminum Money

Will Increase Your Business.



Cheap and Effective. Send for samples and prices.

C. H. HANSON,

44 S. Clark St., Chicago, Ill.

MINISTERS AND MONEY.

Intimate Relation of the Two Factors in Civilization.

The influence of money on character is always an interesting study, for there is a very close relation between a man's money and his character. The miser stamps the effects of his niggardly ways on his pinched face as accurately as on his account books, while we instinctively associate the broad open face with the kindly, generous heart.

In selecting ministers as a study of this question I am aware that it may seem unlikely to prove very interesting, for, as a rule, ministers and money are not very intimate companions. Our banks are, I know, glad to welcome ministers among their customers and find them generally able to understand the laws of banking sufficiently well to enable them to keep track of their deposits, even if they are sometimes weak as to the proper method of withdrawing them. We smile sometimes if one proves unable to distinguish clearly between a check and a draft; and if he asks what he is to do with his draft after he has secured it, we are ready enough to tell him without imputing to him any unusual ignorance. But no bank ever figures very largely on the daily deposits of the minister as a source of revenue, and if he comes as a borrower we sometimes enquire carefully as to his securities before making a loan.

But if the minister does not have much to do with money, perhaps this very lack of it helps to the development of his character. Usually the minister is born amid humble surroundings and has from infancy impressed upon his mind the need of carefully guarding his resources, and as he advances through the ten or twelve years of study necessary to become a minister, during which time he must live on \$120 a year, the habit of carefully guarding his resources is impressed upon him so firmly that when, at length, he finds himself in charge of a church, with a wife and an ever increasing number of children depending upon him, he knows how to make his \$500 or \$600 salary go farther than almost any other man in the community.

It would be, however, a great mistake to think of all our ministers as growing up amid such humble surroundings. Often they have around them everything that wealth can offer, and in such cases, too, it is interesting to notice how their money affects their ministerial character. Sometimes it must be confessed that an abundance of money unfits the man for such work. But such a result generally comes from having wealth thrust upon him, rather than from growing up amid its surroundings. When the minister is so unfortunate as to be mentioned in the will of some wealthy parishioner, or to marry a very rich wife, it frequently happens that he soon after finds himself afflicted with a throat disease or something of the sort and sinks down into a sort of book-keeper to his wife. But quite as often the result is just the reverse and wealth enlarges the man and extends his influence. The present Treasurer of Yale College is a minister whose private fortune amounts to several million dollars, but, besides looking after the tremendous financial interests of the college, he is also the pastor of a large church and gives himself as heartily to the care of his people as if he had nothing of his own to look after. Another minister has devoted his great fortune to building up a theological seminary for the

education of ministers and shown the world a noble example of a man whose money has expanded his heart and multiplied his power for good. Such cases are by no means rare, for many of our noblest charities have had their origin in the unselfish use which ministers have made of their money.

Still more conspicuous has been the illustration of this principle on the part of those who have had very limited resources, but have generously shared them with others or used them to build up institutions for the public good. Harvard College, the noblest university of learning in America, had its origin in the gift of 700 pounds, made by the Rev. John Harvard, to found the first college in the New World. Yale, scarcely second in size and its equal in magnificent equipment for training the minds of our young men, had its origin in a meeting of ten Congregational ministers, who were unable to contribute any money, but gave, each man of them, some books out of his small library, which represented all his wealth, to form the nucleus of what has now become one of the great consulting libraries of the world. Dartmouth, too, is founded upon the self-devotion of a minister, who gave his life to teaching young men, almost without any pay for his services; and all over our land you may find colleges and museums and hospitals and art galleries which have sprung from the scanty resources of some minister whose heart has responded to the cry for better things which continually comes from the needy world around us.

This lack of money has its influence on ministerial character in another way; You have all noticed that whenever a man is needed for a public beggar a minister is chosen. What would become of all our tract societies and our Bethel missions if it were not for our ministerial beggars and their persistent appeals for money? Now this relation of minister and public beggar is not a mere natural affinity between them, as you might suppose. It can be explained by the law of environment more easily than by the law of heredity. The minister lives in an atmosphere full of such influences and he feels their exhilarating effect, just as a man feels the effect of breathing the frosty air of an October morning. It makes him keen to discern the wants which others do not see, so that when you find a minister after you for a subscription to some missionary fund, or some Dorcas society, you are not to look upon him as a public nuisance to be dismissed without a thought, but as one whose keener moral instincts enable him to detect a public need which you have not yet discovered. Such men are often angels in disguise.

How keen, also, do such men become to detect the humbugs and frauds which infest society. The numberless book-agents, the stranded men and women who need a few dollars to reach home, the persons who are deaf or blind or have sick ones dependent on them, the pious sneaks who think they can use your money better than you can, and the thousand other cranks whose mission is to live on the credulity of society, all naturally gravitate towards the minister, who soon becomes an expert in treating them, to the great relief of the public.

It would not be fair if I did not add that no amount of such experience will make a successful financier of some ministers. We all have known ministers who could not tell the difference

Who Made the Mistake?

This is the question asked in thousands of stores every day when the cash fails to balance. At last we are able to tell you positively which one of your clerks made the mistake. We do this by providing a separate cash drawer for each clerk in your store. The money he takes in is added on a counter inside the register under lock and key and accessible only to the proprietor. The cash in his drawer must always agree with the total on his counter. In this way a mistake in the cash is easily traced to the one who made it. We also give you a grand total of all the day's receipts.



These wonderful registers are the crowning triumph of years of experimenting and a large expenditure of money. We are the only concern who ever succeeded in making a cash register of this type, and as we own and control the fundamental patents, no other concern has the legal right to make these registers. If you will drop us a postal or call on our representative in your city we will gladly give you further information about these wonderful registers. This will place you under no obligation to buy.

National Cash Register Co.,

Dayton, Ohio

Grand Rapids, Mich., office,
180 East Fulton Street.
Menominee, Mich., office,
701 Main Street.
Detroit, Mich., office,
165 Griswold Street.

Saginaw, Mich., E. S., office,
Room 503, Bearinger Building.
Chicago, Ill., office,
48-50 State Street.
Ft. Wayne, Ind., office,
31 Bass Block.

between a copper cent and a silver dollar. The one is worth just as much to them as the other. If they have one dollar they are always ready to spend ten, and when pay-day comes they are in nowise troubled if they have nothing with which to meet the demands of their creditors. Very likely there are bank cashiers who have notes bearing the signature of some minister well known in the community, which they have kept for a long time in that choice collection of notes which they honor by putting them in a separate package marked "Past Due," and as they occasionally turn them over they wonder what possible relation there can be between such notes and money. If this were confined to ministers we might say it grows in some way out of the profession, but, alas, such ignorance is found in every condition of life and, like many other diseases, there has not yet been discovered any specific which is warranted always to cure.

But it is pleasant to note that the minister is gradually becoming accustomed to the use of money. When Bishop Asbury, the grand old pioneer Methodist bishop in America, lived mainly on horseback and carried his worldly possessions in his saddle-bags, he had the magnificent salary of \$50 in cash per year. A congregation which could promise \$200 was regarded as a great prize, and if they could add the promise of free fire wood and a donation, it became almost a paradise. Out of this came many heavy expenses, as at the ordination of a minister in Massachusetts we find charges like these: For breakfast, 30 bowls of punch and 10 bottles of wine, and for dinner 44 bowls of punch, 28 bottles of wine, 8 bowls of brandy and cherry rum without

limit. Under such conditions it could hardly be expected that the minister would become a great financier.

But those days have passed. The minister does not now have to provide such refreshments for those who attend his ordination, and the old donation, so favorable for neighborhood gossip, so welcome to the blushing maidens and their bashful lovers, and so lavish in remnants of spare-rib and chicken-pie, which the minister was expected to eat with a grateful heart after the donation was over, is now rarely included among the perquisites of his office.

In place of such a fluctuating, inadequate salary, the minister is beginning to come into his true place as a wage earner, and the salary, running often into the thousands, gives him an opportunity to ask what he shall do with his money. The churches are beginning to learn that it pays to educate their ministers in this way, although there are still too many churches which adopt the same financial policy as that which lately reported to its higher authorities as follows: "The parish has just added four acres to its graveyard and hopes for a large increase of revenue from that addition." When our churches offer their minister a salary of ten thousand dollars a year with a fine house free of rent, with the added pledge that this shall continue as long as he lives and be given afterward to his widow if he leaves one, then we may expect to find them becoming as strong in financial matters as they now are in other respects.

There is one other point in this relation between the minister and money that ought to be mentioned: I refer to the minister as opening the way for others to make money. Ministers are

generally educated men. They know more or less about geology and agriculture and those economic questions which concern the public welfare. Hence we find that ministers have been pioneers in geographical discovery, in chemistry and all those questions which lie at the basis of moneymaking. I might mention the opening of Africa by David Livingstone, the pioneer missionary, who carried his compass and chart in one hand and his Bible in the other until he learned the secret of that dark continent, which until that time had yielded nothing but slaves, but which is fast becoming the center of a vast commerce which is enriching the world. Or I might mention Whitman, who went through the wilderness which then covered the northwestern part of our own country and by his personal observations demonstrated its fabulous wealth and secured its retention by the United States as a home for millions of our people.

Many, too, are the men who have gone from the ministry into our legislative halls, like one of our Michigan congressmen, and there shown their capacity to solve great questions of state which concern not our country alone but the whole world. Such cases may show us that if the minister does not himself handle much money he does yet often open the way for others to do so, and thus becomes entitled to consideration by those who reap the harvests for which he has prepared the soil.

J. W. Beardslee.

The great increase in the volume of money in the United States during the past twelve months promises to give an impetus to business next year in manufacturing, agricultural mining, commerce and export which will be reflected in all business channels.

The Dust of Ocean.

From the Mariner.

A "dusty" ocean highway sounds almost incredible. Yet those who are familiar with sailing ships know that, no matter how carefully the decks may be washed down in the morning, and how little work of any kind may be done during the day, nevertheless, if the decks are not swept at nightfall, an enormous quantity of dust will quickly collect. Of course, on the modern "liner" the burning of hundreds of tons of coal every twenty-four hours, and the myriads of footfalls daily, would account for a considerable accumulation of dust, but on a "wind-jammer," manned with a dozen hands or less, no such dust-producing agencies are at work. And yet the records of sailing ships show that they collect more sea dust than does a steamer, which is probably accounted for by the fact that while the dust-laden smoke blows clear of the steamer, the large area of canvas spread by the sailer acts as a dust collector.

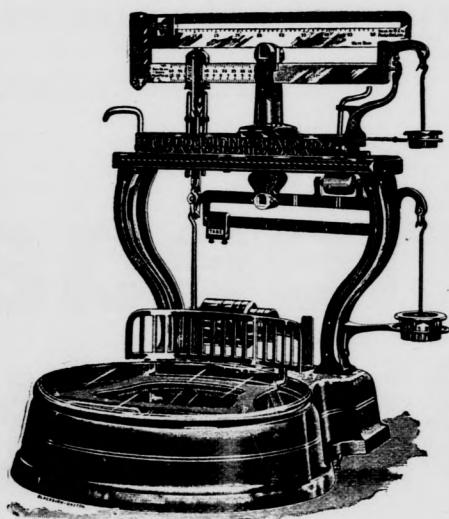
Definition of Contingent Fee.

An Irishman went to a lawyer with a case, but the attorney wanted a retainer. The Irishman was poor, and finally the lawyer said he would take the case on a contingent fee.

It was settled; but the contingent fee part of the agreement bothered the client. He confided his ignorance to his friend Paddy, and asked for an explanation.

"An' it is the meanin' of a contingent fee yer after knowin'?" Shure, I'll tell ye. A contingent fee means that, if ye loose the case, the lawyer gits nothin'; if ye win, yer git nothin'."

A hardware dealer received an order by mail as follows: "Pleas to send a key to this lock and I want two brown nobbs to put on my pere of drowes large as you got and if you got a brass brotches a bout 50 cents and a quarter tin of gun powder and I pay for then wen I com." It turned out that by "brotches" a beer cock was meant.



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

Woman's World

Great and Growing Comradship Among Women.

Are women antagonists to other women? Does the woman at the top of the ladder always seek to bar the way to the woman who is trying to climb up, and does the woman at the bottom try to pull down the woman at the top? There seems to be a very general belief that she does.

A Washington newspaper recently quoted a prominent Government official as saying that the reason that women were practically debarred from receiving promotions to the higher places in the Government service was because they were held back by their own sex. "Some time ago," the gentleman went on to say, by way of illustration, "there was a woman in a certain division of one of the departments who was so highly thought of she would have been made chief of her department, but as soon as her prospects became known her fellow women clerks entered a protest. They declared that they would not work under her; that they would a thousand times rather be bossed by a man than a woman, and that they would not permit her to 'lord it over them,' so her prospects of promotion were killed."

So far as conditions exist in the Government departments—which are mostly occupied by disgruntled ladies who have seen better days and who feel that their country owes them a living, which they are trying to collect with as little work as possible—the official may be right in his strictures. They may indulge in a petty jealousy that would resent the success of one of their number. The mistake is in thinking such a state of affairs universal. Out in the broader world, where women are fighting the battle of life in the open, there is not a day when we do not see some woman stretch a helping hand to a struggling sister, and we can but protest against the sweeping statement that the greatest obstacle to women securing equal recognition with men comes from the antagonism of their own sex. It may be that Mrs. Milliner intimates that Mme. Modiste's Paris bonnets were only imported from around the corner, that Miss Mezzo Soprano sneers openly at Signorina Fazzantis' efforts to reach high C, and that Mrs. Newrich, who has just broken into society, turns up her nose at the Parvenues, who are still battering on the outer gate with their money bags, but these incidents are characteristic of individual rivalry, not the sex feeling. It isn't on record that men devote much time to praising their competitors' wares or booming trade for the opposition house across the way.

Neither should it be urged, as proving the point, that most women prefer to work under a man rather than a woman. We are the creatures of habit, and it must be borne in mind that woman has been subject to man from time immemorial. We are all used to being "bossed" by husband or father or brother and to deferring and giving way to some man, so it carries with it none of the little sting of hurt pride and suggestion of submission that we feel when we are under another woman's authority. Men recognize that some men are born to serve and some to command. Every woman is imbued to the backbone with the "I am as good as you and know as much as any other woman" doctrine, and it is this which

makes it so hard for her to give in to the woman who is set above her.

It must also be admitted that one has to learn the art of "bossing," and that woman is still very new at it. There is no martinet in discipline like the man who has just been raised from the ranks, and it may be possible that women, who are just beginning to have other women than servants under their control, may be a little tyrannical and a trifle too fond of flashing their authority in other people's eyes to be altogether soothing and agreeable, but this is a fault that will pass. Besides, it is already offset by so much added sympathy and comprehension of woman's needs that, prejudice aside, it is probable that the woman boss is every whit as easy to get along with and as pleasant as the man boss. The fault lies, too, just as much with the employe as the employer, for we all know that a woman will take with meekness and humbleness of spirit a criticism from a man that she would resent all over if it came from a woman.

Probably there is no other fling against the sex that has done more harm than this charge that women are always standing ready to antagonize other women and to give a stab in the dark if they get the chance. Unfortunately, some color is given to the story by foolish women themselves, who are always saying "If you want a friend, choose a man," or "If you want to ask a favor of anybody, go to a man." People don't stop to think that the speakers don't know what they are talking about, and that they are basing their rosy theory of the worth of masculine friendship on the fact that men pay them compliments and send them candy and violets. They have never been in trouble and have not experience enough to know that a man's friendship for a woman is a fair weather flower that blights under the salt rain of tears and perishes at the very mention of sickness and sorrow.

This isn't to say that in a case of want a man won't give money just as quickly as a woman. He will, and by the same token he packs the pocketbook and has more to give than a woman has, but no one can deny that men have a greater horror and a more cowardly shrinking from facing the unpleasant things of life like sickness and bereavement and sorrow and death than women have. Let a woman hear that a friend has met with some great loss and her first thought is to go right to her and at least weep with her. A man may be just as sorry for the bereaved one, but he will walk two miles to keep from meeting her and having to behold her sorrow. I once heard a silly girl make the old stereotyped remark about going to a man for a favor, instead of a woman. A man of the world—a man whose vast knowledge and experience of life had taught him only pity and tenderness for human nature's weaknesses—was also listening to her, and I shall never forget the reproof of his reply. "A woman's best friend is always a woman," he said, and then he added gravely, "I am sorry for any girl who hasn't women friends and who says she doesn't like women."

It always seems to me that there could be no more comprehensive and unanswerable refutation of the fact that women do not antagonize women than is offered by the spectacle of the glorification of woman that we see on every hand. So far from resenting other women's success the tendency now is to

overpraise it and to make mountains out of mole hill achievements. Every woman who knows enough to collect her own rents and which is the business end of a check we herald as a female Napoleon of finance; every woman who can rise in meeting and make a speech without reading it off of a be-ribboned paper we proclaim an orator; every woman who digs an essay on the Ancient Byzantine Empire out of the encyclopedia can sell us tickets to hear her lecture; every woman scribbler who can write an article we can read without going to sleep over we celebrate as an author. It takes a deal less in the way of performance to make a woman famous nowadays than it does a man, and all this exploiting and blowing of trumpets is done by other women, mark you, not by men. Of course, we may have our little club squabbles and rivalries for office, but that is neither here nor there. Human nature is human nature, whether it is in petticoats or trousers. Men are not always altruistically anxious for some other man to have the best places, yet we hear nothing of the antagonism of men for each other.

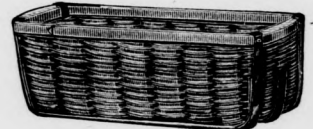
As a matter of fact there never was a more baseless fabrication than the theory that women regard every other woman with suspicious jealousy, and are always waiting like a cat to pounce on each other and give a scratch. Let a woman have the misfortune of having all her property swept away from her.

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.

Ballou Baskets Are Best



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

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

Send for catalogue.

BALLOU BASKET WORKS, Belding, Mich

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.

You need them
in your business

Uneda Biscuit

There is no end
to their popularity.

NATIONAL BISCUIT COMPANY.

Ninety-nine times out of a hundred it is a woman who goes to her and cheers her up and thinks of some way for her to make a living. Let some girl show phenomenal talent. It is sure to be some woman who gets up the benefit to raise money to send her abroad to study art or music. Ask the woman writer who said the words of encouragement to her that kept alive hope and ambition. Always a woman, because men seldom think of these things. More than that, three-fourths of the time there is a woman behind a man's generosity, reminding him to do the things he would never have remembered on earth if left to himself.

Among working women this spirit of good-will and mutual helpfulness is still more apparent, and I think no one who is really in touch with them will accuse them of antagonizing each other and trying to stand in each other's way. On the contrary, I have seen nothing else in life I thought so beautiful as the charity—the blessed charity that gives itself as the gift—that you see so often extended amongst them. I know a teacher who works far beyond her strength, but who still finds time to teach poor girls in her specialty, in order that they may command better salaries. I know a little dressmaker who sits up nights over her weary needle to make pretty frocks for a shop girl too poor to pay her. I have seen a woman give her beautiful voice in concerts whose proceeds were to give some other woman the advantages she could never have, and so it goes in a thousand unnoticed ways all about us. Is there any antagonism in that? Isn't it whole-souled generosity? And isn't it time to stop that old fiction?

The truth is, there is a great and growing comradeship among women. As long as we are built in the selfish way we are, we shall all want to roost on the top rung of the ladder ourselves, but if we can't, we are glad to give some other woman a boost up. There is no true woman who doesn't rejoice in every other woman's success, and take part of the credit for it to herself.

Dorothy Dix.

Fallacious Theory of the Attraction of the Opposites.

One of the time-honored platitudes to which we all give more or less of credence is that we are most attracted to people who are our opposites and who possess the qualities, mental and physical, that we lack. This belief is the corner-stone of the professional fortune teller's art. The seeress always begins her divinations by assuring the short, dark woman that she will marry a tall, blonde man, while her sister who is a daughter of the gods divinely tall, and most divinely fair, is given to know that somewhere down the pathway of life a swarthy individual, with brigandish hair and piercing black eyes, is waiting to capture her heart and hand.

Mild and serene temperaments and stormy and passionate natures are also supposed to have irresistible attractions for each other, until the wonder is that every family, with its high lights and its shadows, its good and bad qualities, so admirably balanced, isn't the scene of a mutual admiration society and the abode of perpetual peace.

No one who notices the number of pocket editions of women who are married to big husbands and the hosts of scrawny little men who are tagging around in the wake of their big and buxom spouses can deny the attraction

of opposites so far as physical appearances are concerned. When it comes to those who are our antitheses in mind and disposition, however, the theory doesn't seem to work out so satisfactorily, and a rather forcible illustration of this has just been given by a New York woman who has left her home because after twelve years of persistent argument she could not convert her husband to her way of thinking about religion and woman's suffrage.

Of course, there is always something to be said on both sides of a question and one can point out that where the husband and wife take radically different views of every subject they are sure to escape the ennui that afflicts so many married couples. Conversations could never languish where one could start a red-hot argument at a moment's notice. There are husbands and wives who yawn in each other's society because they feel they have threshed out every subject of talk. This could never be the case if the wife adored Wagner and the husband could only endure the negro minstrels, where he cared only for the daily paper and she was a Browning devotee, to say nothing of the ginger that would be infused into the situation if she was a free-silver Bryanite and he swore by Mark Hanna.

Such a state of affairs would be piquant, but it needs only the most elementary knowledge of human nature to assure us that it would not be harmonious. In reality we have a certain vanity that attracts us to people who are like us, not different. What we call sympathy is merely the same point of view, and without that there can be no affection or happiness in a household. The opposite opinion may be interesting, but it is likely to be also very aggravating. What we want is somebody to agree with us, not contradict us, and certainly no one's ideal of a happy home is a place that is the scene of a perpetual debate. It is all very well to theorize about the attraction of opposites, but it is safest to marry a man who has the same politics and religion and likes the same kind of cooking.

Cora Stowell.

Largest Grape Growing Region.

Contrary to the belief of many people, the largest grape-growing region in the world is not the champagne districts of France, neither the sunny valley of Southern California, for Western New York owns the title by virtue of 50,000 acres now given over to grape culture. In the Keuka lake region of Western Central New York there are 30,000 acres in vineyards, and the other 20,000 acres are in the Chautauqua belt. The two districts are made one by a sort of grape isthmus, which runs down toward the southwest corner of the State. The harvest in these great vineyards amounts to nearly 7,500 carloads this year. That means more than 22,500,000 nine-pound baskets of grapes or nearly three pounds of the fruit for every man, woman and child in the country. To harvest this gigantic fruit product requires the services of between 6,000 and 6,500 pickers, most of whom are women. The women are preferred, because they pick the fruit more rapidly and pack it more neatly than the men, who are only employed to do the heavier work of hauling, lifting and driving. Many of the girls come from the inland districts of Pennsylvania, Northern Ohio, Southern New York and even farther away. A good picker usually gets from 80 to 90 cents a day when she boards herself or \$3 a week and board for working ten hours a day.

Let Fortune do her worst, whatever she makes us lose, so long as she never makes us lose our honesty and our independence.—Pope.

Crockery and Glassware

AKRON STONEWARE.

Butters	
1/2 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	
1/2 gal. flat or rd. bot., per doz.	45
1 gal. flat or rd. bot., each	5 1/2
Fine Glazed Milkpans	
1/2 gal. flat or rd. bot., per doz.	60
1 gal. flat or rd. bot., each	5 1/2
Stewpans	
1/2 gal. fireproof, ball, per doz.	85
1 gal. fireproof, ball, per doz.	1 10
Jugs	
1/2 gal., per doz.	56
3/4 gal., per doz.	42
1 to 5 gal., per gal.	7
Tomato Jugs	
1/2 gal., per doz.	65
1 gal., each	7
Corks for 1/2 gal., per doz.	20
Corks for 1 gal., per doz.	30
Preserve Jars and Covers	
1/2 gal. stone cover, per doz.	75
1 gal. stone cover, per doz.	1 00
Sealing Wax	
5 lbs. in package, per lb.	2
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.	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 00
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	4 00
No. 2 Sun, wrapped and labeled	5 01
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 Naeefas.	9 00
Pump Cans	
5 gal. Rapid steady stream.	8 50
5 gal. Eureka, non-overflow.	10 50
5 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

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 the balance of our superb stock. Write for Catalogue.

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

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 Renewer. 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.

The New York Market

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

New York, Oct. 27.—The coffee market has taken on additional strength since last week and we have had some advance in quotations, owing partly to firmer quotations from Europe and small receipts at Rio and Santos, with firmer markets there. Whether the advance will be long sustained is a question. At the close, No. 7 is quotable in an invoice way at 8½¢. The amount of Brazil in store and afloat does not vary much from last year, being 1,138,254 bags, against 1,291,057 bags at the same time last year. Speculators have been doing rather more business than usual and an advance of about 10 points has taken place. The market for mild grades is of an average character. Offerings are not very large, but this does not seem to affect the situation and good Cutcut cannot be named higher than 9¼¢@10¢. East India growths are quiet and practically without change.

Jobbers are not giving large orders for sugars, evidently being determined not to be caught with large supplies on hand in case another drop comes. General demand is very sluggish, the grocery trade generally seeming to be pretty well supplied. Refiners are not giving long guarantees and the National Co. extends the same to Nov. 15. As refiners seem to have sufficient raw material to work on for the present the market for raw sugar is very dull.

Spot business in teas has shrunk to the smallest possible proportions and for the moment there is nothing whatever of interest to chronicle. Dealers, however, seem to be confident of higher prices within a short period and some of them advise liberal purchases on present basis. Buyers, however, are not responding to the appeal with great avidity and seem to be "layin' low."

Orders for rice are not large, but there are a good many of them and altogether they form a good total. Quotations are practically without change. Prime to choice Southern, 5¼¢@5½¢.

Spices are unchanged. Buyers are not paying much attention to the situation and the immediate outlook is for a continuation of this sort of thing. Stocks are not large, however, and cold weather may cause some improvement.

The weather has been too warm to allow of much activity in the molasses line, and yet the situation is not discouraging. Prices are generally firmly adhered to and, as stocks here are light and supplies reported as coming in rather slowly, sellers feel that they will soon have a "good thing." Quotations show no change. Syrups are dull. Supplies are not large, but there seems to be enough to meet all requirements. Prime to fancy sugar, 20¢@26¢.

Canned goods buyers show no disposition to buy round lots and take only enough to fill gaps. Some concession is reported to have been made in some cases where it was necessary to move stock. There seems to be very little canned corn carried over this year, and the new stock enters the market in good shape, and yet there is considerable pressure to sell. Maine No. 2 is worth 70¢ for standard here with fancy stock 85¢ f. o. b. Portland. Demand is slow for tomatoes within a range of 82½¢@87½¢ for No. 3 N. J. standards.

Lemons are dull and the supply of oranges, being limited, causes inactivity in that line. Prices are practically as last week. The very warm weather has, perhaps, caused rather more firmness for lemons than would otherwise have been the case.

Apples are plenty and cheap. Of course, for strictly fancy fruit the demand is good and prices are well sustained. The supply is abundant for medium grades, and the same is true of many other fruits, such as quinces, whole baskets of which seem to be full of knots and holes.

Dried fruits are dull and prices are low. Raisins are, perhaps, an exception, as the holiday trade will soon be in full swing, and this important staple

must be dealt with graciously. Prunes, dates, figs, etc., are selling fairly well.

The butter market is well cleaned up. Arrivals are not very large and, with good demand, matters seem to be in sellers' favor. Best Western creamery is worth 22½¢. This seems to be about top, and the goods must stand the test. Imitation creamery is worth from 14½¢@18¢; Western factory, 14½¢@16¢.

Full cream, large, colored, fancy State cheese is worth 10½¢@11¢. The market is rather quiet. Exporters are doing about all the business.

The egg market is steady. Best Western stock is worth 21¢; other grades from 16¢@19¢. The weather is warm and the supply is large enough to prevent any "egg famine."

The bean market is strong. The supply is light and, with a good demand, sellers are having the inside track. Marrows range from \$2.10@2.50, latter for choice; pea, choice, \$2.10; choice red kidney, \$2.55@2.60.

Receipts of Jamaica oranges since Oct. 1 have been 18,200 barrels and 7,500 boxes, against 15,000 barrels and 2,500 boxes during the same time last year. Receipts of bananas, 191,300 bunches, against 240,000 bunches to the same date last season.

It is thought that the world's visible supply of coffee will show an increase for the month of October of from 550,000 to 600,000 bags.

Butter By the Yard.

From the Southern Agriculturist.

Probably Cambridge, England, is the only place in the world where one would be likely to find butter sold by linear measure, but here, in accordance with the old custom, it is sold by the yard. For generations it has been the practice of Cambridgeshire dairy folk to roll their butter into lengths, each length measuring a yard and weighing a pound. Daintily wrapped in strips of clean, white cloth, the cylindrical rolls are packed in long and narrow baskets made for the purpose, and thus conveyed to market.

The butter women that in white linen aprons and sleeves preside over the stalls in the mart have no need of weights or scales for dispensing their wares. Constant practice and experienced eye enable them with a stroke of the knife to divide a yard of butter into halves or quarters with almost mathematical exactness.

The university people are the chief buyers of this curiously shaped article. In addition to being famed for its purity and sweetness, Cambridge "yard butter" is eminently adapted for serving out to the university students in the daily commons. Cut in conveniently sized pieces and accompanied by a loaf of the best wheaten bread, a stated portion is sent around every morning to the rooms of the undergraduates for use at the daily breakfast and tea.

Going West and Northwest.

The best line west of Chicago, if you are going to any point in Montana, Idaho, Washington, Oregon, Kansas, Nebraska, Colorado, Wyoming, Utah, Nevada or California, is the Chicago, Milwaukee & St. Paul Railway. Direct and short lines between Chicago, Sioux City, Omaha, Milwaukee, La Crosse, St. Paul and Minneapolis. Solid vestibuled, electric lighted, steam heated trains; free reclining chair cars; compartment and sleeping cars; the finest dining cars in the world. If you contemplate a trip West or Northwest call on any coupon ticket agent in the United States or write to Harry Mercer, Michigan Passenger Agent, 32 Campus Martius, Detroit, Mich., saying where you are going, about when you will start, how many there will be in the party, and full information, with maps, time tables and rates of fare will be promptly furnished free. Be sure to ask for your tickets via C., M. & St. P. Railway.

Buy for cash and save interest. Never give credit if your note is in bank, as your dependence upon your debtor may cause your downfall.

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 Sheriff Street
Cleveland, Ohio.

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

F. CUTLER & SONS, Ionia, Mich.

WHOLESALE DEALERS IN

BUTTER, EGGS AND POULTRY,

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

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

ESTABLISHED 1886.

References.
State Savings Bank, Ionia.
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 Correspondence solicited. Write for terms and prices

Vinkemulder Company,

Grand Rapids, Mich.



Highest Market Prices Paid Regular Shipments Solicited.

98 South Division Street,

Grand Rapids, Mich.

Butter and Eggs

Marketing Western Dairy Products in Eastern Markets.

Elkhart, Ind., Oct. 26.—An egg laid on an Illinois farm on Sunday is poached in New York and served on toast on Wednesday for dinner. It is not shipped by mail or express either. Nowadays the railway mail service men are wont to say that a letter will reach such and such a town for such and such a delivery within a given time. So will an egg or a pound of butter. A box of eggs will leave Chicago at 7:15 p. m. Sunday and will be delivered by the third delivery in New York on Wednesday. This is all accomplished by the great dairy trains which have become marvels in the matter of marketing the products of Western farms in Eastern markets. A train consisting of from twenty-two to thirty loaded cars of butter and eggs, each car having a capacity of twenty-five tons, is run through from Chicago to New York in sixty hours. The famous New York and Chicago fast mail on the Lake Shore road, which is laden with orders and returns for the Western dairymen, is seemingly little faster than the Red Line dairy train which rushes in the opposite direction over the same tracks carrying the products for which the mail train is filled with orders and checks. Considering the difference in tonnage and the number of heavy cars in the train the dairy flyer seems as marvelously fast as the train which is kept in Uncle Sam's service and every day in the year covers the 1,000 miles from the Atlantic to Lake Michigan in twenty-four hours.

Nowadays a string of cars are hooked together in Chicago. They have all of the modern equipment of passenger coaches, there being a force of air from the locomotive to the dinkey. They are hustled out of Chicago with all of the speed of a train of a higher class and they are kept going until they reach New York. That this is so is owing to the foresight and ingenuity of two men, both of whom are now dead. One of them originated the plan of dispatching such products and the other invented what railroad men from one end of the country to the other call the "freezer," but which to the commercial world is known as the refrigerator car.

To William Kasson is said to be due the credit of expediting freight, and William W. Chandler was probably the originator of the idea of an ice-box on wheels. Before the days of refrigerator cars and fast freights no railway corporation would allow any of its cars to go beyond its own line for fear they would never be seen again. The rolling stock was kept in sight by means of the particular gauge of each road. Thirty-five years ago there were four different gauges between Chicago and New York and in consequence there were three transfers between these points. The time in which to reach the Eastern seaboard was from twenty days to two months. There was a step forward when Kasson noted the delay occasioned by the transfers. Just previous to the war he organized a large force of laborers and distributed them along the line where such transfers were made. He then solicited business "to be taken care of" and "dispatched" at several points. This movement was the first that ever got the name of fast freight and Kasson cleared something like \$10 a ton on his scheme. His dispatch reached Cleveland, Columbus, Cincinnati, Louisville, Indianapolis, St. Louis, Detroit, Chicago and other points of the fast-developing West.

In the meantime, unto the butter, cheese and egg world was born a commercial Moses. W. W. Chandler, who had commenced railroading in Ohio, had turned his inventive genius toward a contrivance in which perishable freight could be preserved for some considerable time. He took into a car shop a lot of discarded freight cars and fashioned them into freezers. They had double sides, roofs and floors. Between they were packed with sawdust. There was a hole in the floor between the doors for the leakage of water, where

the box was put after the car was loaded and the load trimmed down to the doorways. The butter, at that time, was made in rolls and shipped to Chicago in nail keys and shoe boxes, when it was repacked in firkins by the commission men. In those days it used up the price of seven and three-fourth pounds of butter to market 100 pounds. Now somewhere near two and a half pounds will carry a hundredweight in the finest modern cars at a speed about as fast as the swiftest mail train of to-day. Formerly it required seven days of twenty-four hours each to get the product to the New York market, while to-day it is done in two and a half.

Think of the magnitude of this great dairy business when it is considered that nearly all of the railroads are bringing into Chicago the product of thousands of Western farms by the carload. Some years ago one carload for one point was a big thing. Now there are more than twenty cars for one market in twenty-four hours. Then shippers were limited to 20,000 pounds to the car, while to-day a good freezer will hold twenty-five tons. The Lake Shore people have extensive re-icing plants, where the cars are re-supplied with ice en route.

In most cases special crews of men are reserved to run these Red Line dairy trains. They are among the most experienced men in the employ of the Lake Shore company. Stops are made only to change crews and locomotives. Now and then it becomes necessary to set out a car of dead freight and take on a car of perishable matter, but these are the only delays, aside from accident, which a dairy train has in its thousand-mile run to Father Knickerbocker's great market. By daylight the Indiana-Ohio line has been crossed and the train is soon within the limits of Toledo, then Cleveland, after which the great steel highway along Lake Erie is taken and traversed to Buffalo. Then through the Empire State, itself a great producer of dairy products, the train rolls swiftly marketward, until it strikes the New York Central & Hudson River line at Albany and scuds down along the old historic shore, reaching Gotham on the morning of the third day out from Chicago.

No Competition in Live Poultry in New York.

From the New York Commercial.

There is practically no competition in the live poultry business in New York City. The business is controlled by a combination of dealers and the combination has up to this time been strong enough to keep out all competitors and absolutely control prices. This combination controls a business that amounts in the aggregate to about \$3,000,000 a year and prices are kept up to a figure which leaves the combination a very handsome profit.

The Greater New York Live Poultry Dealers' Association, which was organized in April, 1899, is the organization which binds together the dealers who control the market and it has for some time been claimed that the combination has strong political backing which enabled it to secure exclusive privileges and to bar competition.

Some time ago the Arthur Jordan Co., one of the largest firms in the United States dealing in live poultry, made an effort to break into the business in this city. This firm has its headquarters in Indianapolis and does business all over the country. It made two efforts to obtain a permit from the Board of Health to establish a live poultry market in New York in the same part of the city in which the markets of the firms which are members of the combination are located. Its efforts were unsuccessful and the firm was loud in its claims that it was the victim of a political conspiracy. A letter from Mr. Jordan, the head of the firm, said:

"There is not the slightest doubt that the speculators and holders of permits to kill poultry in New York are in a combine to control prices, and the commission merchants have now formed a separate association, so that the live poultry business in New York at present is completely controlled by two or-

ganizations. Call them trusts or whatever you please, competition is now eliminated, and the combine fixes the price of all live poultry going to Greater New York.

"The matter of my permit is now in the hands of my attorney and suit will be instituted during the October term of the Federal Court in New York. I am advised that the Board of Health will be forced to either grant the permit to me or rescind all other permits granted on the lower East Side of New York City. All the facts concerning the poultry trust will be brought out. Numerous affidavits are already in my possession which disclose the actual purposes of the trust.

"The main evidence of the existence of a trust was brought to the attention of the Board of Health. Every one familiar with the Tammany organizations in New York will understand why the Board of Health was not influenced by that evidence. I was informed that an assessment was made of about \$5,000 and used in defeating my application. Where this money was used I do not know.

"When the Board of Health voted there was a majority of one vote against the issuing of my permit. I have no doubt that \$10,000 or \$20,000 might just as easily have been raised among the members of the live poultry association. George Brown stated to the Board of Health that to allow shippers to send their poultry direct to the market themselves in New York would ruin the live poultry commission business. I think he was right.

"There are two unnecessary profits between the shipper and consumer in the New York live poultry market, and when I secure this permit these two profits will be eliminated, as it is my intention to ship direct to the jobbing butchers, leaving out both the commission merchant and speculator. The pretense that the business of the Arthur Jordan Co. is a trust, with headquarters at Indianapolis, is all rot. Our business was built up by the parties who

now own and control it and it is in no sense a combination of different interests to monopolize or control the business."

The indignation of the firm against the combine seems to be dying out, however, for Dallas Flannagan, the attorney who represents the Arthur Jordan Co., recently remarked: "The condition of the matter at present is just this: We have made two efforts to get a permit to establish a live poultry market from the Board of Health and the trust has succeeded in preventing us from doing so. The Board has finally ruled that there must be no more live poultry markets established below Thirty-fourth street. This practically shuts us out. There is no use in trying to sell candles in the Pacific Ocean and there is no use trying to sell live chickens in any part of the city except the parts where the population is of the Jewish faith. For religious reasons they prefer to buy their poultry alive.

"We made preparations to fight the matter in the courts and we may fight it out in the courts yet and enter the local business and break down trust prices. Just at present we are doing nothing in a legal way, however, as negotiations are pending between the company I represent and the trust to take it in. If it can make these arrangements it would be foolish to fight.

"I do not know just when the negotiations between my client and the trust will be concluded, but until they are nothing more will be attempted in a legal way."

Children playing with matches caused ninety-one fires last year. Cigars and cigarettes caused 912; electric wires and lights, 750; boilers and engines, 387; incendiaryism, 6,744; lightning, 2,760; spontaneous combustion, 1,235; six were due to the sun's rays. The causes of 13,127 fires were not discovered.

Money is the root of all evil, but we all keep on rooting for it just the same.

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.

BEANS

We are in the market for all grades. If any to offer send good size sample and we will make bids for car lots or less.

We are also in the market for Clover, Alsike, Pop Corn. Write us.

ALFRED J. BROWN SEED CO.
GRAND RAPIDS, MICH.

We want

BEANS

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

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

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.

Not Making the Most of an Opportunity.
Written for the Tradesman.

It was a stormy October day. The wind and the rain had been evidently disgusted with youthful depravity's previous attempts to celebrate Halloween at Springborough and had started in early with the determined purpose of "showing 'em how." They came down early upon the store, but found no encouragement. Not a blind was loose and even the back door, that could always be depended on for at least one good bang, was as firm and immovable as the everlasting hills. As early as ten o'clock it began to pour and, forgetting the usual let-up for dinner, it kept right on for an hour or two, until there was no more chance for a customer, man or woman, to venture out for the remainder of that day than there was for them to escape a drenching if they should undertake it. Old Man Means made the most of the opportunity to write up his books and Carl late in the morning had straightened out the back store, so that now he began whistling what the storekeeper called his graveyard tune and to beat the time on the window pane with his fingers.

For some reason, never explained, that particular air had the effect of a rebellion upon the usually controlled nerves of the storekeeper and for a while whistler and whistled to were hardly aware of any mental disturbance when, as if he couldn't stand it an instant longer, Old Man Means slammed the ledger lids together with a desire to know if that infernal whistle and the more infernal tune could be stopped without both being landed together in the puddle in the middle of the street.

"Isn't there anything that you can busy yourself with? A read you can book, or a file you can saw or—or anything?"

By that time, however, the good man's equanimity was restored and, coming around from his desk, he took a corn popper from under the counter that had often seen service on similar days and directed Carl to bring on his corn.

After the crunching of the snowy kernels had gone on for a time and the corn hunger had been somewhat appeased, he put the half filled popper into the boy's hands, remarking as he did so: "I've been watching you, Carl, for a week or two and I'm wondering why I don't see you interested more in something that's going to be of service to you by and by. Young men don't know much and can't know much anyway; but if there's anything to you, you are going to look back upon this getting ready time and wonder why you didn't have sense enough to turn it to better account.

"You seem to be well enough satisfied with being a business man and, if that's so, you are exactly where a young lawyer and a young doctor are when they are struggling to get into practice. It is more than a dull time—it's despairing; and for ten good years some of them have to wait for their chance. That is their test time, I call it. If they spend it doing nothing—there's where my dig at you comes in—no reading, no study, nothing which tends towards culture, they are going to be second class—or worse—all their days. They can manage to scrimp along and get through life somehow; but they never take a high place in the com-

munity because they don't know enough of the things the world wants.

"That's what's the matter with the schoolmaster over here. He reads Latin like a house afire, but he reads it through his nose. You can't stick him on a Greek root, but he'll stand all day with his hands on his lips like a wash-woman and with one foot on a chair without ever fancying that his learning only makes more conspicuous his lack of that real culture which the boys and girls need most in this neighborhood. Now I believe that a storekeeper, while he can get along with the multiplication and the rule of 'thumb' and 'three' must have something more than that to be what the community has the right to expect and to demand of him. He can measure potatoes and calico without caring much about spelling and it doesn't make any particular difference in this neck o' woods whether he says caow or cow; but it does make a difference to his own life and the life of the village after shutting up time whether he's a fool or a man of culture, and I say that genuine culture is what the country is needing to-day more than anything else.

"You'll hear more or less about there being room at the top. The theory's all right and the practice is all right; but I've found that it takes a pretty vigorous shaking for even the big lumps of the sugar bowl to get there and I've a homely idea that the world is just as well off with the big fellows down among the smaller lumps and the grains. Culture in the parlor and culture on a pedestal and culture on the heights—anywhere except down among people where it can do the most good—has been the maxim of the world too long. A student on one end of a log and good, old Mark Hopkins on the other end is the college that is training the world, and everybody knows that a boost is better than a pull up any day—there's more to it.

"The fact of the case is, getting on in the world is simply getting 'good and ready' for the next thing that comes. You can hang around the station all day, but you never can go anywhere without you have a ticket, unless you beat your way and that isn't the kind of man we are talking about. A man has to get on the right train; but I've noticed that it doesn't make any difference to that sort of blunderhead what train he boards—he never gets there. That's what I want you to look out for, Carl. Get something that's worth reading or studying and peg away at it. The trade paper will keep you in touch with the business world—your common sense will make you say yes to that—and the rest of the time you want to take in building up—building up! There isn't any royal road to learning nor to anything else, as I look at it, any more than there is a chance of the doors opening to a man until he is ready to enter them. That getting ready can be done right here as well as anywhere. Then, with all your getting, if you get understanding enough to believe that real success in life is doing, 'without flinching and with utter faithfulness, the duty that stands next to you,' you're going to be the man of the community wherever you are and I am going to be mighty proud of you.

"Let's have another popperful of corn."

Richard Malcolm Strong.

If you think you do not need friends you either have too high an opinion of yourself or too low an opinion of your friends.

Why He Backslid.

"A little over four years ago," said Smithson, "I made up my mind that I was smoking too much. It didn't seem to affect my health in the least, but I thought it was a foolish waste of money, and I decided to give it up."

"A very sensible idea, indeed," remarked Brownlow.

"So I thought at the time. I figured out, as closely as I could, how much I had been spending each day for cigars and tobacco. That sum I set aside each day and started a banking account with it. I wanted to be able to show just exactly how much I had saved by not smoking."

"And how did it work?" enquired Brownlow.

"At the end of twelve months I found that I had \$265 in the bank."

"Good! Could you lend me—"

"And a few days later," interrupted Smithson, "last Thursday, in fact—the bank failed. You haven't got a cigar about you, have you?"

Many Shinplasters Still Out.

It has been recently estimated that there is still outstanding more than \$15,000,000 of the old "shinplasters" or fractional paper currency. No doubt much of this has been destroyed, but private collectors are believed to hold great quantities of the bills. They are still redeemable at face value, although they are no longer legal tender.

An enterprising farmer in the Emmenthal, Switzerland, has broken away from all the old customs that have dominated Swiss farming. He has turned the force of a convenient stream into power and generates an electric current strong enough to run a planing machine, a fruit crusher, a threshing machine and a pump. The peasants come from miles around to gaze in astonishment at a farm house and stable brilliantly illuminated with electric lamps.

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.



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.

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.

Gripsack Brigade.

Ovid Register: Chas. Walters is traveling in the Southwest for Voorhees & Martin, proprietors of the Ovid Device Works.

Jackson Patriot: E. E. Johnson has resigned his position as traveling salesman for the Franklin Mills Co., Lockport, N. Y., and taken a similar position with the Quincy Roller Mill Co., of Quincy, Mich.

Joseph Vandervest, for the past two years clerk in the shoe store of Rice & Cossler, of Cadillac, has engaged to travel for the Herold-Bertsch Shoe Co., covering the Upper Peninsula and Northern Wisconsin. He is getting out his samples this week and will start out on his initial trip about Nov. 12.

Ypsilanti Sentinel: Bert Goodel has resigned his position in the Davis grocery store to travel for the J. B. Ford Co. Mr. Goodel has been employed by the Davis store, formerly Harris Bros., for many years, and he has many friends who will regret his departure from the city. He expects to make Wisconsin towns.

Detroit Free Press: The Detroit and Cleveland police are making a combined effort to locate H. S. Bidwell, a traveling salesman in the employ of Glick, Moyer & Co., of Cleveland, who was last seen in this city last Wednesday. On the same day he wrote a letter to his wife and addressed it to the family home, 89 Eastman street, in Cleveland, telling her that she would never see him again, as she was too good for him.

A Bay City dispatch, under date of Oct. 27, is as follows: An odd meeting took place in the lobby of the Fraser House to-day. Two commercial travelers of the name of J. W. McKenzie, have been traveling over the country for seven years. They have each received and opened mail belonging to the other. One is stout, the other slim, but both genial, good fellows. When they found each other's name on the register they sought acquaintance and sat down and swapped stories and experiences for several hours.

Manley Jones, chairman of Post E, is in receipt of the following letter from President Schreiber: "By virtue of a resolution of the Board of Directors, adopted at the last regular meeting of the Board, held at Saginaw, Saturday, Sept. 1, authorizing the President to locate the next convention, I accept your kind invitation, in behalf of our order, feeling that the travelers of Grand Rapids, as well as the citizens at large of your beautiful city, will do all in their power to make the convention an unqualified success from every point of view."

Marquette Mining Journal: The latest story on the South Shore depot here will bear repetition. A traveling man

who hails from the East accosted a well known citizen standing at the corner of Front and Superior streets yesterday, asking him, "Where is the depot?" In response he received, "There you are," the gentleman designating the structure sought by pointing his finger. The questioner gazed at the building and then flared up in these words, "I think you would have the decency to answer a civil question." The Marquette man was amazed, but managed to assure the second party that he was not "joshing" but that he was in reality directing him to the depot. "That!" said the stranger, as he apologized for his warmth, "that! Why, the Pennsylvania road wouldn't put coal in that building."

John T. Watkins (Musselman Grocer Co.) has returned from Europe and resumed his visits to his trade. Although he was born in England, he considers that country far behind the American in everything except the health of the people. He was raised near Nottingham, which is still using horse cars, although it is a city of 400,000 inhabitants. Mr. Watkins visited the Paris exposition, where he found little to commend and many things to condemn. He is especially severe on the craft and avarice of the French people, who treated their visitors with the same consideration that the gambler does his victim. As an instance of the disposition to plunder foreigners, Mr. Watkins relates the circumstances attending a luncheon he purchased on the exposition grounds. He sat down beside a Frenchman and motioned to the waiter to duplicate his companion's order. When the meal was finished the Frenchman was charged a franc and a half, while the American was taxed three and a half francs.

The Boys Behind the Counter.

Battle Creek—Fred Larmour succeeds Mark Seligman as clerk in the drug store of Charles E. Humphrey.

Constantine—Milo P. Merritt has a new clerk in the person of Arthur Edward Wilson, of Marcellus.

Glen Arbor—C. G. Wareham has taken the management of J. O. Nessen & Co.'s mercantile and lumbering operations at this place. Mr. Wareham hails from Bear Lake.

Petoskey—Roy Streeter, formerly with A. D. Baughman, at Charlotte, has taken a position in the clothing store of S. Rosenthal & Sons.

Saugatuck—C. E. Bird has taken the management of J. Bright's drug store.

Ishpeming—Hugh Sparks, who has been in the employ of J. Sellwood & Co. for some time, has resigned his position and gone to Duluth to take charge of the fancy grocery department of Henry Folz.

Quincy—George Bowles succeeds Fred Mellen as clerk in the hardware store of James Pope.

Ovid—Chas. Porter has resigned his position at Jillson's and gone to Chesaning to take charge of the Clark shoe store. Frank Clark returns to Ovid.

Bay City—W. E. English, formerly manager of H. G. Wendland & Co.'s carpet and drapery department, has accepted a similar position in Barie's new dry goods store at Saginaw.

For Campaign Use Only.

"I suppose you have to take care to be absolutely accurate in your calculations," said the man who was watching the statistician work.

"No," answered the man of mathematics. "These figures are for campaign purposes. What is expected of me is to be convincingly inaccurate."

The Only Solution Is to Kill the Cook.

It is related with every assurance of probability that a despairing commercial traveler who loved his country and his coffee, on contemplating the tepid concoction that the untidy hand maiden of the much-serving Martha had placed beside his plate, asked with resignation in face and voice as if seeking for information: "May I venture, madam, to enquire if this—this"—language failing, he tapped his cup with his teaspoon—"is tea or coffee?" "Certainly, sir," was the exultant reply, glad that the question was easy, "a little of both!" Thanking his Heavenly Father that he had not been betrayed into drinking the villainous compound, he yet went out at odds with the world and found at sunset that it had been a day of failure.

With so much depending upon a cup of coffee it is pertinent to enquire if it is not possible for human stomachs to rebel against the imposition that is regularly supplied to it and to insist that good coffee shall at a reasonable price be furnished. It is strongly insisted by the average housekeeper that the patrons of country hotels should not expect high priced coffee for the morning meal. Java and Mocha at 35 and 40 cents a pound make a good cup of coffee, but they are not within reach of the country hotels, any more than other high priced foods are. Again, the whole matter is one of fancy rather than fact. A few epicures who think of only what they swallow can tell the difference between Mocha and Java or a blend of both. The majority of coffee drinkers know no difference between these and Maracaibo and many a boarder who insists that "you can't fool him" will praise a cup of Rio which he declares is genuine Java. The man who expects coffee should also expect to pay for it and right there the whole question hinges.

It seems so, but it doesn't. It is a pretty generally admitted fact that coffee well worth drinking is not in the majority of instances a question of price. A good article can be secured from what is often considered an indifferent berry. Indeed, it is doubtful if real Mocha ever cheers the American senses with its matchless aroma. Java is found oftener on the American table and is just as often the insipid stuff mixed with tea that was offered to the outraged boarder. Candor willingly admits that beans and chicory and bran and brown bread are palmed off upon an unsuspecting public—and it makes little difference what that kind of public drinks—but it at the same time insists that in ninety-nine cases out of a hundred the real reason for poor coffee is the cook. Nine families out of ten have no idea what real coffee is. A gallon of water and a tablespoonful of coffee (?) is put on to boil and if it looks too strong on pouring it is diluted. That and the dirty cup of the ordinary hotel finish the business, and all day long the consequent "stratagems, schemes and spoils" go on!

It is submitted then that the cook should be looked after. If it be true that a poor grade of coffee well and carefully made will give better results than a good grade put through an indifferent process of preparation, it is wrong not to insist that the cook, or the party responsible for her, him or it, should be held strictly to account for the swindle. From first to last it is a matter of carelessness and indifference. Good material or bad comes on unfit

for use. Commercially, it is cheating. Physically, it is debilitating. Mentally, it is discouraging and, morally, it is highly provocative of profanity and so productive of wickedness. Coffee, as heaven intended it to be, is a blessing. Spoiled, as it usually is, it is a universal curse; and a long suffering humanity seems to be reaching that point where the only way out of the awful condition of things is to kill the cook.

Queer Things Noticed in Traveling.

Did you ever notice, when the trains reach the terminal station, how the passengers in a car line up for the front door? It is only the occasional passenger who backs out of the car and so gets ahead of the waiters at the rear end of the queue. The others, the normal passengers, seem to feel that so long as they are headed right they are making the best possible progress.

When you see a passenger occupying the middle of the seat, evidently in the hope that nobody will offer to share it with him, so long at least as there is another empty seat in the car, don't you feel, just out of spite, like making him move over to give you room, even although every other seat in the car is empty? Of course you do. The only reason you don't is that you hate to punish yourself by having to sit beside him.

Can anybody explain why it is that the lame man is always in such a hurry to get at the door, when the train reaches its destination, so as to delay everybody else's getting off? Perhaps his lameness is due to an accident resulting from his trying to leave the car before it stopped, and his present purpose is to prevent the possibility of a similar accident to any of the passengers.

When you have a nice, comfortable seat and all the other seats are full, why is it that that woman persists in standing right beside you, or, even worse, just in front of you where you can not look up without catching her eye fixed upon you. There is standing room elsewhere in the car. Why will she persist in standing just where she does?

How comical it is when a man politely offers to raise the window that a lady has tried ineffectually to open herself! How confidently he takes hold of it! Its resistance to the gentle exertion which he first gives to it rather surprises him, but he is not going to mind that. It rather pleases him that he has an opportunity of showing his strength. He smiles in a self-confident way and lifts first with a fair expenditure of strength, then with all he has. But the window won't budge. It has a steady job and does not mean to quit. The man shows annoyance; his face is reddened from forehead to neck, and downward as far as can be seen; he scowls; his lips quiver with unspoken profanity! He hates to give up, but he has to do it and he retires in a bath of perspiration, his face full of swear words and with every eye in the car fixed upon him. It is very funny; but there is one person in the car who can not appreciate the joke.

Safety in Numbers.

"There is safety in numbers," said the trite conversationalist.
"There is," answered the man who talks on politics. "If you can't convince a man by your argument you can always silence him by quoting a lot of statistics that he knows absolutely nothing about."

Never decry your opposition. It is tangible evidence that you feel sore over his power to secure trade from you.

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.

Medicated Salve Pencils.

Salve pencils are much used in Germany for the local application of remedies for various skin diseases. These pencils are generally about four inches in length, and from a third to three-fourths of an inch in diameter. The following directions for their preparation are taken from a little book by Roderfeld, entitled "Winke fuer die Pharmaceutische Receptur." The mass from which the pencils are made consists of the following:

Resin, 5 parts.
Olive oil, 40 parts.
Yellow wax, 45 parts.

Where there is more than 10 per cent. of a solid or powdered medicating substance to be added a corresponding amount of wax should be omitted. In pencils containing carbolic acid, creosote, creolin or lysol, powdered olibanum should be substituted for the resin. As much as 20 to 25 per cent. of these drugs can then be incorporated in the mass. If a larger proportion of the liquid medicaments is to be incorporated in the pencils a corresponding amount of olive oil should be omitted.

The pencils are formed by pouring the molten, medicated mass, previously cooled as far as practicable without making it impossible to pour it into paper moulds. These moulds are made by wrapping waxed paper about a stick from a third to three-fourths of an inch in diameter, pasting the edges of the paper and fastening the end with sealing wax. When filled with this ointment mass the moulds should be set aside in a cold room for several hours, and the pencils then carefully removed from the moulds. It is a good plan to wrap each pencil, when finished, in tin foil. Below are given several formulas for preparing these pencils:

Creolin Salve Pencils.

Yellow wax, 40 parts.
Olive oil, 30 parts.
Olibanum, 20 parts.
Creolin, 10 parts.

Carbolic Acid Pencils.

Yellow wax, 50 parts.
Olibanum, 20 parts.
Carbolic acid, cryst., 3 parts.

Chrysarobin Pencils.

Yellow wax, 40 parts.
Olive oil, 36 parts.
Resin, 5 parts.
Chrysarobin, 20 parts.

Triturate the chrysarobin with one part of olive oil as fine as possible. Melt the other ingredients together, and when nearly cold, add the chrysarobin and oil; mix thoroughly and pour into moulds.

Removing Red Color From Carbolic Acid.

This coloration is often caused by reaction of hydrogen peroxide, this being formed during the slow oxidation of metals in the presence of moisture. Prof. Walter reports that in many instances the iron present in green glass containers was the primary cause of the

red color. Chemically pure carbolic acid, when stored in green glass containers, very soon shows a reaction for iron. This establishes the fact that it dissolves the iron contained in such glass. It was found that when green glass containers were coated inside with a layer of paraffin the acid stored in them remained unchanged after three months. The introduction of a small crystal of ferrous sulphate caused a reddening to take place in three days, while the addition of hydrogen peroxide caused the red color to appear in two days. Pure carbolic acid stored in non-paraffined green glass containers took on a red color in ten days. This would seem to prove that the acid dissolves the iron present in green glass, which iron in the presence of air and moisture is slowly oxidized with the formation of hydrogen peroxide and the red color referred to.

To prevent this action it is recommended that the acid be kept in small bottles, a small amount of powdered stannous chloride being added to the fused acid before rebottling.

To restore the reddened acid melt on a water bath, mixing eleven parts of 95 per cent. alcohol with eighty-nine parts of acid. Allow the resulting solution to cool, and when the greater part has crystallized out pour off the excess of liquor and drain the crystals. The crystals are pure white, and on melting yield a colorless solution. If any color remains, repeat the operation. For five pounds of the acid use ten fluid ounces of alcohol.

B. L. Bryson.

How Are Freckle-Removers Made?

Among the substances used are lotions containing lemon juice or citric acid, with or without glycerin, "Lac Virginis" (which is the milky fluid obtained by mixing compound tincture of benzoin, 1 volume, with rosewater, 15 volumes), and preparations containing mercury salts, etc. The latter have a mild escharotic action, and are considered more truly effective than anything else. They should be applied very cautiously, however. Ammoniated mercury has a more gentle and safer action than corrosive sublimate, and is therefore to be preferred. The following is a lotion of this type in which ammoniated mercury might be substituted for the corrosive sublimate and the acid:

Mercuric chloride, 0.25 gm.
Hydrochloric acid, 4 cc.
Sweet almonds, 15 gm.
Glycerin, 12 cc.
Benzoin tincture, 1 cc.
Bitter almond water, to make, 120 cc.

Bleach the almonds and beat to a paste with the glycerin, to which add gradually 90 cc. of the water. Add the tincture slowly to this, constantly stirring, and finally add the acid and corrosive sublimate previously dissolved in the remainder of the water. Fifteen cc. of cologne water might be added with advantage.

Another substance which is recommended and has the advantage of being unirritating and non-poisonous is sulphocarbolate of zinc. The following lotion containing this is suitable for tan, freckles, chapped skin, etc., and has been found quite satisfactory:

Zinc sulphocarbolate, 1 gm.
Glycerin, 12 gm.
Rosewater, 90 cc.
Cologne water, 20 cc.

This last will often be found satisfactory.

H. W. Sparker.

Good listeners often listen attentively so they will know exactly when it is their turn to put in.

The Drug Market.

Opium—On account of reports from Turkey of continued drought, prices are very firm and have advanced 10c per pound in a week.

Quinine—There is great interest in the Amsterdam bark sale to be held on Thursday. In the meantime the article is quiet.

Cantharides—Chinese are out of the market. Russian are scarce and have been advanced.

Cocaine—Stocks in the hands of manufacturers are very low and prices are decidedly firmer.

Glycerine—Is in good demand and firmer.

Cyanide Potash—Has declined, on account of lower price for yellow Prussiate potash.

Sassafras Bark—On account of small offerings, has advanced.

Essential Oils—Peppermint is steadily advancing. Sassafras continues high and is scarce. Cedar is very scarce and has again advanced. Wormwood is very firm and higher.

Buchu Leaves—Are easier.

Ground Flax Seed—Has been advanced, on account of higher price for seed.

Linseed Oil—Is very firm at the advance of 12c per gallon.

Is It a Wise Undertaking?

A correspondent of the Pharmaceutical Era recently declared that he could borrow sufficient money, amounting to \$3,000 to \$4,000, to buy or open a pharmacy. He said he would have to pay interest at the rate of 6 per cent. per annum, and he asked whether such an arrangement was a safe undertaking. The editor replied that "the undertaking may be safe enough where the conditions are most favorable, but under ordinary circumstances and in a general way the consensus of opinion among successful druggists seems to be against the policy of beginning a drug business with an indebtedness of this character. Of course, the proposition might be highly successful in some localities and under some conditions, but before assuming such a responsibility the individual should consider well the chances for success and the difficulties in the way of obtaining it. The man in business with a large indebtedness hanging over his head is handicapped to a burdensome degree, and the average individual would think long and hard before deciding to assume in this day of small profits and sharp competition the proprietorship of a drug store on any such terms. But after all this question is a many-sided one and can be answered in many different ways."

Root Beer Extract.

The so-called root beer extract is prepared by various formulas. The following is a typical one:

Sassafras bark, 1 oz.
Pimento, 1 oz.
Wintergreen, 1 oz.
Hops, ¼ oz.
Coriander seed, ½ oz.
Dil. alcohol, a sufficient quantity.

Percolate until 10 ounces of tincture are obtained.

The extract is added to carbonated water when drawn in the proportion of half a teaspoonful or more to one glass. If more "body" is required, the extract is to be mixed previously with a little syrup.

Drug Clerk Held for Child's Death.

Samuel Levine, a drug clerk employed by Lazurus Dillon, druggist at 216 Clinton street, New York, has been arrested, charged with being responsible for the death of Anna Kreiger, 10 months old, of 242 Madison street. Abraham Kreiger, father of the child, went to Dillon's drug store Sunday morning, Aug. 26, and asked for a small quantity of camphorated oil. Levine was on duty and

waited on Kreiger. Kreiger took the liquid given him, and his wife, Annie, poured it on the child, Annie, who was troubled with a rash. Immediately the child began to cry, but Mrs. Kreiger, presuming it was because it did not like the rubbing, poured on more of the liquid, and when she saw the child's skin began to shrivel and blister, she hurried for Dr. M. Rosenthal, of 200 Madison street. After looking at the child, he examined the contents of the bottle, and said it was a strong solution of carbolic acid. The child suffered great agony from the burns, and the mother was treated for injuries to her hands. The infant died early Wednesday morning, Aug. 29, and Levine was arrested. He was held on the charge of homicide pending an investigation by the coroner. Dillon would say nothing of the case except that Levine furnished what Kreiger asked for.

Never start a man who looks as if he hadn't much to say, he's merely bottled up awaiting his chance.

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.

Ginseng Wanted

Highest price paid. Address

Peck Bros.,
Grand Rapids, Mich.

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

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

FLAVORING EXTRACTS AND DRUGGISTS' SUNDRIES

WHOLESALE DRUG PRICE CURRENT

Advanced—Sassafras Bark, Oil Cedar, Oil Peppermint, Flaxseed.
Declined—Buchu Leaves, Cyanide Potash.

Acidum		Conium Mac.		Sella Co.	
Aectium	60¢ 8	Copaiba	50¢ 60	Tolutan	50
Benzoleum, German.	70¢ 75	Cubeba	1 15¢ 1 25	Prunus virg.	50
Boracic	17¢ 17	Exechthitos	1 00¢ 1 10	Tinctures	
Carbolicum	30¢ 42	Erigeron	1 10¢ 1 20	Aconitum Napellis R	60
Citricum	45¢ 48	Gaultheria	2 00¢ 2 10	Aconitum Napellis F	50
Hydrochlor.	3¢ 5	Geranium, ounce	60¢ 75	Aloes	50
Nitrosum	8¢ 10	Gossypil, Sem. gal.	50¢ 60	Aloes and Myrrh	50
Oxalicum	12¢ 14	Hedeoma	1 40¢ 1 50	Arnica	50
Phosphoricum, dil.	15¢ 15	Juniper	1 50¢ 2 00	Assafetida	50
Salicylicum	55¢ 60	Lavendula	90¢ 2 00	Atropine Belladonna	50
Sulphuricum	12¢ 15	Limonis	1 40¢ 2 00	Aurant Cortex	50
Tannicum	1 10¢ 1 20	Mentha Piper	1 50¢ 1 60	Benzoin	50
Tartaricum	38¢ 40	Mentha Verid.	1 50¢ 1 60	Benzoin Co.	50
Ammonia		Morhuu, gal.	1 20¢ 1 25	Barosma	50
Aqua, 16 deg.	4¢ 6	Myrcia	4 00¢ 4 50	Cantharides	50
Aqua, 20 deg.	6¢ 8	Olive	75¢ 3 00	Capsicum	50
Carbonas	13¢ 15	Picis Liquida	10¢ 12	Cardamon	50
Chloridum	12¢ 14	Picis Liquida, gal.	10¢ 35	Cardamon Co.	50
Aniline		Ricna	1 00¢ 1 08	Castor	50
Black	2 00¢ 2 25	Rosmarini	60¢ 6 50	Catechu	50
Brown	45¢ 50	Rose, ounce	40¢ 45	Cinchona	50
Red	45¢ 50	Succini	90¢ 1 00	Cinchona Co.	50
Yellow	2 50¢ 3 00	Sabina	2 75¢ 7 00	Columba	50
Bacca		Santal	60¢ 65	Cubeba	50
Cubeba	22¢ 24	Sassafras	60¢ 65	Cassia Acutifol	50
Juniperus	66¢ 80	Sinapis, ess., ounce	1 50¢ 1 60	Cassia Acutifol Co.	50
Xanthoxylum	75¢ 80	Thyme	40¢ 60	Digitalis	50
Balsamum		Thyme, opt	60¢ 1 60	Ergot	50
Copaiba	50¢ 55	Theobromas	15¢ 20	Ferri Chloridum	50
Peru	62 1 55	Potassium		Gentian	50
Terabin, Canada	45¢ 45	Bi-Carb.	15¢ 18	Gentian Co.	50
Tolutan	40¢ 45	Bichromate	13¢ 15	Gulaca	50
Cortex		Bromide	52¢ 57	Gulaca ammon	50
Abies, Canadian	18	Carb	12¢ 15	Hyoscyamus	50
Cassia	12	Chlorate, po. 17¢ 19	16¢ 18	Iodine	50
Cinchona Flava	18	Cyanide	34¢ 38	Iodine, colorless	50
Euonymus atropurp	12	Iodide	2 60¢ 2 65	Kino	50
Myrica Cerifera, po.	30	Potassa, Bitart. pure	28¢ 30	Lobelia	50
Prunus Virgin	20	Potassa, Bitart. com.	28¢ 30	Myrrh	50
Quillaia, gr'd	12	Potassa Nitras, opt.	7¢ 10	Nux Vomica	50
Sassafras	15	Potassa Nitras	6¢ 8	Opil.	50
Ulmus, po. 15, gr'd	15	Prussiate	23¢ 26	Opil, deodorized	50
Extractum		Sulphate po.	15¢ 18	Quassia	50
Glycyrrhiza Glabra	24¢ 25	Radix		Rhatany	50
Glycyrrhiza, po.	28¢ 30	Aconitum	20¢ 25	Rhei	50
Hamatox, 15 lb. box	11¢ 12	Althea	22¢ 25	Sanguinaria	50
Hamatox, 1s.	13¢ 14	Anchusa	10¢ 12	Serpentaria	50
Hamatox, 1/4s.	14¢ 15	Arum po.	25¢ 25	Stromonium	50
Hamatox, 1/4s.	16¢ 17	Calamus	20¢ 40	Tolutan	50
Ferru		Gentiana	12¢ 15	Valerian	50
Carbonate Precip.	15	Glycyrrhiza, pv. 15	16¢ 18	Veratrum Veride	50
Citrate and Quina	2 25	Hydrastis Canad.	60¢ 75	Zingiber	20
Citrate Soluble	75	Hydrastis Canad.	60¢ 75	Miscellaneous	
Ferrocyanidum Sol.	15	Hellobore, Alba, po.	12¢ 15	Aether, Spts. Nit. F	30¢ 35
Solut. Chloride	2	Inula, po.	15¢ 20	Aether, Spts. Nit. 4 F	34¢ 38
Sulphate, com'l, by	80	Ipeac, po.	4 25¢ 4 35	Alumen	21¢ 4
Sulphate, pure	7	Iris plox, po. 35¢ 38	35¢ 40	Alumen, gro'd, po. 7	40¢ 50
Flora		Jalapa, pr.	25¢ 30	Annatto	40¢ 50
Arnica	15¢ 18	Maranta, 1/4s.	25¢ 30	Antimoni, po.	40¢ 50
Anthemius	22¢ 25	Podophyllum, po.	22¢ 25	Antimoni et Potass T	40¢ 50
Matricaria	30¢ 35	Rhei	75¢ 1 00	Antipyrin	25¢ 25
Folia		Rhei, cut.	1 25¢ 1 35	Antifebrin	25¢ 25
Barosma	33¢ 35	Rhei, pv.	75¢ 1 35	Argenti Nitras, oz.	60¢ 60
Cassia Acutifol, Tin-	20¢ 25	Spigelia	35¢ 38	Arsenicum	10¢ 12
novelly	25¢ 30	Sanguinaria, po. 15	40¢ 45	Balm Gilead Buds	35¢ 40
Cassia, Acutifol, Aix.	25¢ 30	Serpentaria	60¢ 65	Bismuth S. N.	1 90¢ 2 00
Salvia officinalis, 1/4s	12¢ 20	Senega	60¢ 65	Calcium Chlor., 1s.	9¢ 9
Uva Ursi	8¢ 10	Smilax, officinalis H.	40¢ 45	Calcium Chlor., 1/4s.	10¢ 10
Gummi		Smilax, M.	10¢ 12	Calcium Chlor., 1/4s.	12¢ 12
Acacia, 1st picked	65	Sella	10¢ 12	Cantharides, Rus. po	80¢ 80
Acacia, 2d picked	45	Symplocarpus, Fosti-	25¢ 25	Capsiel Fructus, af.	15¢ 15
Acacia, 3d picked	28	Valeriana, Eng. po. 30	25¢ 25	Capsiel Fructus, B. po	15¢ 15
Acacia, sifted sorts.	45¢ 65	Valeriana, German.	15¢ 20	Caryophyllus, po. 15	12¢ 14
Acacia, po.	12¢ 14	Zingiber a.	14¢ 16	Carmin, No. 40	3 00¢ 3 00
Aloe, Barb. po. 18¢ 20	12¢ 14	Zingiber j.	25¢ 27	Cera Alba	50¢ 55
Aloe, Cape po. 15	12¢ 14	Semen		Cera Flava	40¢ 42
Aloe, Socotri. po. 40	30	Anisum, po. 15	12¢ 15	Coccus	40¢ 40
Ammoniac	55¢ 60	Apium (graveleons).	13¢ 15	Cassia Fructus	40¢ 45
Assafetida, po. 30	28¢ 30	Bird, 1s.	4¢ 6	Centraria	10¢ 10
Benzoinum	50¢ 55	Carui	12¢ 13	Cetaceum	45¢ 45
Catechu, 1s.	60¢ 65	Cardamon	1 25¢ 1 75	Chloroform	55¢ 60
Catechu, 1/4s.	60¢ 65	Coriandrum	8¢ 10	Chloroform, squibbs	1 10¢ 1 10
Catechu, 1/4s.	60¢ 65	Cannabis Sativa	4¢ 5	Chloral Hyd Crst.	1 65¢ 1 90
Camphora	69¢ 73	Cydonium	75¢ 1 00	Chondrus	20¢ 25
Euphorbium, po. 35	40	Cheonopodium	10¢ 12	Cinchonidine, P. & W	38¢ 48
Galbanum	1 00	Dipterix Odorata	1 00¢ 1 10	Cinchonidine, Germ.	38¢ 48
Gamboge	65¢ 70	Feniculum	1 00¢ 1 10	Cocaine	7 05¢ 7 25
Guaiacum, po. 25	60	Foenugreek, po.	7¢ 9	Corks, list, dis. pr. et.	70¢ 70
Kino	60	Lini	4¢ 5	Cresosotum	35¢ 35
Mastic	60	Lini, grd.	4 1/4¢ 5	Creta	2¢ 2
Myrrh	40	Lobelia	35¢ 40	Creta, prep.	9¢ 11
Opil	45¢ 50	Phalaris Canarian.	4 1/4¢ 5	Creta, Rubra	8¢ 8
Shellac	25¢ 35	Rapa	4 1/4¢ 5	Crocus	15¢ 18
Shellac, bleached	40¢ 45	Sinapis Alba	9¢ 10	Cudbear	24¢ 24
Tragacanth	50¢ 80	Sinapis Nigra	11¢ 12	Cupri Sulph.	6 1/2¢ 8
Herba		Spiritus		Dextrine	70¢ 70
Absinthium, oz. pkg	25	Frumentum, W. D. Co.	2 00¢ 2 50	Emery, all numbers	8¢ 8
Eupatorium, oz. pkg	25	Frumentum, D. F. R.	2 00¢ 2 25	Emery, po.	6¢ 6
Lobelia, oz. pkg	25	Juniperis Co. O. T.	1 25¢ 1 50	Flake White	12¢ 15
Majorum, oz. pkg	25	Juniperis Co.	1 75¢ 3 50	Galla	23¢ 23
Mentha Hip. oz. pkg	25	Saacharum N. E.	90¢ 2 10	Gambler	80¢ 9
Mentha Vir. oz. pkg	25	Spt. Vini Galli.	1 75¢ 6 50	Gelatin, Cooper	60¢ 60
Rue, oz. pkg	39	Vini Oporto	1 25¢ 2 00	Gelatin, French	35¢ 60
Tanacetum V. oz. pkg	22	Vini Alba	1 25¢ 2 00	Glassware, flint, box	75¢ 5
Thymus, V. oz. pkg	25	Sponges		Less than box	70
Magnesia		Florida sheeps' wool	2 50¢ 2 75	Glue, brown	11¢ 13
Calcined, Pat.	55¢ 60	Nassau sheeps' wool	2 50¢ 2 75	Glue, white	15¢ 25
Carbonate, Pat.	18¢ 20	Velvet extra sheeps'	2 50¢ 2 75	Glycerina	17 1/2¢ 25
Carbonate, K. & M.	18¢ 20	wool, carriage	1 50	Grana Paradisi	25¢ 25
Carbonate, Jennings	18¢ 20	Extra yellow sheeps'	1 25	Humulus	25¢ 55
Oleum		wool, carriage	1 25	Hydrarg Chlor Mite	1 00
Absinthium	6 50¢ 7 00	Grass sheeps' wool	1 00	Hydrarg Chlor Cor.	90
Amygdale, Dulc.	38¢ 65	Hard, for slate use	75	Hydrarg Ox Rub'm	1 10
Amygdale, Amare.	8 00¢ 8 25	Yellow Reef, for	1 40	Hydrarg Unguentum	50¢ 60
Anisi	2 10¢ 2 20	slate use	1 40	Hydrargyrum	85
Aurant Cortex	2 25¢ 2 30	Syrups		Ichthyobolia, Am.	65¢ 70
Bergamit	2 75¢ 2 85	Acacia	50	Indigo	75¢ 1 00
Calyputi	80¢ 85	Aurant Cortex	50	Iodine, Resubli.	3 85¢ 4 00
Caryophylli	80¢ 85	Zingiber	50	Iodine, Resubli.	3 85¢ 4 00
Cedar	60¢ 85	Ipeac	50	Lupulin	50
Chenopadi	60¢ 85	Ferri Iod.	50	Lycopodium	70¢ 75
Cinnamoni	1 30¢ 1 40	Rhei Arom.	50	Macis	65¢ 75
Citronella	35¢ 40	Smilax Officinalis	50	Liquor Arsen et Hy-	25
		Senega	50	drarg Iod.	10¢ 12
		Sella	50	Liquor Potass Arsenit	20¢ 3
				Magnesia, Sulph.	14¢ 14
				Magnesia, Sulph, bbl	50¢ 60
				Mannia, S. F.	50¢ 60

Menthol	4 00	Selditz Mixture	20¢ 22	Linseed, pure raw	75 78
Morpha, S. P. & W.	2 25¢ 2 50	Sinapis	18	Linseed, boiled	76 79
Morpha, S. N. Y. Q.	2 15¢ 2 40	Sinapis, opt.	30	Neatsfoot, winter str	54 60
& C. Co.	65¢ 80	Snuff, Maccaboy, De	41	Spirits Turpentine	48 55
Moschus Canton	40	Voes	41	Paints	
Myristica, No. 1	65¢ 80	Snuff, Scotch, De Vo's	41	BBL.	L.B.
Nux Vomica, po. 15	35¢ 37	Soda, Boras, po.	9¢ 11	Red Venetian	13¢ 2 68
Os Sepia	10	Soda et Potass Tart.	23¢ 25	Ochre, yellow Mars.	13¢ 2 64
Pepsin Saac, H. & P.	1 00	Soda, Carb.	1 1/2¢ 2	Ochre, yellow Ber.	13¢ 2 63
Picis Liq. N.N. 1/2 gal.	2 00	Soda, Bi-Carb.	3¢ 5	Putty, commercial	2 1/2 2 1/2 3
Pil Hydrarg.	80	Soda, Ash	3 1/2¢ 4	Putty, strictly pure	2 1/2 2 1/2 3
Piper Nigra, po. 22	18	Soda, Sulphas.	2 60	Vermilion, Prime	13¢ 15
Pilx Burgun	7	Spts. Cologne	50¢ 55	Vermilion, English	70¢ 75
Plumbi Acet.	10¢ 12	Spts. Myrcia Dom.	2 00	Green, Paris	14¢ 18
Pulvis Ipecae et Opil	30¢ 1 50	Spts. Vini Rect. bbl.	2 00	Green, Peninsular	13¢ 16
Pyrethrum, boxes H.	1 50	Spts. Vini Rect. 1/2 bbl.	2 00	Lead, red	6 1/4¢ 6 1/2
& P. D. Co., doz.	75	Spts. Vini Rect. 10gal	2 00	Lead, white	6 1/4¢ 6 1/2
Pyrethrum, pv.	25¢ 30	Strychnia, Crystal	1 05¢ 1 25	Whiting, white Span	85
Quassia	80	Sulphur, Subl.	2 1/2¢ 4	Whiting, gliders	90
Quinia, S. P. & W.	40¢ 50	Sulphur, Roll	2 1/2¢ 3 1/2	White, Paris, Amer.	1 25
Quinia, S. German	39¢ 49	Tamarinds	28¢ 30	Whiting, Paris, Eng.	1 25
Quinia, N. Y.	39¢ 49	Terebenth Venice	60¢ 65	cliff	1 40
Rubia Tincturum	12¢ 14	Theobroma	60¢ 65	Universal Prepared	1 10¢ 1 20
Saccharum Lactis pv	18¢ 20	Vanilla	9 00¢ 16 00	Varnishes	
Sanguis Draconis	40¢ 50	Zinci Sulph.	7¢ 8	No. 1 Turp Coach	1 10¢ 1 20
Sapo, W.	12¢ 14	Oils		Extra Turp	1 60¢ 1 70
Sapo M.	10¢ 12	Whale, winter	70 70	Coach Body	2 75¢ 3 00
Sapo G.	15	Lard, extra	60 70	No. 1 Turp Furn.	1 00¢ 1 10
		Lard, No. 1	45 50	Extra Turk Damar	1 50¢ 1 60
				Jap. Dryer, No. 1 Turp	70¢ 75

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

Maple Bowls
Egg Cases
Egg Case Fillers

DECLINED

Pickles
Round Herring
Evaporated Apples
Rolled Oats

ALABASTINE
White in drums..... 9
Colors in drums..... 10
White in packages..... 10
Colors in packages..... 11
Less 40 per cent discount.

AXLE GREASE
doz. gross
Amor..... 55 6 00
Castor Oil..... 60 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 Per Doz.
Arctic 12 oz. ovals..... 85
Arctic pints, round..... 1 20

BAKING POWDER
Acme
1 lb. cans 3 doz..... 45
1 lb. cans 4 doz..... 75
1 lb. cans 1 doz..... 1 00
Bulk..... 10

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

Eggs
1 lb. cans, 4 doz. case..... 3 75
1 lb. cans, 2 doz. case..... 3 75
1 lb. cans, 1 doz. case..... 3 75
5 lb. cans, 1 doz. case..... 8 00

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

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

Home
1 lb. cans, 4 doz. case..... 35
1 lb. cans, 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 lb. cans 1 30
6 oz. cans 1 80
1 lb. cans 2 40
1 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..... 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..... 10
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..... 85
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

Hominy
Standard..... 85

Lobster
Star, 1/2 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
Yellow..... 1 65 @ 1 85

Pears
Standard..... 70
Fancy..... 80

Peas
Marrowfat..... 1 00
Early June..... 1 00
Early June Sifted..... 1 60

Pineapple
Grated..... 1 25 @ 2 75
Sliced..... 1 35 @ 2 55

Pumpkin
Fair..... 70
Good..... 75
Fancy..... 85

Raspberries
Standard..... 90

Salmon
Columbia River..... 2 00 @ 2 15
Red Alaska..... 1 10
Pink Alaska..... 1 10

Shrimps
Standard..... 1 50

Sardines
Domestic, 1/2 s..... 4
Domestic, 3/4 s..... 8
Domestic, Mustard..... 8
California, 1/2 s..... 17
French, 1/2 s..... 22
French, 3/4 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 1/2
Gem..... @ 12 1/2
Gold Medal..... @ 11 1/2
Ideal..... @ 12
Jersey..... @ 12 1/2
Riverside..... @ 12
Brick..... 14 @ 15
Edam..... @ 17
Leiden..... @ 17
Limburger..... 13 @ 14
Pineapple..... 50 @ 75
Sap Sago..... 19 @ 20

CHOCOLATE
Walter Baker & Co.'s
German Sweet..... 23
Prenum..... 35
Breakfast Cocoa..... 46
Runkel Bros.
Vienna Sweet..... 21
Vanilla..... 28
Premium..... 31
O. G..... 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
Van Houten, 1s..... 70
Colonial, 1/4 s..... 35
Colonial, 1/2 s..... 33
Huyler..... 45
Wilbur, 1/4 s..... 41
Wilbur, 1/2 s..... 42

CIGARS
The Bradley Cigar Co.'s Brands
Advance..... \$35 00
Bradley..... 35 00
Clear Havana Puffs..... 22 00
W. H. B..... 55 00
W. B. B..... 55 00
Columbian Cigar Co.'s Brands
Gold Star..... 35 00
Columbian Special..... 65 00
Columbian Regalia..... 65 00
Columbian Invincible..... 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

CIGARS
S. C. W..... 35 00
Lubetsky Bros.' Brands
B. L. Star..... \$33 00
Gold Star..... 35 00
Philips, Brace & Co.'s Brands
Royal Tigers..... 50 @ 80 00
Royal Tigerettes..... 35
Vincente Portuondo..... 35 @ 70 00
Rube 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
Bernard Stahl Co..... 35 @ 90 00
Banner Cigar Co..... 10 @ 35 00
Seidenberg & Co..... 55 @ 125 00
Fulton Cigar Co..... 10 @ 35 00
A. B. Ballard & Co..... 35 @ 175 00
E. M. Schwarz & Co..... 35 @ 110 00
San Telmo..... 35 @ 70 00
Havana Cigar Co..... 18 @ 35 00
C. Costello & Co..... 35 @ 70 00
La Florida-Fee Co..... 35 @ 185 00
S. I. Davis & Co..... 35 @ 90 00
Hene & Co..... 35 @ 90 00
Benedict & Co..... 75 @ 70 00
Hemmett Cigar Co..... 35 @ 70 00
G. J. Johnson Cigar Co..... 35 @ 70 00
Maurice Sanborn..... 50 @ 175 00
Boek & Co..... 65 @ 300 00
Manuel Garcia..... 80 @ 375 00
Neiva Mundo..... 85 @ 175 00
Henry Clay..... 85 @ 550 00
La Carolina..... 96 @ 200 00
Standard T. & C. Co..... 35 @ 70 00
Star Van Tongeren's Brand
Star Green..... 35 00

COFFEE
Roasted
A. I. C. HIGH GRADE COFFEES

Special Combination..... 20
French Breakfast..... 20
Lenox..... 30
Vienna..... 30
Private Estate..... 38
Supreme..... 40
Less 33 1/2 per cent.

Rio
Common..... 10 1/2
Fair..... 11
Choice..... 13
Fancy..... 15
Santos
Common..... 11
Fair..... 14
Choice..... 15
Fancy..... 17
Peaberry..... 13

Maracibo
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
Arabian..... 21

Package
New York Basis.
Arbuckle..... 13 00
Dilworth..... 13 00
Jersey..... 13 00
Lion..... 12 00

McLaughlin's XXXX
McLaughlin's XXXX sold to retailers only. Mail all orders direct to W. F. McLaughlin & Co., Chicago.

Extract
Valley City 1/2 gross..... 75
Felix 1/2 gross..... 1 15
Hummel's foil 1/2 gross..... 85
Hummel's tin 1/2 gross..... 1 43

Substitutes
Crushed Cereal Coffee Cake
12 packages, 1/2 case..... 1 75
24 packages, 1/2 case..... 3 50

COCOA SHELLS
20 lb. bags..... 2 1/2
Less quantity..... 3
Pound packages..... 4

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

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

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

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

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

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

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

DRIED FRUITS—Domestic
Apples
Sundried..... @
Evaporated, 50 lb. boxes..... @ 5

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

California Prunes
100-120 25 lb. boxes..... @
90-100 25 lb. boxes..... @ 4 1/2
80-90 25 lb. boxes..... @ 5
70-80 25 lb. boxes..... @ 5 1/2
60-70 25 lb. boxes..... @ 6
50-60 25 lb. boxes..... @ 6 1/2
40-50 25 lb. boxes..... @ 7
30-40 25 lb. boxes..... 8 1/2
1/2 cent less in 50 lb. cases

Raisins
London Layers 2 Crown..... 2 15
London Layers 3 Crown..... 2 75
Cluster 4 Crown..... 7 1/2
Loose Muscatels 2 Crown..... 8 1/2
Loose Muscatels 3 Crown..... 9
Loose Muscatels 4 Crown..... 9
L. M., Seeded, 1 lb..... 10 1/2 @ 11
L. M., Seeded, 1/2 lb..... 8 1/2 @

DRIED FRUITS—Foreign
Citron
Leghorn..... 11
Corseian..... 12

Curants
Patras, cases..... 14
Cleaned, bulk..... 14
Cleaned, packages..... 14 1/2
Peel
Citron American 19 lb. bx..... 13
Lemon American 10 lb. bx..... 10 1/2
Orange American 10 lb. bx..... 10 1/2

Sultana 1 Crown
Sultana 2 Crown..... 2 15
Sultana 3 Crown..... 2 75
Sultana 4 Crown..... 7 1/2
Sultana 5 Crown..... 8 1/2
Sultana 6 Crown..... 9
Sultana package..... 9

FARINACEOUS GOODS
Beans
Dried Lima..... 6 1/2
Medium Hard, Picked 200 @ 2
Brown Holland..... 2 1/2

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

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

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

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

Grits
Walsh-DeRoo Co.'s Brand.

Wheat Grits
WALSH-DE ROO CO. BRAND

Peas
Green, Wisconsin, bu..... 1 30
Green, Scotch, bu..... 1 35
Split, bu..... 3

Rolled Oats
Rolled Avena, bbl..... 3 85
Steel Cut..... 4 00
Monarch, bbl..... 3 60
Monarch, 1/2 bbl..... 1 95
Monarch, 90 lb. sacks..... 1 75
Quaker, cases..... 3 20

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

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

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

FLAVORING EXTRACTS
DeBoe's
Vanilla D. C. 2 oz 1 10 4 oz 1 80
Lemon D. C. 2 oz 70 4 oz 1 35
Van. Tonka..... 2 oz 75 4 oz 1 45

FOOTE & JENKS'
JAXON
Highest Grade Extracts

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

COLEMAN'S
HIGH FOOTE & JENKS' CLASS
EXTRACTS

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

Jennings'
Arctic
2 oz. full meas. pure Lemon..... 75
2 oz. full meas. pure Vanilla 1 20

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

JENNINGS'
FLAVORING EXTRACTS

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

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

Northrop Brand
Lem. Van.
2 oz. Taper Panel..... 75 1 20
2 oz. Oval..... 75 1 20
3 oz. Taper Panel..... 1 25 2 00
4 oz. Taper Panel..... 1 60 2 25

Perrigo's
Van. Lem. doz.
XXX, 2 oz. obert..... 1 25 75
XXX, 4 oz. taper..... 2 25 1 25
XX, 2 oz. obert..... 1 00
No. 2, 2 oz. obert..... 75
XXX D D ptehr, 6 oz..... 2 25
XXX D D ptehr, 4 oz..... 1 75
K. P. ptehr, 6 oz..... 2 25

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

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

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

JELLY
5 lb. pails..... 2 00
15 lb. pails..... 40
30 lb. pails..... 68

LICORICE
Pure..... 30
Calabria..... 30
Stelly..... 25
Roof..... 10

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

MATCHES
Diamond Match Co.'s brands.
No. 9 sulphur..... 1 65
Anchor Parlor..... 1 50
No. 2 Home..... 1 30
Export Parlor..... 4 00
Wolverine..... 1 50

MOLASSES
New Orleans
Black..... 12 1/2
Fair..... 16
Good..... 20
Fancy..... 24
Open Kettle..... 25 @ 35
Half-barrels 2c extra

MUSTARD
Horse Radish, 1 doz..... 1 75
Horse Radish, 2 doz..... 3 50
Bayle's Celery, 1 doz..... 1 75

PAPER BAGS
Satchel Union Square
Bottom..... 28 53
1..... 34 66
2..... 44 88
3..... 54 1 08
4..... 66 1 36
5..... 76 1 58
6..... 86 1 84
7..... 96 2 06
8..... 1 06 2 28
9..... 1 16 2 50
10..... 1 26 2 72
11..... 1 36 2 94
12..... 1 46 3 16
13..... 1 56 3 38
14..... 1 66 3 60
15..... 1 76 3 82
16..... 1 86 4 04
17..... 1 96 4 26
18..... 2 06 4 48
19..... 2 16 4 70
20..... 2 26 4 92

PICKLES
Medium
Barrels, 1,200 count..... 4 50
Half bbls, 600 count..... 2 75

Small
Barrels, 2,400 count..... 5 50
Half bbls, 1,200 count..... 3 30

PIPES
Clay, No. 216..... 1 70
Clay, T. D., full count..... 65
Cob, No. 3..... 85

POTASH
48 cans in case.
Babbitt's..... 4 00
Penna Salt Co.'s..... 3 00

RICE
Domestic
Carolina head..... 7
Carolina No. 1..... 5 1/2
Carolina No. 2..... 4 1/2
Broken..... 4 1/2

Imported.
Japan, No. 1..... 5 1/2 @ 6
Japan, No. 2..... 4 1/2 @ 5
Java, fancy head..... 5 @ 5 1/2
Java, No. 1..... 5 @ 5
Table..... 2 @ 6

SALT
Packed 60 lbs. in box.
Church's Arm and Hammer..... 3 15
Deland's..... 3 00
Dwight's Cow..... 3 15
Emblem..... 2 10
L. P..... 3 00
Sodio..... 3 15
Wyandotte, 100 lbs..... 3 00

SALT
Granulated, bbls..... 80
Granulated, 100 lb. cases..... 90
Lump, bbls..... 75
Lump, 145 lb. kegs..... 80

SALT
Diamond Crystal
Table, cases, 24 3 lb. boxes..... 1 40
Table, barrels, 100 3 lb. bags..... 2 85
Table, barrels, 40 7 lb. bags..... 2 50
Butter, barrels, 250 lb. bulk..... 2 60
Butter, barrels, 20 14 lb. bags..... 2 60
Butter, sacks, 25 lbs..... 27
Butter, sacks, 56 lbs..... 62

Common Grades
100 3 lb. sacks..... 2 15
60 5 lb. sacks..... 2 05
28 10 lb. sacks..... 1 95
50 lb. sacks..... 40
28 lb. sacks..... 22

Warsaw
56 lb. dairy in drill bags..... 30
28 lb. dairy in drill bags..... 15

Ashton
56

SALT FISH

Cod	
Georges cured.....	@ 4 1/2
Georges genuine.....	@ 5 1/2
Georges selected.....	@ 5 1/2
Grand Bank.....	@ 6 1/2
Strips or bricks.....	@ 9
Pillock.....	@ 3 1/2

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

Herring	
Holland white hoops, bbl.	11 00
Holland white hoops, keg.	6 00
Holland white hoop mechs.	85
Norwegian.....	3 15
Round 100 lbs.	1 55
Round 40 lbs.	1 55
Sealed.....	16
Bloaters.....	16

Mackerel	
Mess 100 lbs.	12 00
Mess 40 lbs.	5 10
Mess 8 lbs.	1 35
Mess 100 lbs.	1 10
No. 1 40 lbs.	4 50
No. 1 10 lbs.	1 20
No. 1 8 lbs.	1 00
No. 2 100 lbs.	8 50
No. 2 40 lbs.	3 70
No. 2 10 lbs.	1 00
No. 2 8 lbs.	82

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

Whitefish	
No. 1 No. 2 Fam	
100 lbs.	7 25 7 00 2 50
40 lbs.	3 20 3 10 1 30
10 lbs.	88 85 40
8 lbs.	73 71 35

SEEDS

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

SPICES

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

Pure Ground in Bulk

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

STARCH

Kingsford's Corn	
40 1-lb. packages.....	6 1/2
20 1-lb. packages.....	6 1/2
6 lb. packages.....	7 1/2
Kingsford's Silver Gloss	
40 1-lb. packages.....	7
6 lb. boxes.....	7 1/2
Common Corn	
20 1-lb. packages.....	4 1/2
40 1-lb. packages.....	4 1/2
Common Gloss	
1-lb. packages.....	4 1/2
3-lb. packages.....	4 1/2
6-lb. packages.....	5
40 and 50-lb. boxes.....	5 1/2
tarrels.....	3 1/2

STOVE POLISH

Kingsford's Corn	
40 1-lb. packages.....	6 1/2
20 1-lb. packages.....	6 1/2
6 lb. packages.....	7 1/2
Kingsford's Silver Gloss	
40 1-lb. packages.....	7
6 lb. boxes.....	7 1/2
Common Corn	
20 1-lb. packages.....	4 1/2
40 1-lb. packages.....	4 1/2
Common Gloss	
1-lb. packages.....	4 1/2
3-lb. packages.....	4 1/2
6-lb. packages.....	5
40 and 50-lb. boxes.....	5 1/2
tarrels.....	3 1/2

Kingsford's Silver Gloss	
40 1-lb. packages.....	7
6 lb. boxes.....	7 1/2
Common Corn	
20 1-lb. packages.....	4 1/2
40 1-lb. packages.....	4 1/2
Common Gloss	
1-lb. packages.....	4 1/2
3-lb. packages.....	4 1/2
6-lb. packages.....	5
40 and 50-lb. boxes.....	5 1/2
tarrels.....	3 1/2

Kingsford's Silver Gloss	
40 1-lb. packages.....	7
6 lb. boxes.....	7 1/2
Common Corn	
20 1-lb. packages.....	4 1/2
40 1-lb. packages.....	4 1/2
Common Gloss	
1-lb. packages.....	4 1/2
3-lb. packages.....	4 1/2
6-lb. packages.....	5
40 and 50-lb. boxes.....	5 1/2
tarrels.....	3 1/2

Kingsford's Silver Gloss	
40 1-lb. packages.....	7
6 lb. boxes.....	7 1/2
Common Corn	
20 1-lb. packages.....	4 1/2
40 1-lb. packages.....	4 1/2
Common Gloss	
1-lb. packages.....	4 1/2
3-lb. packages.....	4 1/2
6-lb. packages.....	5
40 and 50-lb. boxes.....	5 1/2
tarrels.....	3 1/2

Kingsford's Silver Gloss	
40 1-lb. packages.....	7
6 lb. boxes.....	7 1/2
Common Corn	
20 1-lb. packages.....	4 1/2
40 1-lb. packages.....	4 1/2
Common Gloss	
1-lb. packages.....	4 1/2
3-lb. packages.....	4 1/2
6-lb. packages.....	5
40 and 50-lb. boxes.....	5 1/2
tarrels.....	3 1/2

SNUFF

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

SODA

Boxes.....	5 1/2
Kegs, English.....	4 1/2

SUGAR

Below are given New York prices on sugars, to which the wholesale dealer adds the local freight from New York to your shipping point, giving you credit on the invoice for the amount of freight buyer pays from the market in which he purchases to his shipping point, including 20 pounds for the weight of the barrel.

Domino.....	6 00
Cut Leaf.....	6 15
Crushed.....	6 15
Cubes.....	5 90
Powdered.....	5 85
Coarse Powdered.....	5 85
XXXX Powdered.....	5 90
Standard Granulated.....	5 75
Fine Granulated.....	5 75
Coarse Granulated.....	5 85
Extra Fine Granulated.....	5 85
Conf. Granulated.....	6 00
2 lb. bags Fine Gran.....	5 85
5 lb. bags Fine Gran.....	5 85
Mould A.....	6 00
Diamond A.....	5 75
Confectioner's A.....	5 55
No. 1, Columbia A.....	5 40
No. 2, Windsor A.....	5 35
No. 3, Ridgewood A.....	5 35
No. 4, Phoenix A.....	5 30
No. 5, Empire A.....	5 25
No. 6.....	5 20
No. 7.....	5 10
No. 8.....	5 00
No. 9.....	4 90
No. 10.....	4 85
No. 11.....	4 80
No. 12.....	4 75
No. 13.....	4 70
No. 14.....	4 70
No. 15.....	4 70
No. 16.....	4 70

SYRUPS

Corn

Barrels.....	18
Half bbls.....	20
1 doz. 1 gallon cans.....	3 10
1 doz. 1/2 gallon cans.....	1 75
2 doz. 1/4 gallon cans.....	90

Pure Cane

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

TABLE SAUCES

LEA & PERRINS' SAUCE

The Original and Genuine Worcestershire.

Lea & Perrin's, large.....	3 75
Lea & Perrin's, small.....	2 50
Half doz., large.....	3 75
Half doz., small.....	2 25
Salad Dressing, large.....	4 55
Salad Dressing, small.....	2 75

TEA

Japan

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

Gunpowder

Moyne, medium.....	26
Moyne, choice.....	35
Moyne, fancy.....	50
Pingsuey, medium.....	25
Pingsuey, choice.....	30
Pingsuey, fancy.....	40

Young Hyson

Choice.....	30
Fancy.....	36

Oolong

Formosa, fancy.....	42
Amoy, medium.....	25
Amoy, choice.....	32

English Breakfast

Medium.....	27
Choice.....	34
Fancy.....	42

India

Ceylon, choice.....	32
Fancy.....	42

TOBACCO

Scotten Tobacco Co.'s Brands.

Sweet Chunk plug.....	34
Cadillac fine cut.....	57
Sweet Loma fine cut.....	38

VINEGAR

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

WASHING POWDER

Rub-No-More

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

WICKING

No. 1, per gross.....	20
No. 2, per gross.....	35
No. 3, per gross.....	55

WOODENWARE

Baskets

Bushels.....	1 15
Bushels, wide band.....	1 25

Clothes Pins

Willow Clothes, large.....	7 00
Willow Clothes, medium.....	5 50
Willow Clothes, small.....	5 50

Butter Plates

No. 1 Oval, 250 in crate.....	1 80
No. 2 Oval, 250 in crate.....	2 00
No. 3 Oval, 250 in crate.....	2 20
No. 5 Oval, 250 in crate.....	2 60

Boxes, 5 gross boxes

Trojan spring.....	65
Eclipse patent spring.....	85
No. 1 common.....	75
No. 2 patent brush holder.....	1 25
12 lb. cotton mop heads.....	1 25

Falls

2-hoop Standard.....	1 50
3-hoop Standard.....	1 70
2-wire, Cable.....	1 60
3-wire, Cable.....	1 85
Cedar, all red, brass bound.....	1 25
Paper, Eureka.....	2 25
Fibre.....	2 40

Tubs

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

Wash Boards

Bronze Globe.....	2 50
Dewey.....	1 75
Double Acme.....	2 75
Single Acme.....	2 25
Double Peerless.....	3 20
Single Peerless.....	2 50
Northern Queen.....	2 50
Double Duplex.....	3 00
Good Luck.....	2 75
Universal.....	2 25

Wood Bowls

11 in. Butter.....	75
13 in. Butter.....	1 00
15 in. Butter.....	1 75
17 in. Butter.....	2 50
19 in. Butter.....	3 00
Assorted 13-15-17.....	1 75
Assorted 15-17-19.....	2 50

YEAST CAKE

Magic, 3 doz.....	1 00
Sunlight, 3 doz.....	1 00
Sunlight, 1 1/2 doz.....	50
Yeast Cream, 3 doz.....	1 00
Yeast Foam, 3 doz.....	1 00
Yeast Foam, 1 1/2 doz.....	50

Crackers

The National Biscuit Co. quotes as follows:

Butter

Seymour.....	6
New York.....	6
Family.....	6
Salted.....	6
Wolverine.....	6 1/2

Soda

Soda XXX.....	6 1/2
Soda, City.....	12
Long Island Waters.....	10
Zephyrette.....	10

Oyster

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

Sweet Goods-Boxes

Double Peerless.....	10
----------------------	----

Getting the People

Confining Styles in Type to the Needs of Business.

I remember in the early days of the great newspaper there were a few like the New York Herald which would not admit any display type to their columns except two line letter for the initials of want advertisements. Compared with the display of the present, such a paper presents a strange appearance; but it is a question whether the change to the admission of so much that is outlandish and ugly is much of an improvement. I recollect that in the display of capitals and white space there was a remarkable degree of clearness, and certainly the page as a whole could not be unfavorably compared with much of the modern method of display. There was a harmony of design and a dignified appearance of plain statement which was much more pleasing than the conglomerations of the present. And it is to be noted that the best practice in display approaches more nearly to the early idea. Of course, there was not a scientific plan of advertisement writing, proportioning and display—the art was crude then—but from the force of limitation to one style the general result was made better than the crude mixture of later days.

For many years the idea of harmony in design as to type faces, rules, borders, etc., has been recognized in job printing, although the practice has not deferred to it as fully as it might. The advertisement compositor has been still more slow in adopting it. For a long time there were certain cast iron rules of display which made it practically impossible to handle copy which must be followed as set down, without the use of type of varying extensions. The principal thought, after deciding upon the heaviness of the main display lines, was how to make the lines of a certain fixed length. To meet this requirement a guess was made as to what would make the line, without regard to style, and if it was found that a fit did not result from the first trial, something else, entirely different, was taken, and so on until it "came in." The result was a balanced display, but a mixture of designs fatal to artistic effect.

In the modern development of type designing it has been found that each series of new letter faces, to be made complete, must have a corresponding condensed and expanded series. At first glance this would seem to greatly increase the quantity of letter faces necessary for an advertising outfit, but while there is doubtless some increase, it is not very great; that is, to produce a corresponding result, for in the old days it was necessary to lay in a great number of styles to get material to meet the cast iron demands of display and length of lines. Now an advertising office may be made complete without the necessity of drawing upon every school of design that has ever contributed to the typographic art. One consequence of the great diversity of adaptation in the new designs is that an advertising outfit may be complete and have an individuality in design.

Of course, the demands of an extensive advertising plant may make it necessary to put in a great variety of designs in type faces, ornaments and borders; but it is not necessary or desirable in a small or medium plant. In fact, the variety of design in the large plant is an obstacle to good results un-

THE DEPARTMENT STORE.

...SOMETHING NEW...

Double Wear Rubbers

Manufactured by Lycoming Rubber Co.

They give men and ladies double wear on the HEEL, where they nearly always give out first, and Boys', Youths', Misses' and Children's double wear on toe and heel.

A New Line of Gentlemen's Fine Shoes.

Don't forget the Whang Leather Shoes for hard wear, mud and wet. Just received, our fall line of Drew, Selby & Co's make of Ladies' Misses' and Children's Shoes, made expressly for us. They are the best wear, nicest fit and the nobbiest shoe we can buy for the money. Call and see them all.

PHIN SMITH.

- ✓ UNSURPASSED IN MERIT by any cereal food.
- ✓ LOWER IN PRICE than others.
- ✓ Makes dishes fit to set before a king.
- ✓ A trial is sure to make you a regular customer.

Walsh-De Roo Wheat Grits.

Nutritious—Delicious—Easily cooked.

BUY GROCERIES

Where you know you will get absolutely the best quality of goods. You can't afford to buy poor food, no matter how cheap, and when you can get the best at the same prices, it pays you well to be on your guard. Our goods are always fresh, clean and pure. If you find them otherwise, our cash register will work backward and the money is yours for the asking. We want to give you the best actual value for your money of any grocery in Nashville.

Our China display is enticing. Have you seen it?

E. B. Townsend & Co.

Trust Not in Leaky Pockets

It is wasteful economy to try to get along without a pocket book or purse. Pockets can easily leak as much as a money holder will cost, and they often leak more. A good pocket book or purse does not cost a great deal if you get it here. It lasts a long time and is a source of saving and satisfaction while it lasts.

We have all sorts of pocket books. Can suit you as to style, size, quality and price.

Lyman's Book Store.

THE COMMERCIAL BANK.

THE SMALL Depositor of today becomes the large depositor of the future. NO ACCOUNT is too small to receive at our hands equal care and attention with the larger ones. INTEREST PAID at the rate of 4 per cent. MONEY LOANED on real estate and good collateral securities. With fire insurance.

WM. F. SANDELL, Cashier.

VERY OFTEN

I hear people say they will not wear glasses because they are not becoming to them. They have tried them on a great many times but they never looked well in them. The trouble is they have never tried the right kind. What looks well on some faces may be unbecoming on others. There are

Glasses and Glasses.

They are made with oval springs. Grecian springs, bar springs, square springs. There are plain guards, off-set guards, fan guards and hundreds of others. There are straight temples, full rising and half rising temples, and small lenses, a thousand different styles and combinations. I have given considerable study to this subject. With my experience I can aid you in selecting the most becoming shape. I know I can give you glasses that look well and are suited to your face.

W. F. GUILLE & SON.

MONEY REFUNDED

For every case of Scalp Disease that the

Standard Balm and Soap

Does Not Cure.

W. J. HOLLOWAY and W. H. GOODYEAR.

Made to Order

Glasses

The complete satisfaction and comfort given by our made-to-order glasses is making our optical department daily more popular, because the frames fit so perfectly and they are more becoming than ill-fitting, ready made goods, and the price is no more than for inferior goods.

A. L. FEXER.

Specialty. Jeweler-Optician, 72 Main Street. Which Repairing.

Fur Garments

made to order from the raw material

We carry a full line of Domestic and Imported Furs from which we fill orders on short notice, either for ladies or gentlemen.

We Can Repair

your worn or out of style furs so they will look like new ones, and the expense is small. At any rate call and see our fine furs.

WESTERN FUR MFRS.

57 Poplar St. Near River

Private Dangling Lessons

NEW PHONE 718

R. GUY BROWNSON

110 Franklin St. W.

If you want to live 100 years you must build a strong enduring body by

Eating Healthful Foods

and such being the case you cannot afford to trade elsewhere, when such goods are offered to you at

J. F. ATCHISON

The Up-to-date Grocer.

We Have Closed Our Soda Business for the Season

but will continue to make ice cream and ices for city delivery all winter; also ice cream can be obtained in bulk, by the pint or quart, as usual, at our drug store.

EILENBURG & REYNOLDS DRUGGISTS

less in the hands of a man of good judgment and sufficient experience. For the smaller outfits, careful, systematic selection along the line of certain most suitable styles will give a comparatively small number of founts and yet enough to meet the needs of the work. With such an outfit a compositor who is familiar with the principles of advertisement setting—and no one else should undertake this work—can produce as strong and artistic a result as though he had access to the greater variety; and, unless he is prepared by a wider experience or study, the result of his work will be better.

In succeeding articles I shall take up some of the features of advertising design, such as the new principles of display, unity and individuality in design, borders and ornaments, etc.

The advertisement of Phin Smith is evidently the work of one who does advertisement writing in addition to other duties which leave but little time to attend to details of expression. The advertisement is generally well written, but the use of "men and ladies" in first paragraph should be the same as "Boys", "Youths", "Misses" and "Children's"; that is, should be capitalized and have the possessive. Men and ladies, used together, is not good taste unless they are intended to designate a kind of goods as the other names do. The displayed line of gentlemen's shoes, in this kind of an advertisement would seem to demand that something be said about them. "They are the best wear, nicest fit and nobbiest shoe" is a very common mistake in the trade expression, but it is not correct. The sentence would be stronger and it would be better English to say, "It is the best wear," etc. "Call and see them all" rounds out the wording euphonically, but customers are more likely to be interested in seeing the goods they are apt to need. The display is fairly good, but the periods should have been left off the "Something New" line.

The Walsh-DeRoo Milling Co. has an advertisement which aptly expresses something likely to interest the buyer readably and well. The amount of matter is well proportioned to the space and the display is good.

C. B. Townsend & Co. show a carefully considered advertisement, which is above the average in both writing and composition. The urging of quality, instead of cheapness, is becoming more and more effective. I think the style of the border might be improved and yet it makes a striking advertisement which catches the eye.

Lyman's Book Store is in a mourning border, but is well displayed and will gain attention. There is a question whether the reference to leaky pockets will strike most people pleasantly. There is in it a little too much suggestion of shabbiness, and not every one likes to be called shabby. An advertisement must be a pleasant invitation to the store, to do the best work.

The Commercial Bank gives a dignified little advertisement which is modestly and well composed. The use of the same style in all display is good and the type sizes are well selected.

The advertisement of W. F. Guile & Son is generally well written, but while the compositor has evidently taken care with his work, there are some things he could do better. The display line "Very Often" should have been smaller and the dash below it omitted. The "phists" have no place in the "Glasses and Glasses" display line. The use of

the singular personal pronoun in a firm of more than one member strikes the reader as a little strange.

I have never been inclined to favor the "money refunded" idea as in Holloway & Goodyear's advertisement, for it seems better to have no question as to the claims of an advertisement. The return of the money is a small matter to the disappointment of failing in the cure. The offer will not induce as many people to buy as a strong claim for the remedy which may be made if it deserves it. I never liked the border, for to the average eye its roughness seems an imperfection.

A. L. Fexer writes an attractive advertisement, but some of the statements might be improved. "The price is no more than for inferior goods" should be modified, to have any meaning, as "is no more than is often charged for inferior goods." As a general rule, inferior goods are sold at lower prices than the other kind. In the display the ornaments are too heavy and the words "Specialty Good" should have been omitted and "Watch" put above "Repairing."

Western Fur Manufacturers write a careful advertisement, which is composed with good judgment. The change of sense and the expression, "at any rate, call and see our fine furs," are weak.

R. Guy Brownson, a striking example of overloaded border.

J. F. Atchison shows a well-displayed and attractively-written advertisement. I note the careless punctuation which puts a comma before the relative and omits it after "strong."

Eilenburg & Reynolds show a well-written and well-displayed advertisement. It should not run too long, however.

Caesar's Secret of Success.

Caesar made it the one rule of his life to be always in advance of his enemies, so as to meet them in battle when they least expected it. This was the secret of his great success. He led his age by always being in advance of it.

This rule is true to-day in every business calling. The man who leads is usually the man of courage. It is courage that is the one quality needed by nine men out of ten. Be courageous and you increase fourfold your chances of success. Exercise your own judgment; rely on your own convictions; keep a tolerably clear head; and don't be afraid!

Nearly every business man likes to deal with men of courage. They will give such men better terms, they will grant them larger credit, and they take fewer chances in doing so.

Asked to Pay For His Bees' Damages.

South Haven, Oct. 27—One of the most peculiar suits at law ever brought before any court is soon to be tried in Van Buren county between two neighbors and old friends. One of the men, H. D. Burrell, of South Haven, keeps about sixty colonies of bees. The other is a peach grower. A few weeks ago the latter complained of the former's bees destroying the early Crawford peaches, claiming that the bees came into his orchard in large numbers, bit holes in the fruit and rendered it unmarketable, for which he demanded \$200. Prof. J. M. Rankin, of the Agricultural College, and the Entomologist of the Agricultural Department at Washington will be called as expert witnesses by the defense in a suit for damages.

Employer's Liability.

Clerk—I have been in your employ for many years, sir, and, as I was married yesterday, I'd like an increase in my salary.

Moneybags—But, my dear sir, this house is not responsible for accidents happening to its employees.

Innate Depravity of Inanimate Things.

One of the mysteries that nobody has ever satisfactorily explained is the depravity of inanimate things. We need a kind of moral Sir Isaac Newton to take this subject up and discover what is the attraction of gravitation towards the iniquity that always prompts a collar button to roll under the bureau and that makes bread fall on the buttered side. It looks as if it ought to be just dead easy for a chair or table or stool to be good and to keep on doing its duty in the sphere of life to which it has pleased Providence and the furniture maker to call it, without any human lapses of virtue by the way, but it isn't. Everybody has had experience with deceitful chairs that lured them into sitting down on them, just in order to collapse and bring confusion on a bashful man; of tables that went out of their way so they would trip you up; while a three-legged stool, as a first aid to profanity, has no equal on this sinful earth. A clock will sit upon the mantel shelf, with a face so open and honest and innocent it would take in Sherlock Holmes himself, and lie to you by the hour. We all know houses where we got a glad hand and a warm "Welcome" from the door mat and the marble heart from the people who owned it, and on whom we should never have dreamed of calling but for their hypocritical door mat. Nobody will pretend that it is anything but temper that makes chimneys smoke. They will behave like angels for months and months, and then suddenly, without rhyme or reason, they begin spouting soot and sulphur until they turn everything into a realistic study of the inferno. You send for a man who comes and pries and pokes and breaks the slates on the roof and sends you in a bill for \$3.50, but nothing does any good until the chimney gets over its sulks and resumes business on its own account. Sewing machines are as subject to hysterics as a woman, and have "spells" when they can neither be reasoned with nor coerced into doing their duty. There's no use in sending for a doctor. Just let 'em alone and they will have it out by themselves and bob up serenely the next day, ready to go to sewing again. Razors go on a strike, as any barber will tell you, and positively refuse to work any longer. Only people who wear spectacles can realize the deep, fiendish, malevolent delight they take in hiding themselves away in secret places, where you never put them and would never dream of looking. In this wicked world of things, however, there has been one article that has always been looked upon as beyond reproach and above suspicion—the hairpin. Humble and inconspicuous, yet invaluable, its modesty seemed only exceeded by its worth, and so it is a distinct shock to find it figuring in the police news as an accessory to crime and to learn that a talented young man who was arrested last week in St. Louis for robbery attributes his downfall to the evil influence of a hairpin. In his early boyhood, he says, his mother locked him up in a closet. In despair he threw himself on the floor, where his hand came in contact with a hairpin. The hairpin suggested to him to pick the lock. He did so and escaped, but alas, he had formed the lock-picking habit, that has now landed him in the penitentiary. But for the corrupting association of the hairpin he is confident he would have been an honest and honorable citizen. The attention of the

guardians of the young is called to this incident. We can not be too particular in such matters and if the hairpin is demoralizing our youth, it must go. We leave it to the young women of the community to say if it is right—if it is safe—for them to go about with a whole kit of burglar's tools stuck in their pompadours.

New \$5 Counterfeit.

A counterfeit of the new silver certificate that bears the portrait of the Indian "Onepapa" has made its appearance. The most noticeable defect in the counterfeit is the portrait itself, wherein the right cheek shows white spots, the left eye lacks a lifelike appearance, and the mouth has a smile upon it. The back of the note is a darker shade of green than the genuine bill shows. The shade of blue in the numeral V at the left end of the note, in the seal at the right end, and in the Treasury numbers is lighter than it should be.



BRILLIANT Self-Making GAS LAMPS
Are not expensive; anybody can have them and get brighter light than electricity or gas, safer than kerosene at about 1/10 the cost. One quart filling lasts 18 hours, giving more light than a mammoth Rochester lamp or 5 electric bulbs. Can be carried about or hung anywhere. Always ready; never out of order; approved by the insurance companies. Third year and more BRILLIANTS in use than all others combined. Write and secure agency for your district. Big profits to agents. BRILLIANT GAS LAMP Co., 42 State St., Chicago

A. BOMERS, ..Commercial Broker..

And Dealer in
Cigars and Tobaccos.
157 E. Fulton St. GRAND RAPIDS, MICH.

Representing

M. Brilles & Co., Allegheny City, Pa.
Parker T. Conrad, Richmond, Va.
E. R. Wiersema, Grand Rapids, Mich.
G. P. Kramer, Grand Rapids, Mich.

OUR LEADERS

Doe Andrus, Plaindealer,
Robin Hood, Little Barrister,
Three Sisters, Old Pards, Etc.

Michigan Fire and Marine Insurance Co.

Organized 1881.

Detroit, Michigan.

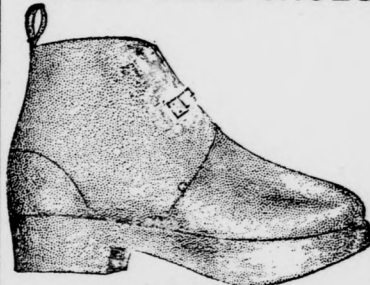
Cash Capital, \$400,000. Net Surplus, \$200,000.
Cash Assets, \$800,000.

D. WHITNEY, JR., Pres.
D. M. FERRY, Vice Pres.
F. H. WHITNEY, Secretary.
M. W. O'BRIEN, Treas.
E. J. BOOTH, Asst. Sec'y.

DIRECTORS.

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

WATER PROOF WOOD SOLE SHOES



Price \$1.10 net.

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

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

Perhaps

you want some unique style in printing—something different than others. Let us place you with thousands of other satisfied patrons. The price of good printing must be higher if you count quality, but be careful where you go for good printing—get quality.

**Tradesman
Company,**
GRAND RAPIDS, MICHIGAN

THE MORNING MARKET.

The Tradesman Bids It Goodbye For this Season.

The somber morning was sobbing a sad farewell to the brightest October that has gladdened us for many a year. The trees were standing disconsolate and the leaves that the rain had beaten to the ground were soiled and sodden. Mist brooded on the slumbering city and the darkness that rested like a pall upon both was hardly brightened by the electric lights that seemed like funeral tapers above the dead month's bier. The silence was broken only by a single footfall and street after street was threaded with no louder sound than that as it fell upon the carpet of damp dead leaves. On the corner where the street turns into the market place a lamp in the office market sent its beams of light across the way in order that no wagon unseen should enter the precincts of trade.

The first glance indicated an unoccupied waste. The mist and the clouds and the cheerless morning were doing their best to bar back the day, but as the eye became accustomed to the gray, it soon saw that an occasional cart was in its accustomed place. Not a peach wagon appeared. It was an easy guess that there were apples under now and then a protecting canvas, but there was no use in exposing them to the raw, chill morning with not a customer in sight. By actual count there were fifteen growers' wagons scattered over the Island and the three or four which chance had huddled together only made more apparent the loneliness of the remainder and the wide stretches of solitude between them. The market for the season is dead and past all hope of resurrection.

The sullen, forbidding atmosphere had evidently affected the spirits of the few farmers. Not cross exactly, but a look which strongly suggested that the amenities of the market had better be closely adhered to. The solace that the pipe is sure to furnish was strongly in evidence and out of the possible fifteen Vesuviuses there were ten in full blast. When the Dutchman has fairly settled down to business, it is a matter of record that it is safer to let him alone, and with him a season with his pipe is one of the most serious affairs of life. The pipe and the Hollander, and the German and his lager, are prototypes of determined earnestness. It is unalloyed happiness too sacred to be betrayed by a smile, and whether enjoyed at home or abroad, nothing trivial or even amusing is suffered to interfere. So where the wagons were grouped the pipes were filled and lighted. The somber gloom of the morning laid its wand of contentment upon every placid smoker's face and it made little difference then whether the coming customer was afar or at hand. Let the world wag. Sometime between then and sunset they would be at home, without the load or with it, and it would make but little difference which.

One younger than the others, whose pleasing features still plainly told of Dutch descent, nodded "Good morning" and, when questioned as to the difficulties of the journey, shook his head with a most expressive "awful dark" and "pretty muddy." There was no need of wasting sympathy for any long distances taken this morning. It was dark and there was mud, but the horses showed no signs of exhaustion and their owners were not overcome

with weariness. The lanterns that still burned under the dashboards showed clear flames and uncharred wicks and the lack of yawning which tells its own sleepy story indicated that there had been no loss of needed sleep. Twelve year old impudence was looking for a chance to assert itself and, as if to furnish the needed opportunity, a neighbor coming in cheerily called out, "You up this early in the morning?" was greeted with "Ye know I'm always up early!" That was the surly reply; but type can never express the doubly compounded quality of that doubly condensed nasal tone that fairly out-Yanked the matured New England article ten to one, taken at its best.

In the midst of the stagnation that had settled like an enormous pool over the whole Island down she came like Aurora in her chariot, only, unlike that charming goddess, she insisted on coming alone and doing her own driving. There she sat in the middle of the seat, a generous load behind her, a Scotch cap resting upon her flaxen hair like a crown, her bright eyes piercing the gloom of the dawn like the morning star and her fair young cheeks tinged with the flush of unclouded sunrise. The sober smokers took out their pipes to look. The young fellow who had plowed his way through mud and darkness forgot them both in this sudden burst of sunshine. The night had gone and the day had come and the queen, careless of her acknowledged allegiance, as if she were unaware of it, rode straight to her stall, unfastened the cords that held down the sheltering canvas, stood by her wagon in the very joy of living and smiled a hearty greeting to every face her coming had gladdened. It was a happy omen for the day and for the market and with the radiance of that young face resting upon it and brightening its darkest corner it seemed a fitting time, under pleasing circumstances, to bid good-bye to the morning market until the coming of another year.

Value of Bees as Fertilizers.

Written for the Tradesman.

A few miles east of Big Rapids, Michigan, are several valuable cherry orchards, and a few miles distant from these were two or three large apiaries. From time to time the owners of the orchards complained that there were almost as many bees as blossoms, and they traced most of them to the apiaries in question, and also asserted that their crop of fruit was being lessened and that the orchards would eventually be of no value. So much was said upon the subject that one or more of the apiaries were either largely reduced or disposed of and removed. The following two years, although the cherry trees were apparently healthy and bloomed abundantly, the fruit was less than half a crop, showing that the blossoms were only partially fertilized.

It has been known for many years that all bees play an important part in the fertilization of flowers of all kinds, both wild and cultivated. The bumblebee is equally valuable, although not as numerous. It works mostly upon the wild flowers, as may be known by the difference in the flavor of their honey. Probably the most important work these wild bees perform for agriculture is upon fields of clover. There is abundant proof that this plant will not produce good seed without the co-operation of the bees. While the wind will bring about the fertilization of corn, grain and some forest trees, it is not possible

for it to fertilize small seeds. The tube of the red clover blossoms is usually so long that only the bumblebees are regular visitants and are able to reach into these tubes successfully. The bumblebee is not a native of some countries or some islands, and in Australia the red clover failed to produce seed until bumblebees were imported. When there were sufficient numbers of them the plant could be depended upon for seed. If bumblebees were still more numerous in the United States, much larger yields of clover seed might be expected than we now obtain. A bumblebee's nest should never be wantonly destroyed. It was formerly taught that the world rested on the shoulders of the mythical Atlas; but a successful old farmer says, "I can prove that the world's prosperity rests on the bumblebee: The world can not prosper without the farmer's product, the farm will not be productive without clover, we can not raise clover without seed, and we can not have clover seed to any extent without the bumblebee, because it is this insect that carries the pollen from flower to flower, securing its development and continuance. So," he adds, "let us know and protect our friends."

So far as regards most kinds of fruit blossoms their fertilization depends principally upon the honeybee alone; and therefore there can never be an oversupply of this insect, for without their co-operation a small crop of fruit, inferior in every respect, may be expected.

Frank A. Howig.

The question of spontaneous combustion of hay has recently been investigated by one of the officials of the United States Weather Bureau, who states that fermentation within moist hay may raise the temperature to 374 degrees Fahrenheit, at which temperature clover hay will ignite.

The man who does not stand up for his own town is not much better than the one who lays down in its gutters.

A young man who has "the gift of gab" is bad off when it comes to him without the gift of common sense.

A man with a poor appetite thinks he must have rich food.

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 AT A BARGAIN—ELEVATOR and feed mill located twenty-four miles south of Grand Rapids in country town; good paying business. For particulars address Box 75, Bradley, Mich. 576

WANTED—TO SELL HALF INTEREST IN a good drug business to a graduated pharmacist with good references. Geo. M. Jordan, Reese, Mich. 574

A RARE CHANCE FOR A LIVE BUSINESS man. For Sale—The best established dry goods and clothing store in one of the liveliest cities of 4,000 in the iron district of the Upper Peninsula; elegant stock, invoicing about \$12,000; doing good business; best of prospects; good reasons for selling; store 26x80, with up-to-date furniture for sale or at reasonable rent. Will not exchange for farm property. Address No. 573, care Michigan Tradesman. 573

FOR SALE—FRESH, CLEAN STOCK OF dry goods in one of the best cities in Minnesota; 10,000 population; prosperous money-making concern; capital necessary to run it, \$10,000 to \$12,000; will not trade for real estate; best chance in America. For particulars address P. O. Box 2280, St. Paul, Minn. 577

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

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

CUT 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 SUBUR- ban 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

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—FRESH STOCK OF GROCER- ies, invoicing 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

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 Gogebic county. Address J. M. Whiteside, Bessemer, Mich. 523

FOR SALE—GENERAL MERCHANDISE stock, invoicing about \$5,000, 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 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—MAN TO WORK IN MEAT market and grocery store. Must be steady and sober. Address No. 575, care Michigan Tradesman. 575

WANTED BY EXPERIENCED MAN— Position as clerk in general store. References furnished. L. D. Miles, Wayland, Mich. 572

WANTED—POSITION AS MANAGER OF general merchandise stock in town of 2,000 to 5,000. Fifteen years' experience. Best of references furnished. Address B. A., care Michigan Tradesman. 566

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

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.