

# MICHIGAN TRADESMAN

Volume XVIII.

GRAND RAPIDS, WEDNESDAY, NOVEMBER 7, 1900.

Number 894

## 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.

## 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, Nov. 19 to Nov. 23. 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. Will also have with him Spring Samples.

## 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.

Widdcomb Bld'g, Grand Rapids, Mich.

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

L. P. WITZLEBEN, Manager.

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

## Tradesman Coupons

### IMPORTANT FEATURES.

Page.

2. Getting the People.
4. Around the State.
5. Grand Rapids Gossip.
6. The Buffalo Market.
7. Watch Your Opportunity.
8. Editorial.
9. Editorial.
10. Dry Goods.
11. Clothing.
12. Shoes and Rubbers.
14. Window Dressing.
15. No Creative Faculty.
16. Hardware.
17. Hardware Price Current.
18. Village Improvement.
19. A Modern Instance.
20. Woman's World.
21. Crockery and Glassware Quotations.
22. Fruits and Produce.
23. The New York Market.
24. Clerk's Corner.
25. Commercial Travelers.
26. Drugs and Chemicals.
27. Drug Price Current.
28. Grocery Price Current.
29. Grocery Price Current.
30. The Meat Market.
31. Pay As You Go.
32. After the Harvest.

### MERE MATTER OF BUSINESS.

Given the port to be made the captain must take advantage of circumstances to make it. The storm may rage, calms may set in or favoring winds may blow. These agencies may be with or against him—the result must be the same. If the weather threatens he must trim his sails accordingly. He must wait with patience for the end of the calm; but, whatever the circumstances, he is expected to make the most of them and come into port in the best condition possible. There will be faultfinding in proportion as he has not succeeded in making a prosperous voyage and that will depend upon his inability to turn disadvantage to account.

Within the week coal has gone up 50 cents a ton. The protest is as general and as strong as the consumer can make it. The poor are oppressed. Endless suffering will accrue and, with the usual mistake of tracing the result to the wrong cause, the luckless dealer is taking the curses which belong to somebody else. It is his ship that is battling with the elements and it remains with him whether he can weather the gales which are coming down upon him from an angry sky.

This trouble between the miner and the mine owner, to which the rise of coal is attributed, is not, unfortunately, a recent one. Like a French Revolution, it is always on tap. To-day the wages are too low. To-morrow the grievance is the company store. Now the union wants official recognition, a trouble long looked upon as chronic, and now it is a question of the length of a day's work. The mine operator's side of the account stands in statu quo: intense hoggishness, without the slightest care whether the miner lives or dies—all of which is a matter of utter indifference to the consumer until there is an advance in the price of coal, when the dealer is singled out for the execration which belongs only to the participants of the quarrel at the mine.

The favorite complaint against the dealer is not only that the price is ad-

vanced on the coming on of cold weather, but that the summer reduction can be taken advantage of only by the rich; so that the dealer is in league against the poor man first, last and all the time.

It is, however, a mere matter of business with the coal dealer. If the gathering of the clouds portends foul weather, he has his cargo to look after—his carcass, his enemies tell him!—and must trim his sails accordingly. There has been growling in the lowering clouds hovering over the mine region for months. The dealer has shaped his course, knowing what that signifies; and, if he has taken a legitimate advantage of that and has succeeded in having his coal bins full when it is to his profit to have them so, he should be congratulated for his commercial foresight. Out of unfavorable conditions he has brought success. His prudence has enriched him exactly as the improvidence of those caviling at him has reduced them to want. He has bought and sold. When fair weather came he made hay. Between storms and in spite of showers he cut and cured and gathered into barns; and now, when men want his crop, they simply pay his price. It is a mere matter of business. The strike we have always with us; but, when the demand for coal is greatest, the price goes up exactly as the price of furniture and peaches goes up with an increasing demand. The quarrel between capital and labor at the mines undoubtedly affects the trade; but the dealer, in common with the rest of the community, has to bear that. He may from his position be better able to foresee the coming evil and prepare for it; but to find fault with him for the evil would be to hold Galveston responsible for the calamity that almost swept her from the face of the earth.

The upward tendency of coal, then, is due to the natural and legitimate laws of trade. The supply is simply seeking the level of the demand and the price is keeping pace with it. If the conditions warrant a going behind the returns, reasons may be found for unusual disturbances; but they will correspond to the fluctuations of trade, due to laws as unchangeable as those of nature. The merchant takes advantage of them only as he understands them and, while he may be censured for results which come from miscalculation, he is responsible for neither the law nor its manifestations.

Because the contractor having the job of rebuilding wharves and repairing elevators at Galveston refused to pay double wages for time over eight hours a day, a strike was ordered by the carpenters' union Thursday. Of 1,500 men employed only seven obeyed the order to strike. The men remaining at work say the contractor is observing good faith and the imperative need of completing the work in hand would cause just condemnation of them if they went on strike.

"Money talks;" but there is no reason why it should when so many men are ready to talk for it.

### GENERAL TRADE REVIEW.

The general expectation of dulness immediately preceding the election was realized during much of last week, but it was the dulness of waiting and not of reaction, as prices were generally sustained. This week starts out with quite a flurry of activity and most price changes are in the direction of advance. Indeed, the whole course of the market this fall has seemed to be independent of the ordinary influence of the campaign except so far as the occupation of the public mind with that which crowds out business. The condition of stock and money markets now as compared with the same time four years ago shows that business has developed a strength which makes it independent of political fears. At that time there were much hoarding of gold and apprehension as to the condition of the Treasury, which was rapidly losing the precious metal. Now the Treasury reserve is beyond any possible need and gold is circulating with utmost freedom. Political campaigns may continue to interrupt trade by their distractions, but there is little danger of any political changes which will threaten business stability. Unseasonably warm weather over much of the country still operates to put off winter trade, but business is expanding as a whole in spite of the hindrances.

It can finally be said that the condition of the iron trade is more healthy than for years past. Prices have gradually approached a level which affords fair profits to the operators, good wages to workmen and yet assures an abundant demand for the products. Price changes have been in the direction of advance, especially for raw materials. Pig iron prices advanced at Pittsburg and some manufacturers of finished forms refused to quote final prices on future business, although other concerns have taken orders far into next year at current rates. New business was heavier than at any time since last spring and quotations were more favorable to sellers. Structural material goes abroad freely and construction of domestic bridges and ships makes a demand for plates, beams and angles. Railways have ordered quantities of cars and rails were freely taken for next year's needs, sales in this line being accelerated by the further advance in steel billets.

The most decided effect of the unseasonable weather is manifest in the textile trades, especially woolen goods. Yet the sales of wool are steadily increasing, indicating that manufacturers expect to be busy. Cotton goods are dull and the decline in the price of the raw staple serves to make downward such changes as occur. The boot and shoe trade still shows fair activity, especially for immediate shipment, indicating that stocks are low and that goods go directly into the hands of consumers.

If people believed in signs they might think Quakers were fed on oats.

It takes two to start a quarrel and keep it going.



## Getting the People

### Change From Arbitrary Rules in Display and Punctuation.

In the early days of modern typographic art there was attained the summit of perfection in geometric form in type designing. With this perfection of form came limitations in display to certain fixed rules which could not be violated with impunity in the material in use. At that time all display lines in advertising had to be centered or arranged according to certain prescribed modes of indentation. If the line was short enough to be set within the width of the given space it invariably had to be centered. The most important lines were nearly always made to fill the space in width and the less important were proportioned above and below so as to be of unequal length.

The arrangement of matter in paragraphs was according to certain modes of indentation. Thus there was the regular paragraph, the cut under indentation, that is each time indented an "em" except the first, the inverted pyramid, and less frequently the upright pyramid, in which each succeeding line was indented by an increasing progression; or this arrangement might be reversed. It was necessary for the advertisement compositor to familiarize himself with these forms and with the cast iron rules of display and then subject the material at hand to these rules, with the limitation that the styles of type, etc., could be varied indefinitely, but the methods of display and punctuation were as fixed as the laws of the Medes and Persians. Commas, semi-colons and periods had to have their place, even if the line was disfigured thereby.

Then came the era of the modern old styles. These brought with them the greater elasticity of display which was characteristic of the early days of the printing art. The beautiful geometric forms of mechanical accuracy were not laid aside, but they were found to be amenable to the more liberal methods suggested by the old styles. Thus it was found that display lines might be of the same length, or might be in form of a paragraph and occupy other places than the upper center of the space. It was found that while the principles of correct design are not variable, their application to the printed page was subject to all the variations of taste. Thirty years ago the printer could learn all the principles, rules and methods of his business and by practice become master of his profession; to-day he can learn certain principles of design and, if he has it in him to become an artist, there is at his hand material for expression not subject to mechanical limitation. Of course, the old method was much easier, but the development of artistic taste has kept pace with the new facilities and the periodicals of the country are exponents of the new and more liberal art.

It has been found that any typographic arrangement which is pleasing to the artistic eye and expresses its meaning properly and forcibly is correct. In cases where the punctuation serves no positive and manifest purpose, it is found better to omit it. Some carry the omission to the extent of interfering with sense, which, of course, is nonsense. Many, on the other hand, persist in putting in points unnecessarily, which disfigure the work, and especially when it is done apparently at random, as is too frequently the case.

### Money Saved

## Bargains Every Day in the Week

### Furs

Style, economy and elegance—the three predominating features of our Furs. All the new styles in Capes, Coats, Collarettes, Scarfs, Boas, Muffs, etc. The qualities are the best. Our prices are by far the lowest. We solicit comparison—Our \$5.00 line cannot be beaten anywhere. The better ones range in price up to \$25.00.

### Wall Paper

AT JUST ONE HALF PRICE. The earlier you call, the better the selection will be—hundreds of rolls will be sold every day. The stock is large, but can't last long at the rate it is going now. It will pay you to buy now for next spring's use. You will need some then if you don't now.

### Ribbon Special

All new stock. Narrow hair ribbon reduced to 50¢ per yard; wide fancy ribbon, 25 to 35¢ value, 15¢. A better quality, 40 to 60¢ value, 25¢. Our stock of ribbons is entirely too large. These prices will soon bring the stock down to normal. When in see the beautiful neckwear.

### Money Earned

### \$2.00 Shoes

For men and women. We have struck it at last—just what the majority of the people want—shoes that will give good service, be easy on the feet and look stylish. Many of ours are the regular \$2.50 shoes elsewhere—so we are told. We're satisfied with small profits and quick sales. Our sales are wonderfully quick on these goods now-a-days. Need a pair?

### Wool Waists

Just as comfortable in winter as the light, airy ones are in the summer. A few at 50¢. Others, in all the beautiful shades, 98¢, \$1.25, \$1.48 up. Sub. French Flannel Waists 58¢. All are very stylishly made, elegantly trimmed with braid.

### Clothing

Real swell suits, nobby top coats, and overcoats, for \$10.00. That seems to be the popular price this season. We know we can please you. Over 200 suits in all the popular shades and fabrics to make your selection from. Come in, look them over and try them on.

## THE BOSTON STORE

Quick Sales

One Price To All.

Small Profits

### For the next 15 days

we will offer 10 chests of choice

## Japan Tea at 30¢

that we will guarantee can not be duplicated in the city for less than 50¢ per lb. We ask the public to come in and

Look at the tea and get a sample

Not less than 1 lb or more than 5 lbs sold to any one person. People wanting tea for winter cannot afford to lose this opportunity.

## McANLEY'S

JUST OVER THE BRIDGE

### Pancakes for Breakfast

This is the pancake season and we have the most popular preparations—New York State Buckwheat, all the patent pancake flours, and as an accompaniment "Old Manse" Maple Syrup—strictly pure. Our Dairy Butter comes to us direct from the best butter makers of Central Michigan. When we do not have good butter it isn't obtainable.

E. HUNT, BOSTON PRODUCE, Opera House Grocery

### E. E. RICE,

Croton, Mich.,

Can save you money. Come and see. My stock embraces

### DRY GOODS,

Ladies' and Gent's Furnishings.

Rindge Shoes,

Boston Rubbers.

### DRUGS,

HARDWARE, TINWARE.

Cigars and Tobacco.

Also a full line of

### GROCERIES.

Highest market price paid for Butter and Eggs.

### All kinds of Bicycle Repairing and Bicycle Sundries Prices Right.

H. A. Lederle, 118 Union St.

### Krow Remedies

Satisfaction guaranteed to all users of the Favorite  
Krow's Korn Cure 10c  
Krow's Foot Comfort 10c  
Krow's Veterinary Ointment 25c  
Krow's Blackberry Kordial 15c  
Krow's Family Ointment 10c  
No Cure, No Pay.  
L. D. Taft & Co.  
Pacore 121 Lowell Druggists

### More Money in Poultry....

Than in wheat, when the fowls are properly cared for.

### ELECTRIC POULTRY FOOD

is guaranteed to cure cholera and prevent roup. It is very important that these diseases be carefully guarded against during the moulting season.

15 cents a pound, two pounds, 25 cents.

Wilcox & Godding, Druggists.

### The South Side Market

Has changed hands. I am now proprietor, and I propose to keep nothing but the best Meats to be had. I will make special efforts to satisfy my customers with the different delicacies of the season. Try me and see.

T. E. Atherton, Sparta Reliable Meat Man.

### It makes

THE BEST BREAD, THE BEST BISCUITS, THE BEST PASTRY.

It is pure, beautiful, economical. Once used becomes a family necessity. Insist on the grocer sending you

### STOTT'S FLOUR

All Grocers Sell It.

### OYSTERS....

CHOICEST BRANDS OF FRESH OYSTERS ALWAYS ON HAND, AND SOLD AT A REASONABLE PRICE.

MRS. MARY JOHNSON.

The Boston Store has a very well written advertisement, and the composition shows the work of a good printer. The division into paragraphs, with strong rules and plenty of white space, makes the matter readable. I think the advertisement would have been better without the expressions put in the corners, as these have become meaningless used in this way. There is a little obscurity in the listing of "suits, nobby top coats and overcoats for \$10," as to whether all three are included at that price.

Mr. McAnley presents a tea advertisement which is well composed in harmonizing type and is fairly well written. The limit as to amount of purchase appeals to a certain quality of human nature which will, no doubt, bring custom.

Another good advertisement is that of E. Hunt. Its limitation to the subject in hand is well carried out and the writing is forcible and attractive. It will sell not only pancake timber and accompaniments, but is of value for his entire trade.

E. E. Rice has a pretty well displayed advertisement, especially noticeable for a good use of white space. I would suggest that it is not desirable to change the person in an advertisement, as he does by using the third person at first and then changing to first.

A striking little advertisement is that of H. A. Lederle, set in the Bradley series. It is not easy to proportion the matter of an advertisement so as to use this style entirely, but when it is well done it is very effective.

I don't like the signature of L. H. Taft & Co. It should have been in gothic and then he would have had a good advertisement.

Wilcox & Godding write a good advertisement and fall into the hands of a good compositor. It is marred by one typographic error, but, on the whole, is unusually good.

T. E. Atherton makes a good announcement of his new business and his printer has planned to bring out the strong points in the most effective manner.

Stott's flour is crowded as to space, but with white outside of border all around makes a good display.

Mrs. Mary Johnson does not succeed so well with her printer, but her statement of the case is good and complete. The paragraph would have been more attractive set in Roman lower case.

### Cats in Training.

"The idea that cats, out of cruelty, play with a mouse before killing it is a mistake," observed a cat fancier to the writer recently. "If you doubt what I say notice what happens when a cat catches a sparrow or any other small bird. The bird is not played with, but slain at once. If the cat tried any game with it the sparrow, although wounded, could easily fly away. But a mouse can not escape in that way, so the cat practices upon the unfortunate little animal a variety of experiments in order to keep its powers as a hunter up to the mark. That is why it so frequently gives the mouse a chance of running away, and the harder the task it sets itself the more will its skill be improved. If a cat did not take such lessons occasionally, it would soon become a second rate mouser."

### Mental Agriculture.

"Thought you said you had ploughed that ten acre field?" said the first farmer.

"No; I only said I was thinking about ploughing it," said the second farmer.

"Oh, I see; you merely turned it over in your mind."





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

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

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

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



## Around the State

### Movements of Merchants.

Mancelona—Mrs. K. Young has sold her bazaar stock to Mrs. R. N. Middleton.

Merrill—John A. Murray, druggist, has sold his stock to Holmes D. Packard.

Wyandotte—A. S. Hunter succeeds Wm. J. F. Thom in the bakery business.

Petoskey—R. T. Bower will open a branch drug store at Indian River about Jan. 1.

Orono—Wm. Tuttle has sold his general merchandise stock to R. M. Slaybaugh.

Caro—A. H. Jones has purchased the agricultural implement stock of C. E. Mudge.

Lansing—Frank J. Groat & Son have purchased the grocery stock of Chas. H. Corcoran.

Northville—Robt. McCully, confectioner and baker, has sold out to J. F. Perry & Co.

Albion—Clark N. Cady is succeeded by John Smith in the merchant tailoring business.

Lansing—Lane & McKnight have purchased the dry goods stock of Wesley J. Gonderman.

Dundee—H. M. & H. F. Eger have purchased the boot and shoe stock of F. E. Girard.

Battle Creek—Rawson T. Lovell continues the ice, coal and wood business of Lovell & Price.

Central Lake—Mrs. Luella Myers and Mrs. Gertrude Moir have opened millinery parlors here.

Romeo—Wm. Bell has purchased the interest of his partner in the meat firm of Bell & Coykendall.

Mackinaw City—Wheeler, Stringham & Lyle have purchased the meat market of Wm. VanHellen.

Owosso—S. B. Pitts has purchased the stock of Fred Carpenter and engaged in the grocery business.

Rose City—Max Landsberg succeeds Sarah (Mrs. Max) Landsberg in the general merchandise business.

Jasper—E. E. Corncross has engaged in the hardware business, having purchased the stock of Martin Odell.

Detroit—Barron & Co. succeed A. Barron & Co. in the wholesale crockery, glassware and tinware business.

Cadillac—Rice & Cassler expect to erect a brick block next season on the site now occupied by their shoe store.

Battle Creek—Jackson & Orr have leased the west side of the new block of J. C. Bryce and will open a meat market therein.

Battle Creek—Wm. Erskin has purchased the grocery stock of Mr. Hobbs, at the corner of Washington avenue, South, and Upton avenue.

Minden City—Ameis & Ross, dealers in agricultural implements, have dissolved partnership. The style of the new firm is Ameis & Staroska.

Central Lake—The Central Lake Harness & Shoe Co. succeeds the Central Lake Harness Co. A. J. Gibson will continue as manager of the business.

Clarksville—J. A. Godfrey, of Lowell, has purchased the dry goods, boot and shoe and grocery stock of H. S. Young and will continue the business at the same location.

Lakeview—John R. Lovely, of Howard City, has assumed the management of the hardware business of Geo. D. Lovely, deceased. The stock was recently purchased by J. W. Lovely &

Son, and it falls upon the junior member of the new firm to take charge of the store here.

Port Huron—The general stock of Martin Bros. & Co.'s store will be sold at public auction on Nov. 8, to satisfy a chattel mortgage held by Folkrod, Hood & Co., of Philadelphia.

Arcadia—Louis Morris, dealer in dry goods, clothing and boots and shoes at Fife Lake, has opened a branch store at this place. His brother-in-law, B. Wepman, will manage the business.

Mackinaw City—The Mackinaw Excelsior Co. has begun the erection of a large storehouse, which it will fill during the winter with excelsior wood. It expects to begin operations in the spring.

Menominee—Williams & Breese, of Racine, Wis., will shortly open a branch dry goods store here. John A. Williams will have charge of the business here and J. C. Breese will remain in the Racine establishment.

Portland—Stephen Brooks and W. F. Willemyn, of Caledonia, have purchased the grocery and shoe stock of H. W. Clark. Mr. Brooks was formerly in the hardware trade at Caledonia. The firm name will be S. Brooks & Co.

Lansing—J. Court & Co., Wm. Hardy & Son, Geo. Hart and Nelson Turner have sold their carriage salesrooms to the Lansing Carriage Co. recently organized at this place. Charles W. Clark is manager of the new enterprise.

Lansing—Thomas D. Bolas and Gustave Antonakos, of Chicago, have engaged in the wholesale and retail candy business at 115 Washington avenue, South. The building is undergoing extensive improvements, including a plate glass front.

Jackson—John Gaunt has become proprietor of the store occupied by Gallup & Lewis, dealers in furniture, carpets and crockery. By this deal Gallup & Lewis become owners of the Gaunt upholstery establishment on West Cortland street.

Detroit—The firm of A. Barron & Co., 222 Gratiot avenue, dealers in crockery, glassware and tinware, has been reorganized and now is composed of A. Barron, Morris Barron and Ed. C. Hirschfeld. The new firm will be known as Barron & Co.

Rockford—W. C. Lovelace, formerly of the produce firm of Lovelace & Keeney, and A. G. Wellbrook, of the grocery firm of Wellbrook & Hayes, have formed a copartnership to engage in the produce business under the style of Lovelace & Wellbrook.

Sault Ste. Marie—Wm. Stirling has sold his interest in the general merchandise business at the Mission to his partner, Sam Sarsohn, and has removed to Marquette to assume the management of the clothing and men's furnishing goods business of D. K. Moses.

Detroit—A Detroit correspondent writes as follows: G. H. Gates & Co., wholesale hatters at 143 Jefferson avenue, closed their first year in business Nov. 1, and G. H. Gates gave a dinner to all the traveling men and employees at the Wayne Hotel that evening, followed by a box party at the Lyceum theater. The cause of this jolly good time was a wager made in the early part of the year, when H. A. Wright bet G. H. Gates that they would sell a certain amount of goods the first year.

Mr. Gates, believing that it was impossible for any new house to go into the field and do that amount of business, took the bet very quickly and the result, after twelve months' work, showed that

Mr. Gates had to pay for the dinner, for the sales went far ahead of the amount Mr. Wright named.

### Manufacturing Matters.

Adrian—The Perfection Manufacturing Co., manufacturers of tooth picks, has removed its plant to Ecorse.

Lansing—The Willard K. Bush Co., manufacturer of pants, shirts and overalls, has increased its capital stock \$5,000.

Jackson—The Piano & Organ Manufacturers' Co. is the style of a new corporation at this place. The capital stock is \$10,000.

Walkerville—The Walkerville Milling Co. succeeds Shull & Gleason in the hardware business and Alvin C. Stetson in the grocery business.

Houghton—J. W. Black, book-keeper for Prendergast & Clarkson, and V. A. H. Robinson, of Chicago, intend opening a brick yard at Mass City in a very short time.

Adrian—The Adrian Broom Co. is the style of a new enterprise which will soon be started here. Those interested in the new concern are S. H. Moore, T. E. Moore and F. W. Prentiss.

West Bay City—An addition that will nearly double its capacity is being built to the Goldie hoop factory, Wm. Goldie having decided to manufacture staves and heading in connection with the production of hoops.

Flint—The injunction suit brought against the Flint Cigar Co. by S. Aberdee & Son, of Detroit, to restrain the former from using the "Old Sol" brand on cigars, has been decided in favor of the Flint Cigar Co.

Vicksburg—Work will soon begin on the \$10,000 canning factory to be established at this place. It is proposed to enclose the building this fall and finish the work this winter, so as to begin operations in the spring.

Elk Rapids—W. H. Rosebrook, of Howard City, and Henry Ogletree, of Central Lake, have formed a copartnership and engaged in the cigar manufacturing business here under the style of the Elk Rapids Cigar Co.

Jackson—Geo. D. Gray and W. J. Lepard have leased the factory building on Michigan avenue formerly occupied by the Avery Manufacturing Co., and are refitting it for the manufacture of sash, doors and blinds.

Detroit—The Western Crude Oil Co. has been incorporated with a capital of \$50,000, fully paid in. The stockholders are: John E. Clark, 1 share; John E. Clark, trustee, 4,996 shares; C. Henri Leonard and William Reid, 1 share each.

Detroit—The Detroit Coin Wrapper Co. has filed articles of incorporation; capital, \$20,000, fully paid in. The stockholders are: C. Henri Leonard, 1 share; C. Henri Leonard, trustee, 1,997 shares; George W. Radford and George C. Moore, 1 share each.

Jackson—The Jackson Cushion Spring Co. has been organized for the purpose of manufacturing springs for buggy and carriage seats, an invention of W. H. Bates. The capital stock is \$12,000, all of which is paid in. The officers of the new corporation are: E. C. Greene, President and General Manager; F. B. Crego, Secretary, and H. E. Edwards, Treasurer.

Mt. Pleasant—The Whitney-Taylor Co. has been organized with a capital stock of \$25,000 to engage in the manufacture of a patent commode and chair. Temporary quarters for the factory will be arranged at the hub and spoke works

of Whitney & Taylor in order to make use of their surplus power. The members of the new enterprise are: F. W. Whitney, of St. Louis; J. Honeywell, of Greenville, and F. L. Taylor and Eva Bahlke, of this place.

### Beware of Charles L. Pettis & Co.

The Tradesman feels called upon to warn its readers against having any dealings with Chas. L. Pettis & Co., who purport to conduct a produce commission business at 204 Duane street, N. Y.

The firm is composed of Charles L. Pettis and Harry J. Hunter.

Both members of this firm were partners at different times in the firm of I. T. Hunter & Co., who was exposed in these columns last spring and who made an assignment July 6, 1900, to Franklin J. Minok, Harry J. Hunter being a brother of Irving T. Hunter. The firm of I. T. Hunter & Co., it is understood, made a proposition to their creditors for settlement of 5 cents on the dollar in cash, the balance in notes of 6, 12, 18 and 24 months, bearing 6 per cent. interest.

The firm is believed to be merely a cover for Irving T. Hunter, who bears a very unfavorable record, his method of dealing with shippers being severely criticised. He filed a voluntary petition in bankruptcy on April 20, 1899, but is understood to have been unable to receive his discharge.

Under date of Nov. 2, Pettis & Co. sent the Tradesman a check for advertising, which was promptly returned, because the antecedents of the firm were not such as to inspire confidence in the intentions of the members of the firm. Since that time, several country weeklies have come to hand containing the announcement of the firm, soliciting shipments from country buyers, and it is to protect its readers among this class that the Tradesman feels called upon to issue the warning above given.

### The Boys Behind the Counter.

Coral—E. W. Follett is manager of H. M. Gibbs' drug store here, W. D. Day having resigned his position to engage in the drug business at Amble.

Lansing—Harry Loomis, with Jewett & Knapp's dry goods house, will remove to Flint, where he has taken a position in O. M. Smith's dry goods store.

Alpena—C. J. Crisman has resigned his position with the Walker Veneer Works and will hereafter devote all his time to the grocery business of Drag & Crisman.

Saginaw—Henry J. Tietz, formerly with McLean & Irving, has taken a position as manager of the Imperial pharmacy, west side.

Ann Arbor—Harlan McMillan, an experienced pharmacist of Bay City, who has been employed by Parke, Davis & Co., of Detroit, for the past six months, has taken the vacant position in Brown's drug store.

Negaunee—A. D. Bohrer has resigned his position with J. M. Perkins and will remove to Hancock, where he has taken a similar place as pharmacist in the up-to-date drug store of A. T. Ellsworth.

Saginaw—D. C. Maybee has taken a position with the Marshall & Wells Co., of Duluth, Minn. Mr. Maybee has been a resident of Saginaw for the past fifteen years, and for several years has been engaged in the harness business here.

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



## Grand Rapids Gossip

W. D. Day has engaged in the drug business at Amble. The Hazeltine & Perkins Drug Co. furnished the stock.

S. P. Madsen has engaged in the grocery business at Big Rapids. The stock was furnished by the Ball-Barnhart-Putman Co.

H. Caplon, whose grocery stock was recently destroyed by fire at Grant Station, has re-engaged in business, purchasing his stock of the Ball-Barnhart-Putman Co.

The Central Lake Harness Co. has changed its name to the Central Lake Harness & Shoe Co. and engaged in the shoe business. Rindge, Kalmbach, Logie & Co. furnished the stock.

O. H. L. Wernicke, of the Globe Wernicke Company, has been elected one of the directors of the Cincinnati Trust Company, a new concern with a capital of \$500,000. Mr. Wernicke's many friends in Grand Rapids, where he carried on his sectional bookcase business for two or three years prior to its removal to Cincinnati, will be rejoiced to learn of the recognition he is receiving in his new home.

### The Produce Market.

Apples—Michigan fruit is being marketed on the basis of \$2@2.25 per bbl.

Bananas—Are slightly firmer, the scarcity of other kinds of small fruits having a beneficial effect on them. Supplies are not as large as last year at this time and prices are slightly better.

Beans—Receipts are not heavy, due to the fact that the growers are not threshing their beans as fast as they would if they were kept from outdoor work by stormy weather. Dealers are paying \$1.25@1.50 per bu. The waste averages about 5 lbs. to the bu.

Beets—\$1 per bbl.

Butter—Fancy creamery is strong at 21c. Receipts of dairy continue liberal. 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—11@12c per gal. for sweet.

Cranberries—Walton fruit commands \$2.50 per bu. box for fancy long or round. Cape Cods are held at \$2.40 per bu. box and \$7.25 per bbl.

Eggs—The market has sustained a sharp advance, New York quoting 23c and Philadelphia 24c for fresh stock. Local dealers pay 20c for receipts of fresh, which are very meager. Cold storage goods are being taken in considerable quantities on the basis of 16@17c.

Egg Plant—\$1 per doz.

Game—Local dealers pay \$1 per doz. for gray squirrels, \$1.20 per doz. for fox squirrels and \$1@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 in all sizes and descriptions being small and prices low. Buyers show very little interest in any foreign fruit, not even the new crop Messinas, which were expected to be higher. California lemons continue unchanged. Occasional lots are found that bring higher prices than the average, but, as a rule, holders are glad to get rid of what they have on hand at a slight advance.

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. Parsnips—\$1.25 per bbl.

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

Pop Corn—\$1 per bu.

Potatoes—Country buyers are paying 20@25c, but are scanning receipts very carefully to guard against hollow and rotting stock.

Poultry—Local dealers pay as follows for dressed: Spring chickens, 8@10c; fowls, 6½@8c; spring ducks, 8@10c—old not wanted at any price; spring geese, 8@10c—old not wanted; spring turkeys, 10@12c; old turkeys, 8@9c. Spring chickens are coming in freely. Spring turkeys are not yet in good condition.

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

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

Squash—2c per lb. for Hubbard.

Turnips—\$1 per bbl.

### Hides, Pelts, Tallow and Wool.

Hides remain firm, but there is no advance in price and but little trading has been done during the past week. The quality is good and stocks are wanted. The outlook for the future is bright among tanners.

Pelts have been eagerly sought after and all accumulations have gone to the pullers. The coming stocks will be offered at a higher value.

Tallow is slow sale at old prices. No advance is looked for and there is nothing apparent to stimulate the market.

Wools have sold more freely the past week, with fleece advanced about 1c and pulled 2c per pound. Sales are nearly double the past few weeks, with much enquiry and sampling. The demand is expected to be much greater and the advance anticipated in price realized, with firm holding of stocks.

Wm. T. Hess.

### Rare Treat in Store For Lovers of the Beautiful.

Under the auspices of the Michigan State Horticultural Society and the Grand Rapids Board of Trade, Arnold Shanklin, superintendent of the advance department of the National Cash Register Co., will deliver an illustrated lecture at the Park Congregational church, Wednesday evening, Dec. 5, on the subject of embellishing homes by means of trees and shrubbery. The lecture will be free to all and the Tradesman is requested to invite all who are interested in the subject to be represented on that occasion and also to take part in the discussion of the same subject at the afternoon meeting of the Horticultural Society at the Board of Trade rooms on the same date. It is hoped that the response to this invitation will be so general that much good will result.

### Michigan Mercantile Agency Could Not Pay \$8.

From the Ionia Standard.

The Michigan Mercantile Agency offices in the Webber block were closed up by the sheriff last Wednesday on an execution in favor of Frank Montgomery, who obtained judgment before Justice Hutchinson for \$8 and costs for livery hire, which was affirmed by the Circuit Court on appeal. The execution was for \$53, the costs in both courts having considerably increased the original amount of the bill.

Philadelphia Grocers' Review: The eighteenth anniversary issue of the Michigan Tradesman is at hand; it is a splendid edition and reflects great credit on its editor and manager. The Tradesman is one of the best edited papers that reaches this office and Editor Stowe is to be congratulated on its prosperity, as evidenced by the splendid advertising patronage it enjoys.

### The Grocery Market.

Sugars—The raw sugar market is weak and prices have declined ¼c during the past week, thus making 96 deg. test centrifugals now 4½c. Buyers manifest very little interest and have no confidence in the maintenance of prices. In refined there is no change and the market is quiet and inactive, buyers considering prices too high, compared with the price of raws, and a decline on the entire list is expected to occur this week. The Michigan beet granulated is selling in fair quantities and is giving excellent satisfaction. As buyers' purchases at present are only of a hand-to-mouth character, and the Michigan sugar can be obtained on such short order, it is getting the preference over the Eastern refined.

Canned Goods—The market is dull and unchanged. There is a good deal of confidence in a better state of affairs after election, but at present buyers simply will not be induced to take hold and packers have practically given up attempting to do business until after this week. There is scarcely any enquiry for tomatoes and, in order to do business, holders are obliged to make special inducements. Some believe tomatoes may take a brace after this week, but conditions are such that there appears no good reason to expect such a course. The quality of the year's pack is almost all very poor and trade is practically dead, buyers not seeming to want goods at any price. Corn is easier also and there is practically no interest taken in this commodity. There is more enquiry for string beans, and if that is to be taken as a criterion of the stocks carried by the jobbers, then they are very light and bespeak an active market for this line very shortly. Some of the principal packers are holding their stocks firm at full prices, while a few others are willing to sell at a slight concession. We believe, however, that the present price of standard string beans will look very cheap before the spring trade is opened. Peaches are selling in a small way at unchanged prices. Salmon is in some demand and is holding its own fairly well in the face of the light demand. There is some export demand for salmon all the time, but it is not of much importance at the moment. Home trade demand for salmon is light and new goods are coming in quite freely. There is some demand for canned lobster, but the goods are very scarce and very high. Sardines are in good demand, but prices are unchanged.

Dried Fruits—Some little improvement is noted in the consumptive demand for dried fruits, but trade is still far from what it ought to be at this time of the year. The colder weather was very acceptable to the trade, but it will be several days before it will have any very appreciable effect. There is no apparent improvement in either the raisin or the prune market. The trade at the moment is not interested in either line. There are indications, however, that prices will improve with the demand shortly after election. Stocks of prunes are light and many jobbers are only waiting the result of the election before placing orders. The present falling off in the demand is giving packers time to catch up on shipments, as many of them have been behind, owing to the usual October rush. Advices from the coast state that the amount of business in raisins continues satisfactory, although the rush of orders is over. The quality this season has been excellent thus far, but some dam-

age is reported from the recent showers, which will probably result in the establishment of the grades of Pacific and Oriental, same as last season. Some packers have refused to book any further orders for two crown loose muscatels on account of the large quantity already sold, both for seeding purposes and regular consumptive demand. It is possible before the season is over packers may become unable to sell straight cars of this article, needing the supply for assorted cars. There is a very good demand for seeded raisins, increased somewhat by the scarcity and high price of currants. Currants are unchanged in price and are going out moderately well. The stocks of apricots on the coast are well cleaned up. Prices remain unchanged. Figs are going out quite well. The best grades are in rather light supply and are firmly held. Less desirable goods are easy. It is many years since such low prices have been made on imported figs so early in the season, and merchants will no doubt be rewarded by an unusually large consumption. Dates of all kinds are in excellent demand at unchanged prices.

Rice—The rice market is unchanged, with only a moderate volume of business transacted. Buyers still pursue a hand-to-mouth policy. The trade in general awaits developments regarding the crop movement at primary markets, anticipating lower prices. Advices from the South note that the greater part of the Southwest crop gives promise of high average quality. Modest estimates place it at 1,300,000 sacks, and some conservative dealers figure on 2,000,000 bags. Advices from abroad are of a scarcity of Japan rice.

Tea—Although prices are comparatively low, buyers manifest but little interest, because under the present market conditions there are practically no inducements to purchase. The country is still fairly well supplied and jobbers report a slow business. Spot stocks are large, but holders are not pressing sales, anticipating a general improvement the latter part of this month.

Molasses—Business continues moderate in grocery grades of New Orleans molasses, with prices maintained. Buyers are holding aloof, expecting lower prices and increased supplies. Spot supplies are light and advices from New Orleans note that receipts are retarded by warmer weather, and no increased movement is expected until cooler weather sets in.

Nuts—Demand for nuts is a little more active. More enquiry is noted for walnuts and filberts are ¼c higher. Stocks are comparatively light. New Naples walnuts are in active demand and sales of good qualities of mixed nuts are reported. Some trade is reported in new California almonds at full prices. Advices from the coast state that the first estimate of 500 cars of walnuts seemed assured by the conditions at the beginning of the season, but, shortly after shipments began, it was found that the crop would certainly not exceed 450 cars. Three weeks ago, owing to the fact that walnuts generally were not weighing up to expectations, the total crop was conservatively estimated at 410 cars. During the last ten days receipts show a still further decline and it is now believed that the output will not exceed 350 cars, with the probability of a further cut. All conditions point to an exceedingly firm market, with strong probability of an advance in the near future.

Rolled Oats—The rolled oats market is slightly weaker and prices have declined 15c per bbl.



## The Buffalo Market

### Accurate Index of the Principal Staples Handled.

Beans—Receipts continue light and with a steadily improving demand the market is strong, especially on marrows, which are scarce. Pea and mixed lots are rather plenty but firm. Marrows, \$2.30@2.50 for good to fancy; medium, \$2.10@2.30; pea, \$2.10@2.20; white kidney, \$2.50 per bushel.

Butter—Market strong on fancy fresh creamery owing to light receipts and fairly active demand. Storage is selling freely at 21@22c. Considerable more renovated is being moved around 17@19c and quality is fine at the outside price. No fresh dairy or rolls received the past few days. Dairy would bring 20@20½c if fancy; fair to choice, 17@19c; rolls, fancy, 18c; fair to good, 16@17c.

Cheese—Quite an active local and out of town trade for all kinds and especially cheap lots. Fancy full cream small brings 11½@12c; good to choice, 10½@11c; common to fair, 8@9c.

Eggs—Strictly fresh eggs are scarce, but there is no further strength as cold storage are freely offered at 16@17c and as quality is fine trade is becoming quite general in that class of goods. Fresh Western or State sell at 20c; good to choice, 18@19c; seconds, 10@12c per doz.

Dressed Poultry—Another active demand at the close of last week and owing to light offerings of really fancy chickens the market was strong. Fowl of medium went at good prices, but heavy coarse stock was a little slow. Good meaty young turkeys were wanted, that quality being very scarce as yet, and it is possible 13@14c could be obtained for plump yellow birds. Ducks in slight supply and when fat sold easily, but thin or ordinary run at this season were quiet. Turkeys sold at 9@11c for young, good to best. Chickens, fancy, 10c; fair to good, 9@9½c. Fowl, choice to fancy, 9@9½c; fair to good, 8½@9c; old roosters, 6@7c. Ducks, 9@11c.

Live Poultry—We had a liberal supply again the past week by express and freight, but the market held up strong on desirable stock, and all cleaned up except some tail ends and stale stuff. Commission men are warning shippers not to crowd coops as the death rate has been unusually heavy the past week from that cause. Young turkeys sold at 9@10c; old, 8@9c. Chickens, large fancy, 9c; choice, 8@8½c; small and medium, 7@7½c per lb. Fowl, fancy, 8c; fair to good, 7@7½c; thin and poor, 6@6½c. Ducks, fancy, per pair, 80@90c; small and medium, per pair, 60@75c. Geese, large fancy, 80@90c; medium, 65@75c; small, 45@60c each. Pigeons, per pair, 15@20c.

Game—A few partridge and duck are the extent of the supply here and they are bringing high prices. Game of all kinds is in active request. Partridge quoted at \$8.50@9; woodcock, \$5.50@6 per doz. Deer, 25@35c per lb. Rabbits, 50@65c per pair. Squirrels, \$1@1.50 per doz. Quail, \$4@4.50 per doz.

Apples—With an enormous crop of apples this year this market is short of really fancy table fruit. Snows are selling readily at \$3@3.25, and selected a trifle higher and other soft fall fruit is bringing figures for a full crop year. Winter fruit is commanding more attention and selling at better prices. There is a heavy supply of common to good, which is in only fair demand. Twenty oz. fancy is selling at \$2.25@2.50; Wagner, \$2@2.25; Snow \$3@3.50; Kings, \$2.25@2.50; Greenings, \$1.75@2; Ben Davis, \$2.25@2.50. Fair to good, \$1.25@1.50 and common, 50@75c. Crab Apples—Unsalable.

Pears—A few fancy Duchess and Keiffers are selling at \$2@2.25 per bbl. Lower grades at any price.

Quinces—Dull except for strictly fancy and \$1.50 is top of the market, with most offerings of really good going at 75c@\$1 per bbl.

Grapes—Hot weather has over-ripened this fruit and holders are anxious to sell basket lots. Wine grapes are

higher as demand continues active from all sections. Catawba pony baskets, 11@12c; Concord, 6@7c; 9 lb., 9@10c; Niagara pony, 10@11c. Concord, per ton, \$18@22; Niagara, \$18@25; Catawba, \$40@50.

Cranberries—Fair supply; easier. Bushel crates quoted at \$1.85@2.25; bbls., \$5@7.

Potatoes—Farmers are bringing in culls and fair lots, evidently holding back the best stock for higher prices, and this market is in need of No. 1 white stock, and is willing to pay high prices. Fancy potatoes were never so scarce at this season of the year in this market. With the general idea of hanging onto the crop prevailing, we believe it is just the time to market a few carloads and do not think growers will make a mistake in following this advice. No. 1 white sell quick at 42@45c; No. 2, 38@40c on track.

Sweet Potatoes—Heavy receipts; market lower. Open barrels of No. 1 selling at \$1.35@1.50; No. 2, \$1@1.15.

Onions—Strong and higher. Active demand for all varieties and receipts light. Yellow fancy, 55@60c; fair to good, 50@55c; red fancy, 50c; white, 55@65c per bushel.

Cabbage—Firm. Large heads, \$2.25@2.50 per 100.

Celery—Receipts continue heavy and all selling low. Fancy large selling at 30c; good to choice, 20@25c per doz.

Squash—Medium in active demand; coarse large are selling slowly but at good prices. Marrow, \$8@10; Hubbard, \$10@15 per ton.

Horseradish—Scarce and firm at \$4.50@5.50 per 100 lbs.

Buckwheat Flour—Light trade; the weather continues too warm. New held at \$2.40@2.60 per cwt.

Chestnuts—Heavy receipts, fancy selling at \$4; wormy and small, \$2.50@3 per bushel.

Popcorn—Choice to fancy, 2@2¼c per lb.

Honey—Active and firm for fancy. Offerings light. Fancy white clover brings 20c; No. 1, 18c; No. 2, 16c; dark, 12@15c per lb.

Straw—Scarce, strong and higher. Wheat and oat, \$8@8.50; rye, \$9.50@10 per ton on track.

Hay—Higher; light receipts; good demand. Timothy loose baled prime, \$16@17; tight baled, \$15.50@16; No. 1, \$15@15.50; No. 2, \$14@14.50 per ton track Buffalo.

### The Turkey King's Disastrous Coup.

From the Chicago Times-Herald.

Benjamin J. Hamm, the "Turkey King," is violently insane in the Du Page county jail. Two years ago Hamm was convicted for using the United States mails for the purpose of fraud. His confinement has resulted in mental disaster, and the United States authorities have been asked to remove him to an asylum, where he can be properly cared for.

In 1898 Hamm was a commission merchant at 246 South water street. He dealt in poultry, butter, eggs and general produce, which he sold on commission. He had found business pretty fair, but not sufficiently profitable for a man of his ambitions. So just about Thanksgiving time he decided he would "corner" the market for turkeys. To this end he sent out circulars calling attention to the fact that he was treasurer of the town of Evergreen Park and handled yearly the vast finances of that community. Hence he was trustworthy. To all his correspondents in the country he sent pressing invitations to consign him all the turkeys they had, offering to dispose of the fowl for a mere nothing in the way of commission.

In response to this alluring representation came crates and boxes and carloads of turkeys to the South Water street store. The whole street was blocked with wagons delivering the favorite American bird, alive and dead, dressed and with its feathers on, in such quantities as to appall the produce dealers, who were themselves by no means unshifty in handling goods.

Poor Hamm found to his sorrow that he had not cornered the turkey market, but that the turkey market had turned

around and cornered him. He fled in despair from that locality where turkeys most do congregate. Then a long, low wail began to come in from the country, which did not cease until the "Turkey King" was arrested and convicted of fraud.

## A. BOMERS, ..Commercial Broker..

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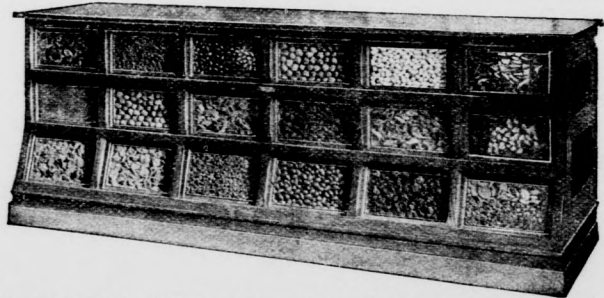
MAKER OF

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.

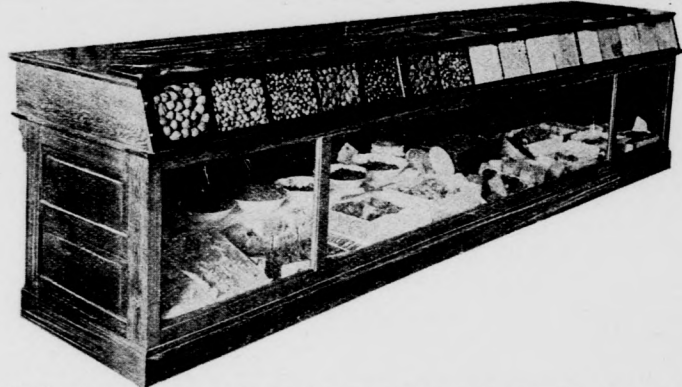
## What you need is the Ideal Grocer's Counter

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



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

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



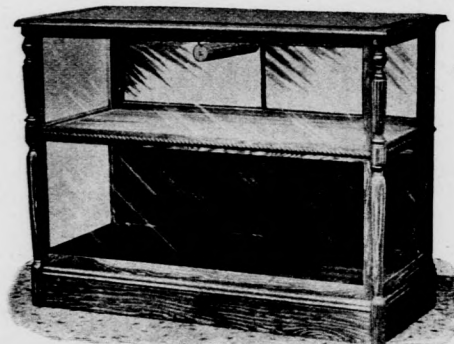
The above cut represents our grocery display counter. These counters should be seen to be appreciated. We build them in three different ways, all having a similarity in design.

No. 1, like above cut, is fitted with plate glass, has 16 display fronts, and a paper rack the entire length, below that sliding doors. Quarter sawed oak top 1½ inches thick. The projecties both front and back are so arranged that the feet never mar the wood work. It is handsomely finished built in 10 and 12 foot lengths. With parties contemplating remodeling their stores we solicit correspondence as we will make special prices for complete outfits of store furniture.

McGRAFT LUMBER CO., Muskegon, Mich.

## GRAND RAPIDS FIXTURES CO.

Cigar  
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One  
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our  
leaders.



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No. 52.

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

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



## WATCH YOUR OPPORTUNITY.

## Be Satisfied to Go Backward if Necessary.

Just at this very moment the greatest opportunity presents itself to the human who, with sufficient foresight, good sense and energy, has pushed down his investment and brought up his buying power. The best chances of a season are usually those at the end of a season. Starting a season well is all very nice, but winding it up well is infinitely better. It is a splendid thing to have only recently bought goods in stock at all times. When you buy last you invariably buy cheapest. It doesn't hurt you half so much to carry over your June and July purchases as it does to take over things that were bought from January to March.

The last purchases are apt to be the best, and if you are wide awake and are in good shape you can most likely get them at less than what they would have cost you early in the season. Of course, the only man who can buy goods at bargain time is the man who is sensible enough to fight shy of overloading at any time during the season. The temptations of rosy promises and great expectations of an early season's work are invariably too much for the average merchant, large or small, to withstand successfully. In the desire to have some of everything, in the courageous feeling that he can sell some of anything, the average merchant is too easily led into the over-buying habit. It sounds very nice to be able to say, "We have everything that the season has produced," but it would be infinitely better to be able to say, "We have only those things which are worth having, and have plenty of these." Then to be able to say to yourself that the total does not amount to so much, and that the stock is of such a character that it can be readily and quickly disposed of at moderate profits, is indeed fine.

The man with the heavy buying habit and the slow selling habit combined is never ready. Look out for him, you smart, wide-awake retailer. You can finish him and his trade in a hurry. He is invariably in a position where he must sell what he has and can not buy what he needs. Study him in order to do just the opposite thing. And by the way, let him heed this advice and he may get away from his own bad habits. There is nothing slow about American ideas or American processes. We are, however, still doing business to a great extent upon imported notions. Would you believe that many small retailers everywhere are following the old English, Scotch, German and French style of buying and holding goods for a profit always?

The later and more modern French style is one of quick turnovers. The English have seen fit in their metropolitan ventures to follow the Parisian shopkeepers in this idea. The American plan, however, is still a further improvement, and is much more widespread, the rapid turnover, the small profit, the quick return basis being in more general use and in a much wider range of towns. Metropolitan conditions exist only in the large centers abroad, but in America even our small towns have up-to-date stores, and up-to-date methods are studied by men who are fully abreast of the times, although located in even moderate-sized communities. There is no mistake about it; the small man with the big ideas is the safe man and the strong man of to-day. He is none the less the

careful man. In fact, he is the most careful man. You see, this article is written about being careful, for a man, unless he is careful, can never be always ready. It is the careless man who is awakened early some morning by his opportunity, only to find himself powerless and unable to respond to the call of times and conditions.

How many merchants have had big bargains offered them in the very goods they have on their shelves at twice the money that is asked them on the day of the opportunity. How many men have found themselves loaded with bad investments, unable to discount their bills, unable to take advantage of cash purchases, unable to direct funds hither and thither in their business, because they were careless. How many other merchants near you are doing business in the same style year in and year out, are utterly unprepared for either prosperity or adversity, and find themselves in the midst of a commercial panic, ill-informed, with assets in merchandise and book accounts and no cash on hand! How many are never prepared for the times of depression or the conditions of accident which will ever befall even the most careful!

Think of it! A man trying to do business and depending entirely on "bull luck"—you can call it nothing else—to come out whole in his transactions. Usually the man who is never prepared is the too hopeful man. He is always believing that things are going to be good. Now, mind you, he does not try to make them good, because, believing that they are going to be good, he never worries, but allows things to go along in the same easy-going channel year in and year out. He only wakes up from his dream at stocktaking, when he is suddenly confronted by a bad-looking balance sheet. This, however, after three or four days he forgets and relapses into his comfortable slumber, looking toward crop reports, conditions of labor and other generally comfortable statistics to put him into a peaceful frame of mind, hopeful again as to his future.

Better for a man to be afraid than to be too comfortable in mind. To be satisfied is to go backward. It is a great danger point in all business conditions. The comfortable-looking individual who lets his business slide on without keenly watching every point is in dire danger. It would be much better for a man to be really pessimistic, as far as his own conditions are concerned, to guard every item of expense as if it would cost him his fortune. Better let him stand over the work of every employe and the making of every sale as if the life of the business depended upon it, than to relapse into that comfortable state of imbecility which belongs to the man who is never ready. Be afraid that you will miss something. Be afraid that you won't get the bargains that are coming, and that when they do come you won't be able to take advantage of them. Be afraid that your sales people have good ideas that you ought to take advantage of, and that they won't tell you about them. Be afraid that you are not treating some of your people quite right and that it would be better to conciliate them a trifle. Be afraid that your customers do not think quite as well of your store appointments as they might. Be afraid that your fixtures, cash system, etc., are not quite as well kept up as they might be, and do not present as attractive an appearance as those of other and rival concerns. Be

afraid that you are not doing your duty as a citizen; that your name does not stand quite as far forward in broad movements as it might; that you are not doing your duty in the advancement of general conditions by bringing your mercantile brothers together in efforts to obtain the best railroad rates, the best freight rates, the best streets, the best light and the best government that your votes and that taxes which you help pay should afford you. Be greedy as to your rights and powers as a merchant, as a man and as a citizen. Always be afraid that you are not ready to do your share.

The man who is properly afraid is always strong, because he prepares himself for difficulties—mercantile and otherwise—which he must encounter. There is never any self-complacency about the aggressive business man. He always looks as if he was in earnest. And he is in earnest. Nothing is escaping him. His mind is concentrated on what he is doing. He studies details and endeavors to be strong. The strong, keen business life is the most productive one that any man could desire to enter. It is strenuous enough for anybody, and it is quite as large a field of battle as the hills of Cuba or the marshes of the Philippines. It takes good nerve, a clear brain, plenty of virtue, lots of self-repression and a good deal of energy in these days to be a good merchant. A man must be strong—strong in truth, strong in purpose and strong in purity of method. He does not need to be particularly strong in cash; he does not need to be tremendously strong in credit, and he does not have to be a big man at the start in order to be a strong man.

The right way for a man to start is to study himself, to know his weak points, analyze his character and determine to guard against every fault that he has, and to utilize to advantage the better side of his business disposition. If he is extravagant, let him determine to deny himself. If he is over-confident, let him cultivate the utmost conservative disposition. If he is over-timorous, let him bolster his courage by the study of the work of others. But always let him keenly and thoroughly study his business, continue to study it, and never feel that he is more than beginning to understand what could be done if he only knew all about it. He should never be afraid of others, and at the same time should never cease to be afraid of them. This is a curious statement, but it is the fact in a nutshell. The merchant always respects his competitors, and never ceases to regard their efforts with watchfulness and with a full determination to overcome and defeat them, not by the slashing of prices or other feeble work that any fool can do, but by the employment of superior brains, greater energy and more ingenuity. In this way he should never fear, yet should always fear—never be afraid to outdo, but always be afraid that they will outdo.—Dry Goods Economist.



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E. A. STOWE, EDITOR.

WEDNESDAY, - - NOVEMBER 7, 1900.

STATE OF MICHIGAN }  
County of Kent } ss.

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. 31, 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 third day of November, 1900.

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

#### CRIMINAL THOUGHTLESSNESS.

When Dorothy Dix rejoiced the other day over the fact that the man who "did not think it was loaded" had found to his cost that thoughtlessness is a crime, there was an active scratching of heads in kingdoms of the world outside the range of the gunbarrel, followed closely by the wonder whether thoughtlessness in other fields would ever receive a merited and too-long-delayed punishment. The thoughtless handling of the firearm ends in murder, but the destruction of another man's time as surely amounts to theft. Day in and day out men and women with good sound common sense, which should of itself tell them better, will "drop in," and stay dropped, keeping their victim from his work when they know, or should know, that every minute they rob him of is just so much money taken boldly and bodily from his income. Let prudence suggest to the visitor after his call is over that his lengthened and needless stay has been an expensive one and there will be heard the old stereotyped reply, "I never once thought of it!" Of course not; but it would be interesting to hear the reply to the suggestion that the caller make up in dollars and cents the worth of the time he has stolen.

John Smith, over here on Something street, recently found himself crowded out of his old quarters into new ones by an enormously increasing business. The time had come when he could afford handsome quarters and he had them. They were comfortable and cosy and the many friends increased prosperity is sure to bring as usual found John one of the best fellows in the world and they were always dropping in to see him. He wondered at it. He had not changed any since yesterday, since this morning, since an hour ago, and yet they were constantly wanting to come and,

worse than that, to stay. It finally occurred to him that his chairs were too easy and too numerous; that the original cost was all that he could afford and that he did not care to pay for them ten times over, even if that amount was stolen from him in time values. Every chair but one was removed from that office and that is not one of the comfortable originals. It is worth its price to sit on it long; but the removal of the easy seats removed the anxiety to see him and to learn the condition of his health. Those men knew better, but they did not care; and it is submitted that something should be done to make such acts criminal and the authors of them amenable to law.

Here is another instance: There is a business carried on—there are several of them all over the city. Their workmen are hired at a certain rate for a certain number of hours' work. They know and their friends know that their time is not their own. From morning until night there is no time to visit, and a break occurs only at a financial loss. Here, too, time is money; gain or loss, according as it is made use of; and yet in these establishments it was no unusual occurrence for friend after friend to come in and visit at the expense of the establishment until the firm was obliged to bar out all callers upon employees during working hours. There was no end of complaints made when the shut-out rule went into operation, but that was far more agreeable to the indignant workmen than a docking of wages for time wasted would be. They were perfectly willing that the robbery should be perpetrated, so long as the employer was the sufferer; but when the loss was shifted upon their shoulders, they found it a different thing. It is a good place for the application of the old law: "Thou shalt not steal"—even time.

The plea of thoughtlessness is good, so far as it goes; but it is as worn out as it is limited. Like the result of the shot-gun there is just as much to deplore as there would be if it had been planned for and it is none the less hard to bear because the theft is the result of friendship. It is time for this sort of stealing to be stopped and he who makes the first test case to bring it within the pale of the law will prove himself a benefactor of mankind, or, at least, that portion of it who are suffering now from the thoughtlessness of acquaintances and friends.

The personal income of the Countess Castellane is only 3,000,000 francs a year, but that is not enough for the requirements of her good for nothing husband. He is an expensive little luxury, this dainty and bellicose Frenchman. Had he not been successful in marriage he would have been obliged to get along on a good deal less than 3,000,000 francs a year, for he belongs to that class of which it is written, "They toil not, neither do they spin; and yet Solomon in all his glory was not arrayed like one of these." The late Jay Gould commenced life as a clerk in a grocery store and amassed a great fortune. Count Castellane should get a clerkship somewhere and try to emulate his late father-in-law's example. That might be too much of a task for him perhaps, because it requires a pretty smart fellow to be a good clerk in a grocery store.

The man at the wheel is not always steering a ship. He may be mending a bicycle tire.

#### MISTAKES IN ROAD MAKING.

It has been said time and again that all the talk about good roads has been gotten up by the bicycle folks and the manufacturers of bicycles. While there is no doubt that these classes are interested in having smooth roads, the farmer has a far greater financial interest in the keeping of good hard roads, for the roads between him and town or the railroad are his means for the transportation of all his sale crops, and over them all the farm supplies that come from outside must be hauled. Not only the character of the road surface, but its grade on the hills is to him a matter of vital importance. In a hilly section there is nothing more common than to see roads laid out and used for generations in a location where the road should never have been, while the proper location was but a few feet away. Numberless instances of this sort can be found in every hilly section, where the rainfall comes in deluges and the clay is so easily washed into gullies. It may not be practicable in all sections at once to have roads with macadamized foundations, but it is always possible to get the best grade for a dirt road. Then, too, a dirt road need not be a soft or muddy road everywhere. A well-constructed earth road, where material at hand is properly used, can be made and maintained if some proper consideration is given to this material.

The writer recently drove over a level stretch of country along the lake shore where the entire roadbed was a deep, drifting sand, and where it was impossible for a horse to pull a light buggy except at a slow walk. Right on each side of this road ditches would have revealed a gravelly clay and sand subsoil which could have been thrown out on the surface of that deep sand, and with that drainage would have at once made a hard and smooth road at small expense. And yet for many years the farmers have been hauling over that bed of sand, where no team can haul half a load, and all simply because they have failed to see that the material for making the road good was all alongside of it waiting for some one with ideas to put it on.

There are sections where the roads are clay and where there are no rocks suitable for macadamizing handy. But are you sure there is no sand or gravel at hand? Do you not know from long experience that the mud from the side ditches will never make a firm road? If the roadbed is properly shaped, not rounded so much to the center that all teams will naturally follow the one central track, but rounded enough to drain the surface and then topped with some more sandy material that will bind with the clay, it is perfectly possible in most sections to materially lessen the labor of the team in hauling over the road. Then if in addition to these measures for mending the dirt road the farmers of the section would all use broad tires on their wagon wheels to avoid a heavy load cutting into the roadbed, there could be a great improvement made in our dirt roads.

The tax on the farmer for bad roads and narrow-tired wagons is the heaviest he has to pay, and both are needless if a little thought is applied to the problem in most sections. The worst part of a road governs the power needed to pull a load over it.

Water is wanted at Cincinnati to float coal barges down the river. For drinking purposes there is plenty of beer.

Now that the outcome of the election is known, the voters and all the people will go on their way as usual, as if the hard-fought battle of yesterday were ancient history. There is nothing more foolish than getting mad about politics, unless it is staying mad. Men must differ on matters of public policy, and it is best for all concerned that they should, but these differences need not be so deep as to disturb friendly relations, and they seldom do. It is every man's bounden duty to make his vote express his convictions, and the minority can be safely depended on to accept the will of the majority and abide by it. The Americans acquiesce in the inevitable very readily. A presidential campaign disseminates a good deal of information and some misinformation, but one good influence is that it directs public attention to public affairs. There is no danger that they will be watched too closely. With all its benefits and pleasures, its annoyances and its interference with business, the campaign comes to an end, and few, if any, would prolong the conclusion if they could.

It is an unusual thing for a church to go into the banking business, but that is what the Mennonite Brethren at McPherson, Kan., propose to do. The bank is to have a capital of \$50,000, is to do a general banking business, and to be run on strictly business principles as a money-making institution. The stock will be subscribed by members of the church. The stockholders will receive a small percentage of the profits, but the greater part of the money earned will go into a missionary fund to be handled by the Mennonite Brethren Missionary Association of North America, a new organization that has just been formed to work in connection with this bank.

The late William L. Wilson had a death almost exactly parallel to that of Robert E. Lee. The two men not only died in the same office, but in the same house, in the same room and in the same bed, and they were buried from the same chapel.

The Chicago Record has ascertained that the average voter does not know the man who is running for the Legislature. And the Milwaukee Sentinel man thinks that in many districts, if the average voter did know the man, the man would not be running.

When a man knows he is great—and others do not know it—he should keep the secret, and not hold a man by a buttonhole on his coat until he has told it.

Engagement cards are tags dudes put on girls they expect to marry to keep other fellows from appropriating them at informal affairs.

A great man who talks continually, without knowing what he says or why he said it, is always having trouble with reporters.

A little brief authority is not much to be clothed with; but some men so costumed feel as if they were wearing royal robes.

Chicago is fond of titled foreigners, and has an Italian count in jail, to show attachment for him.

The game laws will not prevent crow-killing for eating purposes this week.

Partisan politics make a man suspicious, narrow and quarrelsome.



**THE COMMERCIALLY AVAILABLE.**

There is a mortal fear among certain young men lest they may know too much. They are worried because something unpractical is liable to steal in and make them unfit for the life with no nonsense in it which they intend to lead. They give strict attention to the multiplication table. They work long examples in fractions with large denominators for swift and accurate results. They study percentage until every possible condition is transparent as glass. Fact—bare, plain, unadorned fact—is the watchword and the guiding star, and, when the training school has done its best, with an assurance that can not be mistaken, the candidate for commercial honors finds upon application that his best is only a part of the whole. For an insignificant fraction only he is available and he finds to his dismay that the practical even in commercial life means more than the four fundamental rules of arithmetic and their applications.

One of the first ideas to disturb his composure is that while in fact commercial speech is narrowed to the scriptural yea and nay and that "whatsoever is more than these cometh of evil," he learns to his dismay that the trading world lays some claims to the graces of speech and to what it is pleased to call common decency and that a young man who says only yes and no is so lacking in commonest civility as to shut himself from the very class to whose wants and wishes he is supposed to cater. Arithmetic is, indeed, essential, but so is air to life, yet the physical that undertakes to live only on air hardly accomplishes its purpose. A reading course in the essayists and the poets is not down in the curriculum of commercial training and yet there are times, as every practical business man knows, when a knowledge gained by a study of these so-called non-essentials has an incalculable trade value. It is a fact worth knowing and the all round practical tradesman that admits it and tests it will find that business life, to be a real success, must know something more than the mathematical principle behind the multiplication table.

It is too generally believed that the diploma stands for cultivation. At one time it came nearer to it than it does now; but that testimonial only affirms that the bearer has been over the prescribed number of text books and answered fairly well what questions have been asked him on the subject-matter. If business is satisfied with the text books, well and good; but, aside from that, if awkwardness of speech and manner is found in the man behind the diploma, for commercial purposes he is unavailable. Six times seven may be forty-two every time, but after the number is written down his accuracy will not stand for much if his rude speech and ruder manners drive away the trade his learning was supposed to bring in. "Bowing and scraping" are contemptible only as they are insincere and, while a lack of these is not among the criminal offenses, a man with this lack will find that in practical business, to be eminently successful, he must have training enough to know when to speak and how, to be able to get around the sharp corners and angles of life without clumsily getting in his own or other people's way and to do this, too, in addition to his ability to add and subtract without making mistakes.

A word which is getting to be often used in commercial circles in regard to

desirable men is "competent." "It is conceded the applicant can read and write; it is understood that figures are so many playthings; his manners may be those of Chesterfield; but is he the competent man that we need in this commercial house? I need six competent young men now, but where can I find them?" Competent; and when the idea was followed up, that word was found to stand for a liberal education, a thorough knowledge of the business—and that includes details—and the practical ability and experience to take hold where any man should drop his work and to go right on with it without a halt. The trouble here lies in the expectation that a young man can be found to fill the bill. Adam is the only instance where maturity reached its culmination at birth; but the statement shows what is wanted now in commercial life and it shows, too, that a man, to be available, must be competent and that, widen his world as he will and be as well trained as he may, there is no danger of his knowing too much or of his finding unpractical much that he has supposed to be exactly that.

**ALL WOOL.**

The words were fastened to a roll of ingrain carpeting and the goods were placed where they could offer their own inducements to every passerby. A glance showed them to be a yard wide, the pattern was new and unique, the colors were modest and attractive. The only doubt about the goods was removed by the label, and there is every reason to believe that sales were soon made, for the world is on the lookout for that kind of goods and, if it can get them for 50 cents, does not want anything else. The suggestion that it was "only a game of bluff" was promptly refuted by a glance at the sign over the entrance door, so that, to all intents and purposes, on that "All wool" label depended, for the time being, the reputation of that house.

It has been asserted that no fifty cent sale can ruin any establishment; but it has been as strongly declared that it is not a matter of fifty cents, but of commercial existence. Right there on the simple question, "Wool or cotton?" the whole matter rests and the answer, just as simple, is easily found: a thread of the web and the woof—less than an inch of each—will tell the story; the stroke of a friction match, the contact of flame and fiber, and sight and smell render unimpeachable testimony for or against that house. Wool—angels sing; cotton—devils dance, and song and "fantastic toe" foreshadow deserved success or merited ruin. The principle involved in the "all wool and yard wide" still exists at the bottom of things, commercial and noncommercial; and policy, if no higher motive can be appealed to, should induce business to cling to it closely.

It would be a waste of time to argue that too often there is no such close clinging. The customer on one side of the counter, even without his flaming match, finds cotton where wool was said to be, the dealer on the other side knows there will be no sharp calling to account for the detected cheat, and it remains for him and his kind to decide whether they can afford to sell for "all wool" goods that they know are not all wool. True, business can not be expected to stand on both sides of the counter. The game loses its interest when he or his clerk points out a miss-move in the game going on between him and his

customer. Beyond an occasional warning in regard to a threatened queen nothing can be expected from either side of the board, and even that should not be looked for at certain periods of the game. If it be a fact, however, that the game is won by miss-taking a pawn for another piece it will go hard with the good name of the gamester who makes the deception a success. If he is willing to wear laurels of that character he will not be looked upon with envious eyes and he must make up his mind that sooner or later he will find out by actions that speak more plainly than words—nor will words be wanting—that a pawn is a pawn, a rook a rook, a knight a knight, and that he who willfully plays one for the other, and so wins the game, is at heart as great a rascal as he who steals a purse.

In these days, when seeming appears to be as good as being, the man behind the counter sometimes thinks "it's tough times" that he can not enter the lists and have an occasional game of "tit for tat" when the odds are all on his side. If a man wants a filled watch there is no more reason why he shouldn't sell it to him than there is a reason why he should be debarred from furnishing him with filled cheese and bean coffee. There is no reason. Let the watch and the cheese be marked "filled" and the coffee "bean coffee," exactly as the carpeting is marked "all wool," and the trading shall go on unchallenged; but if, tested, the goods are not what they are claimed to be, the finger of prophecy will write "Upharsin" upon the walls of that house and another commercial Nebuchadnezzar shall find his days numbered and finished.

That forestry, intelligently conducted, is profitable has been demonstrated by the experience of the New York State College of Forestry—one of the allied colleges which form Cornell University—with its Adirondack forest preserve. The work during the past summer gives reason to believe that the college forest will be self-supporting for a number of years to come, even if it does not return a small income on the State's investment. The 30,000 acres of timber land which the State turned over to the college two years ago were soft timber. Much hardwood, which had never been marketable in the Adirondacks, remained, and furnished the only chance of making the forest self-supporting. Prof. Bernard E. Fernow succeeded in interesting a manufacturer of staves and wood alcohol, and a plant was erected on Tupper Lake, which is near the preserve. As the hardwood would not float down the streams which drain the forest, a railroad six miles long is being constructed. A use has also been found for the brushwood which abounds throughout the Adirondacks. In the past it has been piled in heaps about the woods and furnished a constant source of forest fires. Prof. Fernow has constructed a machine which cuts the brushwood into fagots and renders it salable to charcoal burners. These fagots can also be used in the manufacture of wood alcohol.

A man is in a bad way when he thinks he is public opinion, and should be respected as such.

The secret of a young man's success may be found in his close attention to business.

Take all men at their face value, and some of them would feel cheap.

**A PARAMOUNT QUESTION.**

It is an astounding fact that the administration of the criminal laws of this country and the depredations of the criminal classes are costing the people more annually than the National Government, expensive as is that establishment. And the worst of it is that the United States stand at the head in this respect.

Eugene Smith, a New York lawyer, made the statement recently, before the congress of the National Prison Association in Cleveland, that crime was costing us about \$600,000,000 a year! It is calculated that of this sum fully one-third, or \$200,000,000, is raised by taxation and employed in the enforcement of the criminal codes and the support of the penal institutions.

Here is something for the people to think about. Crime can be decreased to a natural minimum. Several countries in the Old World have demonstrated that fact. Why continue to allow crime to show abnormal development and conditions in this country when the corrective lies with the public?

Take Michigan, for example. Our penitentiaries are full, our jails are usually full, our criminal dockets are large and our newspaper columns daily recount new crimes. We are spending scores of thousands of dollars annually in this State on our criminal courts and jails that ought to be saved to the people. This burden means higher taxation.

But how can this drain be stopped? By adopting a policy of prompt, rigid and impartial enforcement of the law. The certainty of punishment is the greatest possible check to crime. Let it be thoroughly understood that to violate any law in Michigan means swift, adequate and merciless punishment and there will be little crime in Michigan. Jails will be quickly emptied and remain empty. Court dockets will shrink to insignificant proportions. Criminal costs will be counted in hundreds where they are now counted in thousands and tens of thousands.

Nobody would suffer but the criminal lawyers, the court officers and—the criminals. The people would enjoy lower taxes, the morals of the communities would be improved, life and property would be safer and the State more attractive and progressive.

The courts and the officers of the law are responsible for the failure to put down crime to a minimum. And the people are responsible for the failures of the courts and the officials. The crime conditions in the American states, Michigan prominently among them, are a disgrace to our public sentiment, our civilization and our intelligence.

Edwin Markham, the poet, in a recent lecture, declared that he had been thinking about "the man with the hoe" ten years, and that he spent four years writing the poem about him.—Success.

And, after all, it is not much of a poem. Inspired by the picture of the Angelus, it makes a down-trodden, crushed slave of a man who tills the soil in a way that excites the ridicule of the rich farmers of the West, who say that Schoolmaster Markham, who is not a tiller, must have dreamed it in a wild flight of agricultural imagination. The free man with a hoe, working next to God's free soil, making room for fruit and flowers and golden grain to grow, is a prince on earth, where the plodding pedagogue poet is a blind drudge.



## Dry Goods

### The Dry Goods Market.

Staple Cottons—Brown cottons, heavy sheetings, drills, etc., for export continue to be features of the market, but there are broad hints to the effect that business has been taken at cut prices. This shows for one thing at least that there are some considerable stocks on hand in spots and that the cotton market is a little easier. Coarse colored cottons show no change in activity, sellers and buyers being absolutely unable to agree on a happy medium. In denims particularly, there is frequently a difference of opinion amounting to a cent or a cent and a half.

Prints and Gingham—Specialties in the higher qualities of printed goods, such as lawns and sheer goods for spring, are doing a fairly good business. The new prices for the season have not yet been settled and many of the orders are necessarily placed on memorandum, pending the decision. Whether the sellers will be able to secure the price for them is a question, although they agree that  $5\frac{1}{2}$ c for standard fancies is the correct thing and borne out by the circumstances. The style of the ordering for the present time promises well, and for the future when prices are settled, election is over, and trade settles down to its normal conditions. Both staples and dress styles of gingham are quiet, but, as they are well sold up for the season, they remain firm and steady.

Dress Goods—Events of the past week in connection with the spring dress goods demand have not been at all satisfactory. The accretion of business has been clearly disappointing to the average agent, although some fair orders have been taken on staples and novelty plain weaves. One hears predictions of higher prices in the event of anything like a sizable demand developing after the election. It is pointed out that prices are at a very low level—clearly in the buyers' favor as compared with the wool market—and that in the event of a further advance in the raw material a higher price would be a natural sequence on the manufactured article. The jobber appears to have made up his mind to wait before making further purchases of consequence until he has an opportunity to get a fair idea of the attitude of his customers. The large retailers who buy direct from first hands are holding up their orders until there is a better development in the demand for the heavyweight goods in hand. While everything points strongly to plain fabrics, there is still a good deal of uncertainty in the minds of buyers regarding the fabrics they should buy. The future of the fancy goods end of the market is as obscure as ever.

Knit Goods—Taking it on the whole, the past year has been an unusually prosperous one for the knit goods manufacturers. A large number of men are building knitting mills, and consequently the supply of underwear will be larger than heretofore. It is very doubtful if this is beneficial, either to the manufacturer himself, the jobber, retailer or the consumer. The supply of underwear is fully equal to the demand at the present time. Where is all the additional underwear manufactured by these new mills to go to? If they can not find enough customers at home, they must look to other fields. Therefore, the question comes in, can we successfully compete with foreign underwear manufacturers? As yet, we can not do so in

the majority of lines. The only immediate market where we can successfully export our underwear to is some of the South American countries of a warm climate, who require a lot of cheap underwear. We certainly can not compete with the English and German knit goods of the finer or even medium grades. In our opinion manufacturers should pay more attention to the production of underwear and hosiery of the better quality. It is important that our manufacturers should see to this matter. We believe that if they really determine to do so, Yankee ingenuity will do the rest. It may take time, but manufacturers should look to the future, as, if the supply of underwear will be greater than the demand, they will find that they must send their goods to foreign markets. The danger is not yet here, but if there is a bare possibility, remember the well-known quotation, "In time of peace prepare for war."

Carpets—The present condition of the carpet market is due to several factors which have materially affected the situation all through the season. Last season the demand could not be supplied by the manufacturers, and a large number of them had orders which were carried over, and had to be filled in the beginning of this season. This was due in part to the extremely low prices at which the manufacturers of carpets offered their goods. In fact, they were lower than they should have been while the demand was so large, in order to have opened the way for the higher prices which were asked at the opening of this season. The retailers placed orders far ahead of their actual requirements the previous season, and the manufacturers have found it a very difficult matter to obtain any large amount of orders all through this season. There is every indication of the prices being strictly maintained throughout next season, with a probability of slightly higher prices on some lines, as stocks among the manufacturers are not large at this time. To-day it is difficult to settle on a price for cotton ingrain, owing to the relatively low prices at which C. C. and wool ingrain have sold. Manufacturers of the latter have practically completed their samples, and some have them ready for the buyers' inspection, and while an occasional mill may sell a few goods before Nov. 15, there will not be any price made until that time.

Smyrna Rugs—Some of the largest manufacturers of this class of goods are very busy, running full time and at full capacity, and one large mill will increase its capacity one-fourth in the spring. The holiday season is always active on the smaller size Smyrna rugs, as they make a very useful and acceptable Christmas and New Year's gift, and with this demand is a larger increase in general business in rugs in the fall of the year. Some of the manufacturers report that even now, before election, their customers are anticipating increased business this fall, and are placing orders early, especially with manufacturers selling their own goods direct.

A shoe dealer recently painted the words "Good shoes cheap" on the inside of his show window and then to the wet varnish stuck on all the pure white absorbent cotton that would adhere to it. The varnish was invisible and the cotton was apparently adhering to the window without reason. An electric fan hidden in a corner kept the loose ends of the cotton fibre in constant motion, thereby creating a very novel effect.

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

## 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.

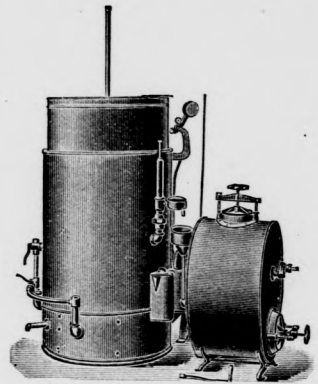
Sells for 50 cents.

Will 'outwear three ordinary mantles and gives more light.

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

## ROCHESTER ACETYLENE GAS MACHINES

\$50 to \$150.



Hotels, Stores, Cottages, Shops and Churches.

Safe and sure.

**FRANK P. CROUCH, Rochester, N. Y.**

Agents wanted.

For Profit at the Old Reliable

**Educate**

Grand Rapids Business University

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

For circulars, etc., address

A. S. Parish, Grand Rapids, Mich.

You ought to sell

**LILY WHITE**

"The flour the best cooks use"

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

Fleeced Goods

in wool cotton and Jersey.

## A Big Line

In Gents', Ladies' and Children's Winter Underwear.

Flat Goods

in wool and cotton.

Also a complete stock of Gents', Ladies' and Children's Wool and Cotton Hosiery. Come in and inspect our line.

**P. Steketee & Sons**

Wholesale Dry Goods Grand Rapids, Mich.

## 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.





## Clothing

### How to Handle the Children's Clothing Department.

The children's clothing department is the nursery in which the young plants are being trained that later on are to be the tall trees out of which the timber that will support the business of the enterprising clothing merchant will be made. By securing the good will of mothers he is securing the good will of all the adults over whom they have any influence—which means the trade of relatives and friends as well as the future trade of their children. Of course, this implies a far-sightedness and to a certain extent an ability to wait for results that many, perhaps most, merchants are either unable or unwilling to display. At any rate, the department store is not embarrassed by any such disinclination. Very much the same line of argument holds good of the boys' and youths' trade. It is of the first importance that a dealer should keep this to himself, because in a few years the boy becomes a youth and the youth a man, when his trade will be hard to get unless he has been held and kept from his boyhood. Clearly, the reasons why the retail clothier should permit no trade in children's or boys' or youths' clothing to go to the custom tailor or to the department store are obvious, and the only question is whether he is debarred from preventing this loss by circumstances beyond his power to change.

Another fact to be taken into consideration is that the trend of fashion at the present time materially favors the dealer when he desires to push his goods for boys and children to the front. People to-day put their boys into masculine garments at a very early age, and in the last two years there has been a decided tendency to more masculine garments for lads. Boys are now put into two-piece suits at the age of eight or nine years, and sometimes earlier, and vestee suits of plain styles are much in demand for lads from six to eight years of age. People do not care for millinery in their small boys' apparel as much as they did, and this change materially favors the dealer who wishes to increase the profit arising from his children's stock. Another fact in regard to boys' and youths' clothing should be noted. The lad from sixteen to nineteen or twenty-one in the majority of cases thinks more about his clothing than at any other period of his life. He as a rule wishes the best that he can afford to buy. His parents recognize this fact and encourage him to be careful about his appearance. In general, too, parents think more about their children's clothing than they do about their own. Consequently no clothier has a right to consider himself up to date unless he takes full account of this fact in making up his youths' stock of garments. He can afford to be conservative in his purchases of goods for the elderly trade that cares for staples mainly, but he should be ready to take some chances to secure exceptionally nobby, well-fitting and fine goods for his youths' trade. Yet it is a question whether 10 per cent. of the clothiers of this country carry in stock more than one style of overcoat for youths. They have made up their minds that this is quite sufficient. Perhaps it is, but things to-day do not point in that direction.

In the light of these facts and in the light of the further fact that any dealers

in clothing are obliged to carry stocks of boys' and children's goods, it is important that clothiers should handle them to the best advantage. This they can best learn to do by studying the methods of men who have made a success of this particular branch of the clothing business. To this end the following ideas are presented. They have in every case been the ideas of men who have made a pronounced success of handling boys' and children's goods. They are, to be sure, general in their nature, but it is impossible to do more than suggest the general lines along which this department should be conducted. It will be noted that in many respects the same methods are to be followed in dealing with children's and boys' trade that are followed in dealing with adults' trade. The clothier can only learn by experience the peculiarities of his own trade and the necessary methods of handling it. Nothing can take the place of personal inspection of first-rate stores, but general suggestions are of value to the man who is just waking up to the importance of making every branch of his business pay for itself.

In making up stocks it is to be remembered that the majority of people buy clothing for wear, not looks, and as children are much harder on their clothes than adults particular care must be paid to the make and quality of these goods. Stout, serviceable clothing should be sought after first and foremost. Customers should be instructed not to fit out a sturdy, romping boy as if he were a delicate, studious child. Salesmen should always take the character of the boy into account in making a sale. Mothers should be directed to clothing that will stand exposure to sun and rain. If they are properly warned regarding the durability of the clothing that they are buying it will save many unreasonable complaints. While the stock should be made up for the most part of staple goods, it is highly desirable for the dealer to carry some elaborate fancy goods. He may not sell them. He probably will not, although every visitor to the store will admire them. They will satisfy people that he carries an assortment of stylish goods and will create respect for his judgment. They will be the best advertisement of the stock that he carries. He can afford to lose some money on them. It will be money well invested for advertising. If people see that a man carries a line of fine goods they are apt to believe that they can get the kind of goods there that they wish in cheaper lines. Especially in opening a children's or boys' department or pushing it to the fore this plan is advisable. And if at the end of the season the suits are sold at a nominal figure, an advertisement is again procured that is of no small value. These fancy suits should be prominently displayed—not tucked away in drawers where people can only see them when they ask for fine goods. —Apparel Gazette.

The aggregate shoe business done by the shoe departments of John Wanamaker's New York and Philadelphia stores is now nearly \$3,000,000. This is the greatest amount of footwear distributed by any single retail organization in America and possibly in the world.

The degree to which farmers have of late years found it profitable to depend on pumps has brought out a variety of makes, which calls for intelligent care on the part of buyers, particularly where a special service is required of it.

## 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.**

## Fur Overcoats

These overcoats sell like hot cakes. Last season they made one of the biggest hits we ever handled. They come in several kinds of fur and will last a lifetime. Not affected by wet weather. Write for prices and information.

**Brown & Sehler**  
Grand Rapids, Mich.

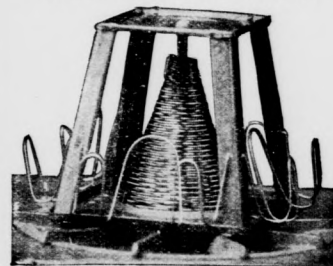
## A TRADE WINNER



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

## JIM'S TOASTER

TOASTS BREAD ON A GAS OR GASOLINE STOVE



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

**HARKINS & WILLIS, Manufacturers**  
ANN ARBOR, MICH.

THE **Keeley Cure**  
Long Distance  
Phone 634.

**GRAND RAPIDS, MICH.**

Alcohol,  
Opium,  
Tobacco,  
Neurasthenia

Drunkennes, 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.

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.**

*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.**

## Shoes and Rubbers

### Shoe Story Which Tells Its Own Moral.

As proof that the foot has in all ages and in all climes and countries been adduced and admitted as evidence in proof or dispr. of a given proposition, witness the earliest recorded case, of the visit of the Hivites to the Israelitish camp and their calling attention to their old "clouted shoes" to establish the length of their journey hitherward. The print of the human foot seen by Robinson Crusoe on the desert island may be mentioned as another instance.

Geologists go further and say that from footprints on the solid rock they can calculate the age of this broad green world and from the same data they can construct long since extinct species of beast, fowl and reptile—beasts with bills, birds with teeth and lizards with wings and other remarkable game.

It is a far cry from the pleisissaurus to a hand sewed welt, so it is probably best to leave geology to its professors and return to a more modern idea of evidence.

The writer recalls a case in a Western court when a man was convicted of breaking and entering on the testimony of six or seven witnesses who measured the tracks leading from the window through which the robber made his escape. They took the length of the tracks by cutting sticks just the length of the tracks. The fact that there was more than half an inch difference in the length of the sticks, and that none of them corresponded with the length of the prisoner's shoes availed him nothing. The evidence of the footprint was mighty and therefore prevailed, with the result that the accused languished in prison for three long years. It may be added that the conviction was just and that the prisoner admitted his crime and told where his plunder was concealed.

Another case within the writer's knowledge was tried in the Province of Quebec some years ago and the guilt of the prisoner was to be established by the identity of the boots worn by the criminal. Between the time of the commission of the crime and the trial the boots in question were half-soled, heeled, well oiled and, so far as possible, changed in appearance, and thereby one who in all probability was actually guilty of murder escaped the penalty of his crime.

It frequently happens that the evidence of the footprints inculpates the wrong party. "The Lawton Tragedy," one of the tales of the "Little Classics" series, is a case of this kind. The wealthy aunt of the prospective bride is murdered immediately after announcing her intention of changing her will to the detriment of the bride elect. The prospective bridegroom's habits and beliefs or disbeliefs being the cause of the murdered lady's change of mind, suspicion fell not unnaturally upon him, and the tracks in the immediate vicinity of the scene of the murder being almost immediately filled with plaster of paris established the fact beyond question that the affianced was on the spot almost at the moment of the murder if not exactly at that time. Still his innocence was subsequently established by the confession of the guilty party.

The wise man in his book of wisdom evolved the idea that "The prudent man foreseeth the evil and hideth himself." So it has been in the case of many who purposed the commission of crime and

fully realized that their tracks might betray them. Possibly might be mentioned under this classification the visitors to Joshua's camp alluded to above, when they brought dry bread in their haversacks and wore old clothes and "clouted shoes" to prove that they lived far, far away. The evidence was good but it proved a lie.

Talleyrand is credited with the epigram, "Language was given to men to enable them to conceal their thoughts." So it may be said that shoes were given us to enable us to conceal our tracks.

As an illustration, an incident recently narrated by a gentleman from the watermelon belt seems to be in point. In this instance the shoe with its customary depravity was able to prevent Truth from prevailing but eventually Justice got in her work. Retribution, however, was based on the erroneous conclusions deduced from the evidence given by the shoes.

The scene is laid in the Southland "befo' de wah," before the watermelon became the article of commerce which it now is. A few were raised here and there as a luxury and the loss of one or two would be detected by the gardener.

In that soft, liquid dialect, impossible of imitation or reproduction, heard only in the southeastern portion of our great republic, the gentleman related his experience something as follows:

My father planted a patch of watermelons and as they came up and put out leaves he tended them carefully, picking off every stray bug that lighted down on them, and watering them when they looked dry, and in every way cherishing them like they were the apple of his eye.

There were two others who watched those melons with greedy eyes—myself and the black boy Sam who dug worms when I wanted to fish, polished my shoes when they were polished at all, and in other ways made a bluff at being useful.

One day the gov'nor saw Sam and me looking at the melon patch. It was just about when the melons were the size of goose eggs and I was figuring how long before they'd be good to eat. I don't know what Sam was fugging on, but what the gov'nor was thinking about was made plain when he said, loud enough so we could hear without the slightest effort, "Now I want everybody to understand that those melons are not to be stolen by anybody. If anyone takes one and I find out who did it I'll give him the damdest hiding he ever got or ever will get, and I don't care whether his hide is black or white."

As only Sam and myself were within sound of his voice we naturally concluded he meant us, and I, at least, made up my mind that I would not be caught whatever might occur to the melons.

At last the melons were in eatable

*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.**

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.**



*V.C. Eng Co.  
Grand Rapids.*

## Children's Shoes

Write for Catalogue.

**Hirth, Krause  
& Co.,**

**Grand Rapids, Mich.**



condition, and one particularly large shiny one I mentally marked for my own. The old gentleman still kept his eye on the patch, counting his melons two or three times a day, but I knew just how to fool him.

One Sunday I knew that Sam had been sent to church by his old mammy, but I further knew he was in swimming in the branch and consequently his shoes were on the back (we wore shoes only Sundays and special occasions) where I could get them dead easy. My folks were at church, so when I thought of the shoes, the melons and the ease of procuring a luscious morsel my mouth watered—yes, sir, my back teeth fairly went afloat just thinking of it. Of course I said "Get thee behind me, Satan," but somehow it wasn't a very forcible command.

Well! The combination of Sam's shoes and the melon was too much for me and the result isn't necessary to enlarge upon. When the gov'nor arrived home from church first thing he did was to go out and look at the patch, and of course he saw the prints of Sam's shoes. They were several sizes larger than I could wear and I had to stuff cotton all around to keep them on my feet. There was no question but the tracks were the tracks of poor Sam. Sam tried to deny it and called on me to prove his innocence but I was adamant. Let justice take its course.

After about half an hour I saw Sam going toward his mammy's hut shrugging up his shoulders at every step so's his shirt wouldn't hurt his shoulders and yelling like a Caramuchee Injun. I was sorry for Sam, but after all it was only one of the many floggings he would receive, so I hardened my heart and let my mind dwell only on the pleasant memory of the melon.

For several days Sam was rather glum and uncompanionable. We were at the age when race, color and condition of servitude had no influence on our democratic companionship, but Sam held aloof, and I, I only, knew why. After a little, however, he began to be very chummy, more so than ever, and I attributed it to the fact that he was convinced of the superiority of the Caucasian and was signifying by his conduct that he would not offend in future. So great was my joy to see him smile that I neglected to observe the eye of the snake which glittered in the same smiling face.

A few days after the loss of the melon which caused Sam so much pain I was awakened by the voice of my father at an unusually early hour, as I was not usually expected to be up until breakfast was ready. I responded to the unwonted call with alacrity and had just landed on the floor when the old gent seized me and demanded to know what in the gehenna I mean by stealing his melons. I tried to speak, but he said: "It's no use denying it. There's prints of your shoes clear across the patch and the best and biggest melon gone and you did it. Don't add to your guilt by trying to lie about it, young man. Wasn't the lesson that nigger got the other day enough to convince you that I meant what I said? Well, I'll give you just the same as I gave him, with one or two in addition because you ought to know better than he what is the natural consequence of transgressing the rules of the game."

Having drawn the curtain over the scene that immediately ensued as having no interest to the public and only painful memories for myself, I will say that I later went out and saw the tracks as the old gent had stated. It must have been Sam. There was no taste of melon on my palate, but how had he accomplished it? His feet were at least three sizes larger than mine. What was the modus operandi?

After sulking a day or two, my philosophy returned and I began to cultivate Sam again and at last got around to the point of asking him how he managed my shoes. He rolled up his eyes until nothing but the whites were visible, grinned so as to show the finest of teeth in the state and finally replied: "Well, Marse Tom, I tell you. Yo' shoes were pow'ful small fo' me, so I

dest nach'lly took my stilts and tied the tops of yo' shoes to the bottoms of the stilts an' I stalked across that million patch like a coon through a cohn field."

That explained the whole situation in a word. The evidence was as complete and as conclusive as in the former case, but it inculcated the wrong boy again.

So we see that although the shoes were the means of convicting the wrongdoer they convicted the innocent in each individual case, although evening up the punishment in the long run, so that the punishment just about met the crime.

The question may not unnaturally arise: "Are shoes always misleading in the conclusions to which they lead?"

The "depravity of inanimate matter" has long been a study among psychologists. Possibly the covering of the human foot is the exemplar of such depravity.

#### Trade in American Timepieces.

From the New York Sun.  
By the census of 1890, there were forty-four clock and watch factories in the United States. Four-fifths of the \$6,000,000 capital invested in clock-making was planted in the State of Connecticut and seven-tenths of the capital invested in watchmaking was in Illinois.

In the fiscal year of 1890-91, clocks and watches to the value of \$2,285,000 were imported into the United States, and the exports of American-made clocks and watches for the same period were \$1,580,000. Americans imported more timepieces than they sold abroad. During the twelve months ending July 1, 1900, according to a recent Treasury bulletin, the imports of clocks and watches had decreased to \$1,750,000, and the export trade was nearly \$2,000,000, the trade for the last month in the fiscal year indicating that our exports were about \$2,400,000 for the calendar year 1900.

Although clocks and watches made in Geneva, Copenhagen, Paris and Birmingham have long enjoyed great celebrity abroad, American manufacturers have been able to build up a profitable market in many countries in which it is necessary to overcome local competition. Last year American clocks and watches to the value of \$620,000 were sold in Great Britain; in Germany, a comparatively new field for such exports, timepieces to the value of \$40,000 were sold. To Canada last year American clocks and watches valued at \$416,000 were sent, to Brazil \$60,000, to Mexico \$30,000, to Argentina \$26,000, and to the West Indies \$23,000. The minor South American States took \$75,000.

The increase in the foreign markets for American made clocks and watches is not due chiefly to sales in the Orient. To Australia last year American clocks and watches to the value of \$200,000 were sent, to Japan \$100,000 worth, to British India \$85,000 worth, to Africa \$60,000, and to Asiatic countries, exclusive of India and Japan, \$60,000. The sale of American clocks and watches in the Philippines was not an item of commerce before last year, when it amounted to \$15,000; and during the first six months of the present year the increase of exportations in these articles to China was from \$16,000 to \$53,000.

American manufacturing facilities for clock and watchmaking are almost unlimited, and through the development and perfection of patents and economies in production, the larger use of aluminum and nickel and the utilization of improved machinery, the price of an ordinary watch or clock has been so cheapened as to increase largely the purchases at home, while the foreign demand for them is growing correspondingly.

As is well known, imported clocks and watches are usually of an expensive sort, whereas those exported from this country are cheap, plain and durable. But for this fact the disparity between imports and exports, reversed since 1890, would appear to be even greater. The American foreign trade is at present larger in clocks than in watches.



## 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, KeyStone, 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



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

The Beacon Falls  
Rubber Shoe Co.

207 and 209 Monroe St.  
Chicago, Ill.

## FAMOUS ATLAS SCHOOL SHOES



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

Write for Sample Dozens.

BRADLEY & METCALF CO., Milwaukee, Wis.

## Window Dressing

Unique and Humorous Methods of Displaying Clothing.

A large clothing store lately had an attraction in its doorway that excited popular curiosity and proved very successful in drawing trade. A trapeze was suspended in front of the doorway of the store and on it was seated a boy dummy. On a chair in the doorway another boy dummy was placed, and a cord ran from the bar of the trapeze to the door frame, from which it passed to the hand of the boy sitting in the doorway. As the trapeze swung to and fro it seemed as if the boy in the chair were swinging the boy on the trapeze. The secret of the arrangement was that from the top of the door frame a cord attached to the cord connected with the trapeze ran down the inside of the door frame to a boy standing on the inside of the store, who pulled the cord and kept the trapeze in motion. The tug of the trapeze made the arm of the dummy in the chair move up and down and apparently pull the trapeze to and fro. This arrangement was a good one, for it set people to wondering how the device was operated. Thus they were either led to enter the store to gratify their curiosity or kept the device in their minds, and with it, of course, a memory of the place where it was seen.

A display of neckwear and collars can be made thus: The background of the window is occupied by a pyramid of collar and cuff boxes. On each step of the pyramid is placed a bunch of collars with their ends turned upward. Imperials are draped from one bunch of collars to the other, so that their bands hang in loops between the bunches of collars, while the broad ends are twisted around so as to hang flat against the collar boxes. The floor of the window is covered by handkerchiefs, folded square, with bunches of collars and cuffs placed upon them with their ends turned upward. A pair of gloves is placed in front of each bunch of collars and a scarf with its ends crossed before each bunch of cuffs. Another scarf in a contrasting color is drawn through the bunch of collars or cuffs and its ends are spread out on either side of the scarf or gloves in front of the bunch of collars or cuffs, as the case may be. The bars above are occupied by bunches of collars and cuffs hung loosely, while scarfs are festooned from one to the other.

For a small window a neat trim may be made by placing three rows of window stands close to each other, those in the rear being higher than those in the front. The broad end of a scarf is then placed on the top of the rear stand and the other end brought over the stand in the middle row and placed on the top of the front stand. Between the stands in the middle row scarfs are placed in the same manner. A bunch of collars or cuffs is then laid on the top of each stand and small ties are placed with their ends hanging over the bunch of collars or cuffs. Single collars are hung over the scarf bands between the stands. A large window can make quite a showing of scarfs and collars by having three or more groups of six stands so arranged at different parts of it.

It will be found that this same idea can be applied with advantage in the trimming of deep interior showcases. A good method of trimming a shallow in-

terior showcase is to place a pile of ties with their ends folded together next to two collars with small ties made up on them. A single shirt with butterfly or batwing ties draped over its front, alternating with bunches of cuffs, three in a pile, with their backs to each other, furnishes another scheme for an interior showcase.

A humorous idea for a window trim can be carried out as follows: The background of the window is occupied by a painted drop representing a country landscape. Through the center of the window a rail fence runs which has about its base all those stones, weeds and little bushes that are usually seen about rail fences in the country. Standing on either side of the fence are placed two dummies. One of them is dressed in the rough garments usually worn by men in the field and the other in a calico dress with a large sunbonnet. The arms of the two dummies are about each other and the face of the man is hidden in the sunbonnet. On the side of the fence toward the spectator are seen several geese posed in natural attitudes, and on the window is a card prominently displayed, which bears the inscription: "Two more of us." If it were desired, several live geese could be introduced into the window and separated from the figures by a wire netting, which would confine them securely. The fence could be built on a raised platform, which could be hidden by a proper disposition of accessories and the foreground could be covered with sand and dirt to represent a country road. Live geese in a window would be an attraction in themselves, but taken in connection with the scene suggested would give rise to no little merriment, as people always enjoy a joke.

Little attention is usually paid by clothiers to providing a proper setting for the display of full dress garments for men. As a usual thing a dummy is dressed up in a full dress suit and placed in a window displaying a line of business or afternoon suits. But, as full dress garb deserves more serious attention at the hands of the man who aspires to get the trade of the young men who have need of proper evening garb, a little expense is justified in providing a proper setting for the display of the full dress suit.

The window can be provided with a false backing, which shall represent the walls of a room with a doorway in the middle center, which is draped with a heavy curtain. The false backing can be made of a framework of wood which is covered with heavy paper, on which any desired pattern of wall paper is pasted. Screws can be driven into the intersections of the framework of the backing to provide a support for a number of pictures and the floor is covered by a heavy rug of some dark, rich coloring. At either side of the window toward the front small tables are placed bearing such bric-a-brac and small articles as might be found in a lady's parlor. On one table lies a pair of gloves and a bouquet. Glass vases containing flowers could also be introduced. Two or three light chairs, preferably of gilded wood, are in the room, and at the rear door stands, facing the front, a lady clothed in full dress with an opera cloak thrown loosely over her shoulders as if she were just read to go out. In the foreground at either side of the center, and slightly facing her, stand two

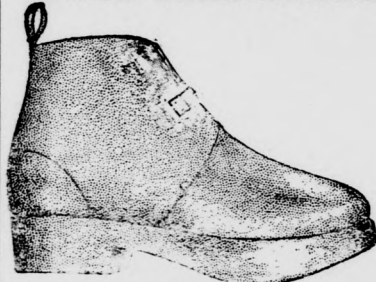
dummies, clothed one in a tuxedo suit and the other in full evening dress, as if they had both just risen to greet her. One or both might be shown in Inverness coats and a crush hat might be placed on a chair near by one.

If the female figure were carefully posed, with her train hidden by the curtain, and the curtain hanging over the doorway were in such colored material as to form a harmonious or contrasting background for her dress, a very pretty picture could be made with the one figure alone. The very novelty of a female figure introduced into a display of men's clothing of this sort would attract attention and would certainly provide a beautiful and appropriate setting in itself for a fine and striking display of men's evening garb. The same idea could be employed for a display of men's afternoon dress, only in this case the female figure would need to be dressed in an appropriate afternoon costume to harmonize with the man's garb.

In working out the details of such a window setting it would be well to secure illustrated magazines containing some pictures of men and women in evening dress. The details could be studied from this, and if care were taken not to spoil the effect by the introduction of too many details, a very effective window trim could be made.—Apparel Gazette.

Shoe stores in Paris sell walking sticks and umbrellas in connection with their regular shoe stocks. Deliveries are made by men on bicycles and this system enables them to be made in a very prompt and satisfactory manner. A customer usually finds his shoes already delivered at home when he returns there.

## WATER PROOF WOOD SOLE SHOES



Price \$1.10 net.  
With iron rails on bottom, \$1.25.  
Oil Grain Uppers. Sizes 6 to 12. Best shoes for Butchers, Brewers, Farmers, Miners, Creamery-men, Tanners, etc. This sole is more serviceable and cheaper than a leather sole where hard service is required.

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

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Organized 1881.  
Detroit, Michigan.

Cash Capital, \$400,000. Net Surplus, \$200,000.  
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Wholesale Dealers

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-----Rubber Boots and Shoes-----

We sell the Best Goods made. Send for Catalogue.

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



## NO CREATIVE FACULTY.

Chinese Possess Only Practical Common Sense.

The Chinese are unscientific. They lack the power of invention. They are without the creative or inventive faculty. They have a certain sort of practical common sense; indeed, they have a large amount of practical sense, which enables them to accomplish all that we are able to do, but in a very primitive fashion.

No science has ever originated and been carried to any degree of perfection in Asia. No great invention was ever made and developed by an Asiatic in Asia. No Asiatic people have ever been noted for being a scientific people. Astronomy, which originated in Asia, was scientifically classified by the Greeks. There is no reason why these statements about the unscientific character of the Asiatics should cause the noses of Europeans and Americans to twitch in derision or pride, for there is another fact equally momentous in favor of the Asiatics, viz., no religion has ever originated and been carried to any degree of perfection outside of Asia.

This unscientific character of the Chinese could be illustrated in many different ways; but let us confine ourselves to the examination of their toys, in which only the most simple scientific principles are used. The Chinese have never gone beyond the stage where they look upon toys as merely playthings for children. Toys, however, are more than this. There is a philosophy underlying the production of toys, as old as the world and as broad as life; a philosophy which, until recent years, has been little studied and cultivated, but which, like its near relations the sciences of cooking and healing, has been driven by the stern teacher, necessity, to a self-development for the good of the race. Playthings are as necessary a constituent of childish needs as food or medicine, and contribute in a like manner to the health and development of the child. They are the tools with which he plies his toy trades; they are the instruments with which he carries on his toy professions; they are the goods he buys and sells in his toy business; the paraphernalia with which he conducts his toy society. Nay, they are more than this: they are the animals which serve him, the associates who entertain him, and his offspring from which comes no posterity.

The Chinese do not know this. They do not know that toys are Nature's first schools; that the child with his toy shovels, spades, and hoes learns his first lessons in agriculture; that with his hammer and nails he gets his first lessons in the various trades; that her mud pies and other confectionery give her her first lessons in the art of preparing food; her toy dinners and play-house teas her first lessons in entertainment; and her dolls her first lessons in the domestic relations and affections. As a consequence we need not hope to find the business of toymaking or the science of child-education in a very advanced state in China. Child's play and toymaking have been scientifically studied and organized into a business in Europe, as is seen in the modern kindergarten and great toy factories and children's book publications. But the toys which are manufactured in these great business establishments in Europe are still made by poor men and women in Oriental homes.

One of the best Chinese toys is the bamboo top. It is made the same, spun

the same, and whistles the same as our tin top. Another, of a similar nature, but double, the two being on the two ends of a carefully turned axle, is called a K'ung Chung, and is spun by two sticks and a string. The string is wound around the axle once, and by jerking one of the sticks the top is made to spin. An old man from whom the writer purchased a dozen or more of the toys was able to spin one in a great variety of ways. Tossing it over or under his foot, or up into the air, he caught it on the string again, and would then put the sticks under his leg, behind his back, and in every conceivable position, making the top not only sing, but howl. That old man had been making those toys thirty years with a knife, saw, and sandpaper or file, but it had never occurred to him that he might invent a machine to do the work, and open a large factory. He made toys in the forenoon and went out to sell them in the afternoon or on market days.

The first toys to attract the attention of the child are rattles. The Chinese have a great variety of them made of wood or tin, gorgeously painted with a watercolor, which is soon transferred from the face of the toy to the face of the child. The second style of toy to attract the attention of the child is the doll or animal. The Chinese have a great variety of this class of toys, all very crude. The nose of the doll is sewed on, its ears pasted on, and its queue stuck into its head, while its eyes and other features are painted on. They know nothing about opening and shutting their eyes, simple as that principle may be, and they have made the same mistake in their clay dolls and animals that is made by the manufacturers of our own rubber goods, viz., the same whistle that makes the dog bark, the cow low, the child cry, and the horse neigh, also makes the hen cackle, the bird whistle, and the cock crow.

They have toy carts, but it has never occurred to them to make a self-propelling cart by a concealed spring, because, forsooth, they can not make the spring. They have music carts which emit sounds, but not music.

They utilize, whether they understand or not, the principle of the expansion of air by heat, and construct toy lanterns with a paper wheel in the top, fastened to cross-bars, on which are hung men and women riding upon animals of all kinds, making a very interesting merry-go-round.

The one toy which comes nearest an indication of inventive power in the Chinese is a set of what they call the fifteen magical blocks. From these fifteen blocks they have invented more than a hundred different pictures, any of which is very difficult to make, even when you have the blocks with the picture as a pattern. It is a toy for children, but proves also to be a puzzle for grown folks.—Isaac T. Headland in Scientific American.

## Completely Stunned.

"And have you tried the plan of greeting your husband with kind words when he comes home late, as I suggested?" asked the elderly friend. "I have," said the youngish lady, "and it works like a charm. He stays home all the time now, trying to figure out what is the matter."

## An Exact Definition.

Little Glen—Papa, what is a convalescent?  
Dr. Tombs—A convalescent, my son, is a patient who is not dead yet.

USE THE CELEBRATED

Sweet Loma

FINE CUT TOBACCO.

NEW SCOTTEN TOBACCO CO. (Against the Trust.)

OLD RELIABLE B.L. CIGAR ALWAYS BEST.

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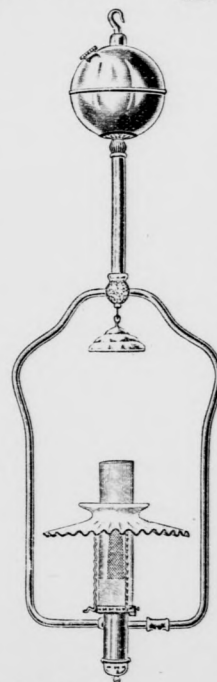
SMOKE STAR GREEN CIGAR BETTER THAN EVER.

## 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 &amp; 134 East Lake St., Chicago, Ill.



## Hardware

### Difficulties of Selling Hardware at a Profit.

This great country of ours is strewn with the wrecks of the cut-rate merchants, as numberless as the sands of the sea shore, merchants of fossilized ideas—has-been merchants—merchants whose ledgers are filled from cover to cover with those relics of the past and curse of the present, viz., the dead-beat.

Could you enquire into the cause of these wrecks of the past, would not every one of them ascribe it to some unforeseen cause—some freak of nature—a too wet season—a too dry season—always placing the blame anywhere and everywhere except the right place—never thinking for one moment that a lack of intellect sufficient to carry on a successful business with its many cares was the cause of failure and that one essential was lacking in that failure of the past (the price-cutter, the one-fourth-off man, the cheap bazaar man), whose bones, as it were, are now bleaching on the outskirts of the busy marts of our great manufacturing and commercial centers of to-day?

No doubt such criticism seems severe, but have we not a right to a true expression of our thoughts after meeting ruinous competition for the past ten years? Are we to take the same course and by handling cheap goods at cut-rate prices dig, as it were, our own graves? Must we, the hardware merchants of this progressive age, degenerate, or are we progressing? Does the action of the times, the improvement of the many lines handled by us, show any improvement over their forerunners of our forefathers' day? I think we can assure ourselves that no nation can show the improvements we are making in every line.

What then is the reason that we are continually dissatisfied (that is, the majority); that we are continually finding fault with our neighbors; that we are ever cutting the price; that we barely exist? Simply because the busy marts of trade to-day are filled with so-called merchants that have a little idle money; that think that every article sold brings one hundred per cent. profit; that have bought of catalogue houses, with their assortment of cheap tinware, glassware, etc., that finding the mercantile path not one of roses, seek to unload this trash, and you, brother merchants, seek to follow by making prices on good staple goods to meet so-called competition. I say don't follow a false idea. Not only are you a loser financially, but the confidence you have already gained is thrown to the wind and once you have lost reputation you have lost the pleasure of doing a straight, legitimate business. Depend on your ability as a salesman to show the many customers the difference between so-called catalogue goods and honest, well-made goods. Have the catalogue handy, show them that no man buys or sells goods any cheaper than you do unless he takes advantage of his customer and palms off an inferior article on him.

First: An essential that is foremost and which every good salesman should possess is a knowledge of human nature. Study well your customer—his whims—his class of goods—his general conversation. Plant in your memory every trait of his that you can. After you have sold him a few times approach him with confidence and in a matter of fact way that will make him feel that you are in-

terested in his welfare as well as your own. Always have a pleasant good morning for him, no matter what his or your trouble may be.

Second: Goods well bought are half sold, but too many goods, no matter how well bought, are loadstones around the neck of the average merchant. With the closeness of margins and the fluctuations of prices we well might practice the old axiom, Eternal vigilance is the price of safety. With the facilities we have to-day there is hardly a location where we can not order to-day and receive the goods to-morrow. Exceptions might be taken in certain lines where we are well aware that an advance is sure to take place. Let so-called cheap competition have all the novelties—the patent rat traps, patent churns, patent apple parers, etc.—keep hammering away at goods that have the call and goods that are reliable.

Be as particular in your buying as you would be if the article under consideration was for your own individual use. Examine every detail, place every part in your mind so you can explain it to customers in a satisfactory way. You can not expect to sell goods if you do not know the merits of the same.

How many of my hardware friends can to-day explain every part of gasoline "Blue Flame Stoves"? Certainly they know enough to start the same and there their knowledge stops, and when your knowledge of an article is lacking the profit is lacking. Points and arguments on the article under discussion are pennies added to the profit side and a showing of familiarity with the article will establish the confidence of the customer. How many of us do not go into details on our line of stoves and ranges, do not talk such points as depth of oven, fire box, height of castings, size of reservoir, etc?

No salesman is a true salesman if he neglects these small details, which in reality are the turning point in many a trade. Be posted on the price of raw material, its advance, decline, etc., the cost of manufacturing, the expense of selling, then buy for cash, take advantage of every discount, remember that the closeness of the times and the smallest of margin will not warrant any long time accounts on your side of the ledger or the other side. Insist on cash payments, not thirty, sixty or ninety days, but spot cash. Don't fall into the old snare of buying too cheap just to go a little lower than a competitor, and then when you are buying a little cheaper in price you are buying a little cheaper in quality.

Talk quality, make quality the basis. Establish your business on quality and you will always have business. Your competitor may talk price with some success, but quality comes first, price after, and you will in the near future hear that old saving ringing in your ear. The last shall be first and first shall be last.

Do not think that because your capital is limited and you have not the finest of fixtures you can not have an up-to-date appearance. Remember "Cleanliness is next to Godliness." Arrange the small shelf goods in the small boxes in a systematic way. Have every box labeled and a sample on every box; don't think that because you know what is in it every one else does. Arrange the tinware according to size, placing the larger ware at the top, the small goods at the bottom. See that they are kept clean. Just because they are made of tin or iron is no reason why

they should never be cleaned and arranged in good manner. People are particular at this day and age of the world. Arrange the floor goods, such as stoves, ranges, etc., without overcrowding. Remember that it is better to have ten stoves properly arranged so that they can be inspected from all sides than to have twenty in a crowded condition and you have to move three or four to show up their good qualities. A good salesman will always insist that he has room to show up the good qualities of any article.

Do not think that because you are in the hardware business and are sometimes called on to black stoves you must always be dirty and that people expect you to be black, to remain black and always be black. Have a contrast. Be "white," not only in a trade, but in personal appearance. If you have a

stove to black make a business of it. Black it and black it well, and then as you have the stove in a presentable condition, make yourself equally presentable.

In summarizing I would say:

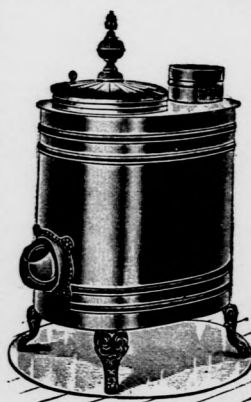
Keep a good, clean store.

Keep a store that is systematic in its arrangements; that has an up-to-date appearance; that shows you are a practical storekeeper.

Buy goods that are good; that you know are good; that will warrant the addition of a good legitimate profit.

Study well every article. Know what you are talking about. Be sure you know it. Don't think so.

Establish the rule "never to misrepresent," and years after the trade you first established will be with you, as you have gained the long-sought-for prize, and which you so richly deserve, the reputation for honesty, uprightness and integrity.—E. S. Fitch in American Artisan.



## Wm. Brummeler & Sons,

Manufacturers and Jobbers of

Tinware,  
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## 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.



SELLING STOVES TWICE.

The Dealer Was Tired of Taking Things Back.

Written for the Tradesman.

I stood at the front end of a city hardware store one morning not long ago, talking with the proprietor, when an antiquated farm wagon, drawn by a pair of lean horses rigged out in harness that was about half rope, backed up to the curb and three men began unloading an apparently new steel range.

"That's a good starter for a day's business," said the merchant, with a grin. "I sold that range only yesterday. I wonder what the trouble can be."

"Perhaps the people out in the country don't now how to run it," I suggested.

"I presume they've been cooking over fireplaces all their lives," said the merchant, in a tone of disgust. "You can never please such people. However, I suppose that I'll be obliged to take the range back, although I'm going to give them a piece of my mind."

By this time the three farmers had the range up to the store door and the door open.

"Where shall we put this machine?" asked the patriarch of the party, evidently the father of the other two.

"Why," replied the merchant, "it's your range. If you want it to participate in all the advantages and gaities of city life, perhaps you would better take it to the high school or the opera house."

The old farmer stood in the door for a moment with his mouth open and then began to tug at the range again. His sons joined in and the rejected article was soon in the store.

"You said we might return it if it didn't give satisfaction," he said, "and there it is. She don't give satisfaction, not by a long shot. Do she, boys?"

The two sons shook their heads and grinned. Probably the father had been bragging on the way to town about what he was going to say to that hardware man and they expected something funny. Anyhow, they grinned and nudged each other, as children at the play sometimes do when the curtain rises on a comedy.

"What seems to be the matter?" asked the merchant.

"Can't make it work."

"It ain't no good."

This from one of the sons.

"Did you do as I told you?" asked the merchant.

"Yep."

"And still it wouldn't work?" asked the merchant, beginning a close examination of the range. "See here," he said, in a moment, "the drafts are all wrong."

"We tried it every way," said the farmer, "and it wouldn't work. It ain't no good."

The farmer backed off with an obstinate look on his face and sat down on the counter. It was plain to see that he had changed his mind regarding the purchase of an expensive range, and didn't want to pay for it. I had a notion in my head that the sharp tongue of an economical wife might have had something to do with the matter.

"But why isn't it any good?" persisted the merchant, not liking the tone of the man. "These ranges are in use all over the city and I hear no complaints."

"That one ain't no good."

"It hain't got the latest attachments," said one of the sons.

"Oh," said the merchant, seeing that the sale was lost and thinking that he might as well relieve his mind, "you wanted one of the new, patented hotel ranges, like they have at the White House? Why didn't you say so? Do you want the second story attachment?"

"Huh?"

"Yes, the second story attachment. It takes the stove up a flight of stairs to your bedroom when you touch a button in the wall, so you can light the fire without getting out of bed on a cold morning."

"Huh?"

"And then there is the Observance of Duty attachment, rigged out at the greatest expense for the purpose of keeping servant girls up to the mark. You touch a red button in the wall of your room and the stove finds its way up the back stairs, seizes the domestic by the hair and pulls her out of bed. It is said to look quite terrible as it gets up on its hind legs to accomplish this latter act. Then there is the great anti-frost attachment."

"I reckon, sons," said the old farmer, slowly, "that we'd better be going home. I got an idee yesterday that this man wasn't quite right in his upper story. I wonder if his new range has got any attachments that cures that?"

"This anti-frost attachment," continued the merchant, "is designed especially for rural life. I understand that it sickens and dies in the city. When the temperature gets anywhere near the frost line in the garden, the range goes out and walks up and down the paths until all is as cozy and warm as you please. In case of fire this range turns on a hose automatically and puts the blaze out before you know it is there."

"I've heard of liars," began the old farmer, "but—"

"We've got a range coming," continued the merchant, "which will wash and pare the potatoes, knead the bread, put the cat out doors and spank the baby. And another which will get up in the night and see what time the husband gets home, offering appropriate remarks by means of one of Edison's latest inventions. Do you think you would like one of those?"

The three farmers were now moving toward the door, with the merchant following on behind, emphasizing his remarks with a long ruler, which he carried in his hand.

"You can get almost anything you want in the range line," he said, "and you can leave the drafts all shut up and it will blaze away like a house afire. I have one that will go out and split a cord of wood if the girl forgets to feed it, but these come high. Not lower than thirty-seven cents. But, you see—"

But the farmers were gone and the merchant sat down on the counter and laughed.

"Those men went away in the belief that I am crazy," he said.

"And I don't wonder at it," was my reply.

"Well," said the merchant, "I had lost the sale anyway and I might as well take it that way as any other. It takes these old farmers who never had a decent thing in their house to demand the impossible in the way of invention. I was just going to tell them about an attachment that read the evening paper and did the thinking for the family when they went out, but I guess they got enough."

And I thought so, too, although the merchant certainly "had a kick coming."

Alfred B. Tozer.

Hardware Price Current

Augurs and Bits			
Snell's.....	60		
Jennings genuine.....	25		
Jennings' Imitation.....	50		
Axes			
First Quality, S. B. Bronze.....	7 00		
First Quality, D. B. Bronze.....	11 50		
First Quality, S. B. S. Steel.....	7 75		
First Quality, D. B. Steel.....	13 00		
Barrows			
Railroad.....	17 00		
Garden.....	32 00		
Bolts			
Stove.....	60		
Carriage, new list.....	70&10		
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.	% in.
BB.....	8 1/4	7 1/4	5 c.
BBB.....	8 3/4	7 3/4	4 1/2 c.
Crowbars			
Cast Steel, per lb.....	6		
Caps			
Ely's 1-10, per m.....	65		
Hick's C. F., per m.....	55		
G. D., per m.....	45		
Musket, per m.....	75		
Chisels			
Socket Firmer.....	65		
Socket Framing.....	65		
Socket Corner.....	65		
Socket Slicks.....	65		
Elbows			
Com. 4 piece, 6 in., per doz.....	net 65		
Corrugated, per doz.....	1 25		
Adjustable.....	40&10		
Expansive Bits			
Clark's small, \$18; large, \$26.....	40		
Ives' 1, \$18; 2, \$24; 3, \$30.....	25		
Files—New List			
New American.....	70&10		
Nicholson's.....	70		
Heller's Horse Rasps.....	70		
Galvanized Iron			
Nos. 16 to 20; 22 and 24; 25 and 26; 27, List 12 13 14 15 16.....	28 17		
Discount, 70.....			
Gauges			
Stanley Rule and Level Co.'s.....	60&10		
Glass			
Single Strength, by box.....	dis 85&20		
Double Strength, by box.....	dis 85&20		
By the Light.....	dis 85&		
Hammers			
Maydole & Co.'s, new list.....	dis 33%		
Verkes & Plumb's.....	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.....	80		
Casters, Bed and Plate.....	50&10&10		
Dampers, American.....	50		
Molasses Gates			
Stebbins' Pattern.....	60&10		
Enterprise, self-measuring.....	30		
Pans			
Fry, Acme.....	60&10&10		
Common, polished.....	70&5		
Patent Planished Iron			
"A" Wood's patent planished, Nos. 24 to 27.....	10 75		
"B" Wood's patent planished, Nos. 25 to 27.....	9 75		
Broken packages 1/4c per pound extra.			
Planes			
Ohio Tool Co.'s, fancy.....	50		
Sciota Bench.....	60		
Sandusky Tool Co.'s, fancy.....	50		
Bench, first quality.....	40		

Nails			
Advance over base, on both Steel and Wire.			
Steel nails, base.....	2 55		
Wire nails, base.....	2 15		
20 to 60 advance.....	Base		
10 to 16 advance.....	5		
8 advance.....	20		
6 advance.....	30		
4 advance.....	40		
3 advance.....	45		
2 advance.....	70		
Fine 3 advance.....	50		
Casing 10 advance.....	15		
Casing 8 advance.....	25		
Casing 6 advance.....	35		
Finish 10 advance.....	25		
Finish 8 advance.....	45		
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			
com. smooth. com.			
Nos. 10 to 14.....	\$3 20		
Nos. 15 to 17.....	3 20		
Nos. 18 to 21.....	3 30		
Nos. 22 to 24.....	3 40		
Nos. 25 to 26.....	3 70		
No. 27.....	3 80		
All Sheets No. 18 and lighter, over 30 inches wide, not less than 2-10 extra.			
Shells—Loaded			
Loaded with Black Powder.....	dis 40		
Loaded with Nitro Powder.....	dis 40&10		
Shot			
Drop.....	1 45		
B B and Buck.....	1 70		
Shovels and Spades			
First Grade, Doz.....	8 00		
Second Grade, Doz.....	7 50		
Solder			
1/2 @ 1/2.....	21		
The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.			
Squares			
Steel and Iron.....	65		
Tin—Melyn Grade			
10x14 IC, Charcoal.....	\$ 8 50		
14x20 IC, Charcoal.....	8 50		
20x14 IX, Charcoal.....	9 75		
Each additional X on this grade, \$1.25.			
Tin—Allaway Grade			
10x14 IC, Charcoal.....	7 00		
14x20 IC, Charcoal.....	7 00		
10x14 IX, Charcoal.....	8 50		
14x20 IX, Charcoal.....	8 50		
Each additional X on this grade, \$1.50.			
Boiler Size Tin Plate			
14x56 IX, for No. 8 Boilers, } per pound..	10		
14x56 IX, for No. 9 Boilers, }			
Traps			
Steel, Game.....	75		
Oneida Community, Newhouse's.....	40&10		
Oneida Community, Hawley & Norton's.....	65&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, Nickle.....	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.

## Village Improvement

Essentials to Be Considered in Embellishing Dooryards.

It is one thing to conceive an idea; it is quite another to carry it out. It is also true that the original conception often needs changing and, among the changes, cluster others at first undreamed of. With the tin cans and other unseemly rubbish removed and with the plans of the accomplished landscape gardener before him, it dawned upon the mind of the man with the grand idea in his heart that here was the work of a thousand brains and that, in order that all of them should work for the common purpose, they should all bend the beauty that was in them, controlled and guided by the acknowledged principles of the beautiful, towards the one purpose to be attained.

Simple decency had suggested the removal of the offensive debris. Science and skill had planned and sketched and then the improvement association, by stereopticon and talk, were shown the conditions at the beginning, the planting and the results of it. To the casual reader it seems that a little of this would go a great ways, but a simple fact is made to sink deeper when astonishingly presented and as strongly driven home and for doing this part of the work at the first, so that repetition would be unnecessary, photographs of the possible at South Park were secured. Miss Gould, from her magnificent estate on the banks of the Hudson, furnished pictures of delightful reality—already the fanciful had crystallized into charming fact; Mr. Olmsted, from his rich experience, furnished as many more; Mr. Egan, whose genius has shared in making Chicago beautiful, listened kindly to the association's request; the grandest country home in all the world at Asheville, N. C., sent views and no foreign country was too far off to be called upon for photographs presenting pictures of its finest landscapes at their best; and this photograph gathering went on until there are 2,500 colored stereopticon slides on landscape gardening among the treasures at South Park.

The eye that has feasted on this sun-painted loveliness, scattered over the earth, is inclined to envy the delight of the workmen as the stereopticon faithfully unfolds those beautiful landscape scenes. How the bright day comes back when the summer sun was flooding the enchanted land of Sleepy Hollow with its golden light. The Hudson was asleep; the little Dutch ivy clad church and, not far off, the bridge over which the headless horseman had chased the terror-stricken Ichabod Crane had painted a fadeless picture upon the memory; the visit at Sunnyside had taken its place in the storied past and then the warm splendor of the afternoon revealed the beautiful country seat of Miss Gould. The stereopticon can not give all the loveliness that comes from a visit to one of the most charming places on the banks of that homestead-planted river; but it can give enough to point its lesson, that the open lawn center is the first fact to be remembered in the planning and laying out of grounds, large or small, with a special view to the most beautiful effect.

"You need a striking illustration to make you remember what I tell you," exclaimed the provoked schoolmaster of the long ago, and promptly supplied the need. Humanity does not change; but, let us be thankful, methods do.

With the first fact fixed and illustrated, the stereopticon was again called in at South Park to take the place of the Solomon-recommended rod. There were views at home and abroad presented. Not one that could emphasize the central idea was overlooked. Lincoln Park was ransacked. New York was called upon to stand and deliver. The beautiful in nature and art on this side of the sea generously responded; nor was Europe forgotten. England is amply represented among those carefully selected views. How the English meadow in all its glory of green grass and blossoming hedge teaches its simple lesson. There are among the pictures castles "old in story." The English oak and the English elm, proud in the strength and beauty of centuries, are there. The rivers and the bushes which border them will now and then be seen, but castle and river and trees and the greenest grass that sunshine sees will declare in language even childhood can understand that the second lesson to be learned in landscape gardening is that planting in masses, in the laying out of grounds, large or small, will be sure to secure the most beautiful effect.

Memory can depend upon no more faithful teacher than contrast. One extreme is sure to suggest the other. The dark calls up the light. The crimson gateway of morning is the instant harbinger of evening's sunset windows and "the straight and narrow way" suggests promptly the wide and winding one. So among the stereopticon pictures there are, probably, village views of one straight street. Straight paths bordered with box stretch from sidewalk to front door. There are dooryards with square flower beds. Evergreens are clipped into angles until they cry out against their own ugliness. One photograph will be sure to tire the eye and the mind with what might have been the loveliest avenue of elms in Europe. It drags its wearisome monotony for three wearisome miles and makes the eye of the beholder doubly glad to rest at last on the splendors of the palace at Versailles. The straight is the rod of empire in that artificial beauty. The trees, left to themselves, would by their arching branches have, in a measure, redeemed the prevailing straight, but the knife and the saw have been set at work and a perpendicular wall of green has been built up on both sides of that famous avenue out of those leaves until, with the tree trunks as pillars, the avenue looks like a cathedral aisle, every foot of it protesting against its violation of natural law and teaching by contrast the third great principle of landscape gardening, that, in planning with a special view to the most beautiful effect, we must "avoid straight lines."

### Worth Remembering.

Some employers are so parsimonious of praise for deserving employees, on the principle that praise will induce an attack of swelled head, requiring a treatment of increased salary, that they starve out ambition in their most faithful helpers. To a young worker who has done good service, who has collected a bad account or suggested an idea valuable to his employer, a word of appreciation is more exhilarating than wine. The memory of it will outweigh many times the discouraging things of life, and will spur and nourish ambition and good work as nothing else can. A kind, appreciative word costs nothing to express, but it pays large dividends in loyalty, devotion and application.

Get into the public eye; and when you get there, stay there.

# 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.



The Latest Cash Register Marvel: Six drawers, six counters and a grand total counter.

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.



### A Modern Instance in a Suburban Neighborhood.

One of the main roads radiating from Grand Rapids threads a gem of a village some dozen miles away. The woods were cleared years ago and for a long time the only stumps that have tormented the town are three storekeepers. The taproot runs so straight down in each instance and so far down that nothing can be done to pull them up by any known method or implement. Like all stumps, they are not only dead but rotting. A fire has for a long time promised the best and the earliest results, but for obvious reasons that has not been resorted to by the long suffering public. The village is one of the healthiest in the State and no lungs there are sounder than those that supply these vigorous men of a long-lived race with the abundant oxygen they are making the most of. The village finally settled hopelessly down to the philosophical fact that what can't be cured must be endured, when a new element appeared upon the scene in the shape of a young Apollo, so far as his physique is concerned, who fairly jarred the village off its pins by announcing his determination to open a general country store there.

Talk about honest, simple-hearted country people! There wasn't one of them who wasn't tickled almost to death with the joy that cheered him; but not a bit of encouragement did the young man receive from a single gray head among them. "The town isn't large and three experienced storekeepers to contend against will make it up-hill work and steep at that. You won't find 'em ready nor willing to divide up with you; but you're young"—he is twenty-three—"and your wife'll take with the

women folks and may be you can get along until one or more of the three peters out and then you can hope to live."

It happened, however, that the young man had a mind of his own and was able to use it on occasion. He went to the village and looked around. He found opportunity to spend a little time in all the trading establishments of the place. He looked the people over and noticed how the school children were dressed. He stayed over Sunday and went to church. Then he was seen driving once or twice through the country round about with his wife, who is prettier than he is handsome; and, last of all, he secured a location and opened a store. The stock wasn't large, but it was choice and, what the villagers had not seen in years, new. It seemed so good to be able to get something worth carrying home at their own store that they indulged the new sensation again and again. The young tradesman understood his business, sold close and bought closer and so by turning his small capital again and again he gradually has enlarged his foothold and is evidently going to stay.

He has one powerful ally—his fiddle; and it looks much as if, like the fabled Apollo, he is going to fiddle the stumps out of the ground and out of the village. Not an occasion comes in the village life which is not brightened by its stirring strains and not a day passes which does not bring to the store some new customer which the fiddle has brought over. His wife is behind the counter to help him and it is fair to infer that some of the new customers come to trade with her. She keeps the store clean. Apollo makes a vigorous use of the broom six days in the week and

mops the sixth day; and it's actually worth one's while to go in there "of a morning," and see her with a white apron on and a cap with a blue ribbon on it somewhere dusting everything there is in the store. The way she does up things is a study—it is done so deftly and swiftly. There isn't a man even in the whole village who doesn't like to carry a package she has done up!

The stumps? The leaves and the briars are helping the weeds all they can to cover up the offensive decay. Now and then an old settler out of pity goes in and buys something; but for some reason or other "trade is dropping off." One would suppose that, with that example of commercial activity throwing the village into breezy commotion, every stump would take to raising checkerberry leaves if it could do nothing else; but there they are with goods on hand that have not been moved since the day they "opened up" and there they will probably remain until Apollo buys them out and sells the goods at auction, preliminary to a snaking out of the stumps and putting up a store that will reflect the new growth of the community.

### How They Differ.

A woman writer says: "Man is a creature of cast-iron habits; woman adapts herself to circumstances. This is the foundation of the moral difference between them. A man does not attempt to drive a nail unless he has a hammer; a woman does not hesitate to utilize any thing, from the heel of a boot to the back of a brush. A man considers a corkscrew absolutely necessary to open a bottle; a woman attempts to extract the cork with the scissors. If she does not readily succeed, she pushes the cork into the bottle."

### Judges an Article's Worth By the Price.

Wm. E. Curtis in Chicago Record.

Among the advertisements in a street car at Omaha not long ago I saw this legend: "A man will pay \$1 for a 50 cent article he wants; a woman will pay 98 cents for a 50 cent article she does not want."

When I repeated this to an experienced department store merchant the other evening, he smiled and said: "I suppose you think that indicates superior judgment and self-control on the part of the man, but I can tell you from long experience that women are better shoppers than men every time and that men are attracted by odd prices much quicker than women. For example, just before I left home the clerk in charge of our gentlemen's furnishing goods department called my attention to a lot of ties we had been offering for 25 cents each and said they were 'no go.' He suggested that we mark them down to 15 cents. I told him for a flyer to offer them three for \$1. He did so and we sold every one of them the next week. I suppose people thought they were 50 cent goods marked down. If we had offered them for 15 or 20 cents they would not have sold, but when a customer thinks he can get three articles cheaper than he can get one he will take the three. He imagines he has struck a bargain. We had some negligee shirts that had been selling for \$1.25 all summer, but there was no longer any demand for them. We put them in a show window and offered two for \$2.50. They went like hot cakes. People supposed they were \$1.50 or \$1.75 shirts marked down. After that experience nobody can tell me that men are not caught by odd prices just like women."

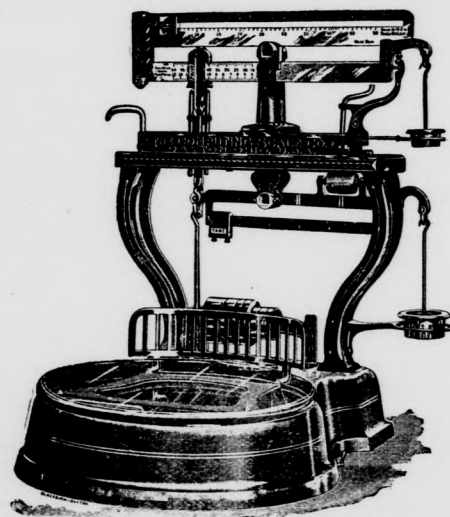
### It All Depended.

Sunday School Teacher—Tommy, if a boy slapped you on one cheek what should you do?

Tommy—How big a boy?

Sunday School Teacher (amused)—About your size.

Tommy—I'd swing on him.



For nine years we have been putting our Scales on the market and every year costly improvements and valuable patents have been added.

To-day we have the finest scale ever offered in the world. The "New Majestic" shown in the accompanying illustration is the world beater. Send for prices and full particulars regarding this new scale. Our scales are sold on easy monthly payments.

THE COMPUTING SCALE COMPANY, DAYTON, OHIO

## Woman's World

### Arousing Social Aspirations Which Cannot Be Gratified.

There was something grotesquely pathetic in the accounts given in the papers last week of a young man in a neighboring city who committed suicide because he could not get into fashionable society. His was the not uncommon tragedy of the champagne taste and the beer income, of one forced to wear the hand-me-downs of the ready-made clothing store, when his soul hankered for fine raiment from London tailors; of one doomed to partake of the humble apple pie at the quick-lunch counter, while he yearned for banquets at swell restaurants; of one condemned to forever hang onto a strap in the plebeian street car, while he fain would have had his liveried flunkies announce "Me lud, the kerridge waits."

We are accustomed to sneer at the social tuft hunters who spend the best efforts of their lives trying to get to know the people who don't want to know them and who wear themselves to skin and bone attempting to keep up with the procession of the rich, in which they can never hope to march with the leaders, but only to tag along in the rear, so far behind they can only catch an occasional glimpse of the illuminations and an echo of the band; but the tragedy and the comedy of existence walk always hand in hand, and if the social struggler is a ridiculous figure it is a pitiful one as well. Its sacrifices are so cruel, its strivings so hopeless, its disappointments so bitter, its rewards so few.

In one of Mrs. Burton Harrison's clever stories of American life, she describes a woman who deliberately sacrifices her beautiful young daughter to a foreign-titled roue in order to gratify her own ambition to walk under the awnings before the door of the smart set, and in a lesser way we see the same thing happen about us every day. We all know young men who live on their poor, old, hard-working, boarding-house-keeping mother, and who spend the money they ought to be helping her with in sending American beauty roses and candy to Miss Upperten and in paying their dues in the swell clubs that it is a crime for them to belong to. We know women who starve in the kitchen to give pink teas in the parlor; who never have a comfortable flannel petticoat in order that they may buy a décolleté gown; whose whole lives are one frantic, exhausting, nerve-wrecking struggle to hang on to every rich and influential person who is unfortunate enough to meet them. Yet these men and women consider themselves amply rewarded for their sacrifices if they can get an occasional fill-in invitation to dinner, sent to them at the last moment, as one might toss a bone to a dog, or are permitted to exhibit themselves in the back of Mrs. Sweldom's opera box on an off night.

There is apparently nothing else in heaven or on earth that has such power to dazzle people's eyes and rob them of their last vestige of common sense as the society that spells itself with a big S. It is the Moloch before whose altar many a young clerk offers up his honesty, many a man his self-respect, many a young girl her heart, and where are immolated the peace and happiness and prosperity of ten thousand homes. If this sacred circle we call the smart set were made up of the elect, if it were

composed of people who dazzled by their wit, who charmed by the grace and sympathy of their manners, who fascinated by the intense interest of their conversation and enthralled by their beauty, one could understand the mad desire and ambition of so many people to get into it by hook or crook, invited or uninvited. Nobody pretends that this is the case. On the contrary, we know perfectly well that fashionable society is mostly composed of bores and the bored, of people with more cents than sense, who have so much money they feel they don't need to have any manners, and whose conversation wearies each other so much that when they want to enjoy themselves they send out and hire somebody to come and entertain them. Any human being whose greatest ambition is to break into this aggregation of self-satisfied and over-fed mediocrity and whose highest aspiration is to read his name in the society column of the daily papers is a spectacle for derision and for tears.

Poor and unworthy as such an object is for the be-all and end-all of life, there is often a side to the social struggler's

desire to rise that is neither sordid nor vulgar. Sometimes it is the passionate longing for companionship, for communion with souls that think the same thoughts and speak the same language. Unfortunately the growing mind sometimes outgrows old friends and old companionships, just as the growing body outgrows the garments of childhood. But it takes the courage of desperation to break away from these old associations, and every man and woman who does it is in a way a martyr. They are bound to be cruelly misjudged. They are accused of being "stuck up," of running after great people, of being snobs, and they can not defend themselves. They can not say, "The people who interested me once interest me no more. The little tittle-tattle gossip I once found so absorbing fills me now with deadly weariness. I want to talk of the world's great happenings, not what Mrs. Smith bought at the market this morning. I want to hear of books, art, music, from those who feel these things as I do, and as you, good and kind and dear as you are, never can feel them." The old friends never un-

derstand this. Unhappily, the new acquaintances often fail to comprehend it, too, and many and many a lonely man and woman must have felt that it would have been happier for them if they had never aspired to anything better and higher, if they could still content themselves with the association of those whose whole horizon is bounded by the gossip of the neighborhood and the politics of the corner store.

This view of the subject must often present itself to us, and never so poignantly as when we look across the sea of faces in one of our public schools. Then, through all the surging pride in our great national institution there must creep a dull wonder of for how many of these young people we are preparing a tragedy instead of a blessing. This is peculiarly true of the girls, not only because the world offers women so many less opportunities than it does men, but because girls are so much quicker to assimilate intangible influences than boys are. Women are like chameleons, and can change in the twinkling of an eye to the color of their surroundings. A girl will pick up style and manner while

# The President of the United States of America,

To

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

GREETING:

**Whereas**, it has been represented to us in our Circuit Court of the United States for the District of

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

## ENOCH MORGAN'S SONS COMPANY,

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

**Now, Therefore**, we do strictly command and perpetually enjoin you, the said HENRY

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

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

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

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

[SEAL]

ROWLAND COX,  
Complainant's Solicitor.

[SIGNED]

S. D. OLIPHANT,  
Clerk



you wait. She acquires a knowledge of how to dress by intuition. She absorbs at least the imitation of culture as a sponge does water, and just because she is so quick to get the best of our system of education she is so inevitably the victim of its worst.

Take the girl, for instance, and her name is legion, who comes from a poor and squalid home and is the child of utterly uneducated parents. What of her when she goes back to the life to which she was born and for which her education has done its best to unfit her? In the democracy of the classroom she has associated on terms of perfect equality with girls belonging to the highest rank of society, and who will cut her dead, or barely and patronizingly recognize her existence, the moment the school door closes upon them. She has been cultured, refined, taught tastes that she has no way to gratify, and that become a cross on which she is daily crucified.

The woman who doesn't know the difference can be just as happy going down the street in a Mother Hubbard as she would be in a Redfern tailor-made; the girl who can't tell ragtime from Beethoven enjoys the hand organ on the corner grinding out "Mah Tiger Lily" just as much as she would a symphony orchestra; she whose own grammar is unpruned and luxuriant isn't going to shudder at every lapse from Lindley Murray the young man who comes courting her makes. Once teach her the exquisite discriminating taste to feel the beauty of music and art; to realize the horror of sordid surroundings and inappropriate dress; raise her above her family and put her out of touch and sympathy with them, and you have opened up every avenue of misery to her. Women are not often given to the cowardice of suicide or else we should have the tragedy of the young man who killed himself because he couldn't get into refined and cultured society repeated every day of the year.

One would not deny to any fellow-creature the opportunity of higher knowledge and a broader outlook, but we can not shut our eyes to the unconscious cruelty of arousing social aspirations which can not be gratified. It may be the best for the future of the nation. Unrest and dissatisfaction with your lot has in it somewhere the germ of progress, but it does not make for the happiness of the individual. The woman with social aspirations, whether she be the poor book-keeper's wife who hankers after the smart set or the working girl who would rather starve clerking in a store because she thinks it genteel than cook in somebody's kitchen, is a source of torment to herself and misery to everybody who knows her. Sometimes it does seem that there would be a great and exceeding peacefulness if we could only be a little less progressive and more willing to stay in that station of life in which it has pleased God to place us.

Dorothy Dix.

#### Putting Love on a Practical Basis.

It must have occurred, times out of number, to every thoughtful person that there is no other serious thing in life so lightly undertaken as marriage. If a man or woman were going to buy a horse they would enquire into its pedigree and satisfy themselves that it had neither physical infirmities nor a vicious temper. Yet a girl will marry a man of whose family she knows nothing, a man will burden himself with a delicate wife who develops into an invalid

on his hands, and in half the divorces incompatibility of temper is one of the main issues.

If a man or woman were going to purchase a house they would hire a trained expert to look into its title, and no matter how much they admired it or how greatly they fancied it, they would not buy it unless they could get a clear deed. Yet when it comes to marrying nobody thinks it worth while to investigate the past career of the contracting parties, and the world is full of tragedies caused by illegal marriages into which a pure young girl or an honest man has been inveigled by some adventurer. Nobody who contemplated investing his entire fortune in a business venture in a distant city would be fool enough to take the matter entirely on trust. He would go there and look over the ground and examine the prospect in every possible way. Yet we have the amazing spectacle of people who get married after an hour's acquaintance on the cars.

One might think that, instead of being a contract for life and one that can never be broken without sorrow and shame and disgrace, it was something as trivial as a matinee engagement, where one could get up and walk out at any moment, if one wearied of the play. Of course, we excuse this folly by saying that they were in love, as if love were a state of irresponsibility that precluded the use of sound judgment. One might indeed overlook an ignorant girl's lack of caution in such matters, but why any father will permit his daughter to marry a man into whose character and antecedents he does not even trouble to enquire must forever remain one of the mysteries of life.

Perhaps it is because girls are beginning to realize that if their parents won't look out for them they must look out for themselves that a certain club in Chicago owes its origin. It is a protective alliance, whose members are popular society girls, and when a young man shows symptoms of getting serious his name is submitted to the club, who promptly organize themselves into an investigating committee and put his manners and morals and mental traits through a series of measurements that makes the Bertillon system of physical measurement of criminals look like 30 cents. Woe to him who gets intoxicated, who has a penchant for poker, who has flirtatious tendencies, who is reported to be in debt to his landlady, who comes and burns out a girl's papa's gas and never makes it good.

In order that the applicant for information shall know upon what judgment the vote was cast the member black balling a young man has a typewritten slip on which are the causes which led to her action. The statement is not signed, but sets forth the fact, "Drinks and swears," "Got engaged to two girls at the same time last summer," "Has divorced wife in New York," "Bets on the races," or whatever the objection is. These explanations are enclosed and mailed to the anxious enquirer, who is then at liberty to use her own judgment in the matter. She may refuse to be warned, but she at least knows what she is doing, and even that is a decided advance over the way many girls rush into matrimony.

Cora Stowell.

#### Snored at Home.

Country Minister—I missed you from your accustomed place last Sabbath, Mr. Smith. I hope you were not sick. Mr. Smith—Oh, no! I merely took my nap at home.

## 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
1/4 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
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#### FRUIT JARS

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

#### LAMP BURNERS

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

#### LAMP CHIMNEYS—Seconds

No. 0 Sun.	1 50
No. 1 Sun.	1 65
No. 2 Sun.	2 36

#### Common

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

#### First Quality

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

#### XXX Flint

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

#### CHIMNEYS—Pearl Top

No. 1 Sun, wrapped and labeled.	4 00
No. 2 Sun, wrapped and labeled.	5 00
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
3 gal. Home Rule.	9 95
5 gal. Home Rule.	11 28
5 gal. Pirate King.	9 50

#### LANTERNS

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

#### LANTERN GLOBES

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

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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.

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Importer and Jobber of Polished Plate, Window and Ornamental

# Glass

Paint, Oil, White Lead, Varnishes and Brushes

GRAND RAPIDS, MICH.

L. BUTLER,  
Resident Manager.



## A SOLID OAK PARLOR TABLE

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

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

#### 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.

#### 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.



## Fruits and Produce.

### Growth of Grape Growing in the Lawton District.

Lawton, Oct. 28—Wilting grapes prior to shipment is now being discussed in the big grape region of Michigan. In view of the fact that this has been one of the most prosperous grape years in the history of the industry in this section of the State the subject is extremely interesting.

T. R. Smith, manager of the Southern Michigan Fruit Association, says that the wilting of grapes is the only improvement which can be suggested at this time. It is claimed that if the bunches are allowed to lie in the basket from twenty-four to forty-eight hours after picking they will sufficiently to permit long-distance shipping and the process will not impair the quality of the grape. It is claimed that by this process a greater number of baskets may be loaded in a car. At present refrigerator cars are limited to 3,000 baskets, 8 pounds to the basket. This would make the tonnage of a car about twelve tons, while the capacity of a car is about twenty-five tons.

From this station, which has become one of the most important grape-shipping points in the West, 500 cars were shipped this season which has just closed. Mr. Smith says there has been two-thirds of a crop, but the fruit has been unusually fine. The berry has been much larger and the flavor has never been excelled. The shipment from this station represents more than 3,000 acres and the acreage is being constantly increased. Of the vast quantity of grapes sent away 5 per cent. were fancy qualities, the remainder being all of the famous Concord variety. Besides the shipment of 500 cars made by the Association, Julius Desenberg, a local handler, has been shipping on an average 1,000 baskets a day. The market for the Michigan grape seems to be in the great Northwest and many Southern points. They go to North and South Dakota, as far West as Denver, all through Minnesota and are sent in carloads to Memphis and Little Rock, besides the quantity which is disposed of in Chicago. A large proportion of the product is sold outright in the packing house for cash and the grower gets the money when he delivers the fruit. Comparatively few grapes are consigned to commission houses. There was a time during the present season when the price got very low. This was during a hot spell, and they went down to 7 cents. But since the cooler weather set in, the price rose until nearly twice that amount has been realized. The Michigan growers claim that they are now producing a finer grape berry than is grown in either Ohio or New York.

Mr. Smith says that there is a wonderful opportunity in this section for the investment of capital in wine presses. He says twenty pounds of grapes will produce one gallon of wine—pure juice—worth from 35 to 40 cents a gallon. One acre of land will produce four tons of grapes; some land has produced seven tons.

Some idea of the volume of business transacted here this summer may be had when it is stated that the Michigan Central road sent to this section several of its heaviest locomotives to handle the share of business given it. This included the peach and other fruit business. This road frequently went out of South Haven with a train of eighteen cars all loaded with fruit. The Central not only reaches this point with its main line, but has a branch from Kalamazoo to South Haven.

The little line known as the South Haven & Eastern, which cuts through the heart of the fruit region, fairly covered itself with glory. This line is about thirty-seven miles long, but on one day the road handled forty-seven cars of different kinds of fruit. This is more than a car to each mile of its length. Besides all these shipments the Pere Marquette ran fast trains through the entire season and handled an immense amount of the products of the fertile region.

John Ihling, of Lake Cora, one of the most experienced grape growers in this territory, says that land for grape growing purposes is steadily increasing in price. The other day a forty-acre tract sold for \$4,000 cash, or at the rate of \$100 an acre. Most of the sales have been made to Chicago people who have come out here to engage in the business. Mr. Ihling has a farm of 200 acres and he is preparing to set out more of it in grapes. The station of Lake Cora this season shipped thirty cars of grapes alone, not to say anything of the large quantity of other fruit. Within the Lawton district, 1,000 acres were set out last spring.

R. T. Pierce, the package manufacturer of South Haven, tells of the prosperous season experienced by that port this year. The business was mostly in peaches, of which the shipments reached 100,000 baskets a night. The boats took out cargoes of from 15,000 to 30,000 baskets. The Michigan Central took away over 300 cars and the South Haven & Eastern brought to this port alone an average of three to five cars a day. The prices ranged good and as a result of the business of the season the banks of South Haven filled their vaults with the deposits of individual growers. It is said here that a large number of trees have been sold here this fall, the estimate being 500,000 trees by three nursery firms.

### What's in a Name?

Although the present fashion of christening children with family surnames is much to be commended for many reasons, it carries with it some awful possibilities unknown in the days of Mary Ann's and John Henry's. A glance at the following list, each name of which is genuine, will illustrate sufficiently well the possibilities of nomenclature resting with parents in their choice of names for the men and women of tomorrow:

Edna Broker Mothershead.  
Marian English Earle.  
Sawyer Turner Somersset.  
Will W. Upp.  
Nealon Pray Daily.  
Benton Killin Savage.  
Owen Taylor Money.  
Ima Little Lamb.  
Broker Husbands Hart.  
R. U. Phelan-Goode.  
Marie A. Bachelor.  
May Tyus Upp.  
I. Betty Sawyer.  
Mabel Eve Story.  
Will Waltz Wither.  
Waring Green Cotes.  
Iva Winchester Rifle.  
Etta Lotta Hammond-Degges.  
Barber Cutting Mann.  
Weir Sick O'Bryan.  
Makin Loud Noyes.  
Hurd Copp Cumming.  
Rodenor Pullman Karr.  
Doody Spies Sourwine.  
Knott Worth Reading.

### Avoid the Ruts.

One of the misfortunes that befall a business man, either socially or financially, is to become a victim of rut. No progress or success of any great extent will be made by a man that falls into the stereotyped way of thinking, for he closes the door of business and information against himself, and will not open his eyes to see his horizon of little self-serving that bounds the world to him, and to think of getting out of the rut would be total ruin in a short time, from his view. All new ideas and phrases are classed as mere heresy, and all inventions and discoveries he shuns as unworthy of adoption and belief, because they do not in every respect agree with his narrow ideas. In this shell, so to speak, he feels secure and has no desire to jeopardize his preconceived notions or modify his opinions, however erroneous. It is wonderful how ignorant a man can become when he once reaches the conclusion that all wisdom is centered in himself. Such is the fate of many a business man that falls in business.

The man who takes pain and takes exercise takes little medicine.

## GRASS SEED, PRODUCE, FRUIT, ETC.

## POULTRY, EGGS, ETC.

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

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

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

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

WHOLESALE DEALERS IN

### BUTTER, EGGS AND POULTRY,

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

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

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.

## 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.



## The New York Market

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

New York, Nov. 3.—The markets are quiet. Trading is rather light. Buyers are staying at home to vote and altogether the situation is practically one calling for little comment.

Coffee is quieter than last week, as receipts at Rio and Santos have continued large, and values have shown some decline. Rio No. 7 closes at 8 3/4c. The stock of Brazil in store and afloat aggregates 1,225,999 bags, against 1,234,280 bags at the same time last year. Mild grades continue to move slowly and it would seem that neither sellers nor buyers care to do business. Stocks are light, but sufficient to meet the requirements. East India coffees are quiet and without change.

The volume of the sugar business has shrunk to the smallest possible dimensions, apparently, the orders coming to hand being for the smallest possible amounts which will answer to do business with. There is a lack of confidence in the situation and lower rates would create no surprise.

Tea stocks are light, but buyers are not disposed to make purchases much ahead of current wants, stating plainly that they are waiting to see which way the election will go. The general situation is a rather confident one and holders seem to think that by the end of the year we shall see decided improvement. Prices are practically without change.

Rice is steady at lately prevailing rates, with very little actual business taking place. Something better farther on is confidently expected, but just now the entire market seems to be resting on its oars. Prime to choice Southern, 5 1/2@5 3/4c.

Pepper is stronger, with Singapore black showing a tendency to higher quotations—13 1/2@13 3/4c. All other lines are very quiet and, while colder weather might improve matters, the present seems to have very little of interest.

While molasses orders are mostly of small size, they are numerous and the market is in a fairly satisfactory condition. Prices are well maintained and dealers seem to be content. The weather is most unseasonably warm, and were it otherwise a much larger volume of business might confidently be looked for. Syrups are quiet. Refiners show no anxiety to part with stocks and buyers no anxiety to buy ahead. Prices are quite firm and everybody is waiting.

Dulness characterizes the entire canned goods market. Holders are confident, however, and will make no concessions—unless they have to. Corn is about the weakest article on the list. California fruits are doing fairly well and quotations are well sustained. Salmon is scarce and commanding full figures. Apples are in such good demand in the fresh state that canners are having a rather hard time to purchase and put in cans the fruit so it will prove profitable. Tomatoes are in small request and the range is from 8 1/2c to \$1 or more for fancy goods. Baltimore reports a pretty fair trade in tomatoes and holders are confident as to the future.

Lemons are dull and sell from \$1.65 up, as to size, extra fancy 300s fetching as high as \$4 in some instances. Oranges are selling at high figures and the only kind offered are Valencia. Choice, per box, \$3.75@4. Bananas are steady and within a range for firsts, per bunch, of \$1@1.30.

Dried fruits are dull and uninteresting. Currants, which were so "interesting" a fortnight ago, seem to have retired, and the demand is very slight, although quotations are still about as they were a month ago.

The butter market is firm and, as arrivals are hardly ahead of requirements, the situation rather favors the seller. For best Western creamery 22 1/2c seems to be about the top price and thirds to firsts, 17@22c; imitation creamery, 14 1/2@15 1/2c; factory, 14 1/2@16c, latter for fancy June make.

Little is doing in cheese. Prices, however, are steady and for full cream

large size, 10 3/4c is about the prevailing rate. Exporters are doing very little.

Western eggs range from 16 1/2@20c. For desirable stock there is good demand, but for grades that are off the prices rapidly sink. The weather is too warm for stock to keep well.

Bean supplies appear to be ample and the outlook is for lower rates. Choice marrows, \$2.45@2.47 1/2; pea, \$2.05@2.07 1/2.

During October, 238,000 bunches of bananas were received here, against 283,000 bunches up to the same time last year.

Stocks of prunes are reported light in hands of retailers and it is possible that it would be well to carry fair stocks just at this time.

New Grenoble walnuts to arrive have sold at 11c.

### Where Most of the Chewing Gum Is Consumed.

From the New Orleans Times-Democrat.

J. J. Amend, traveling representative of one of the largest chewing gum manufacturing companies in the United States, expressed surprise, in speaking to a reporter, that the establishment of a chewing gum factory at this point is talked of.

"It is true that much of the gum we use comes by way of New Orleans, in its raw state, from the tropics," he said, "but I can see no other reason for putting up a factory here. I don't believe sugar is any cheaper here than it is in the North, and glucose is no cheaper, if as cheap. Then this is a very poor market, locally, for chewing gum."

"It is?"

"The worst in the United States."

"Why is that?"

"I don't know the reason, but it is a fact, nevertheless. Why, I know lots of towns in other parts of the country that use ten times as much chewing gum—yes, fifty times as much—as New Orleans, and they are not nearly as big as this city, either. I've been around to the drug stores since I have been in the city, and I find that their sales are very light. The first-class stores tell me that sometimes they don't have a call for chewing gum more than once in two or three days. They only keep one or two kinds on hand, whereas in such stores in the North and East a dozen different kinds will be kept constantly for sale, and the demand is steady at all times."

"Where is the best market for chewing gum in the United States?"

"All west and north of St. Louis. Lots of gum is sold throughout Kansas, Nebraska, the Dakotas and Minnesota. Kansas City is a great town for it."

"How about Chicago?"

"Oh, Chicago is one of the greatest chewing gum cities in the country. Chicago has gone ahead of New York in this respect. New York used to be a great town for it and one couldn't go anywhere in the city without seeing girls working their jaws as if their lives depended on it. But the caricaturists and the paragraphists made such fun of the habit that a good many of the girls stopped chewing and the sales fell off very heavily. Boston was a pretty good gum town at one time, but never so good as our Western cities."

"As a rule, the newer the city the better the chewing gum trade in it. In an old city, like New Orleans, the people don't seem to take to the habit at all. The French element here hurts us, for the French are not gum chewers. The Germans don't chew gum either. In some of the places where there are many Germans, as in some of the cities of the Northwest, we sell but little chewing gum. The young people like it, but the old people won't let them use it. I have seen many a boy spanked by his German mother for using chewing gum."

"Do you export much of it?"

"Only to England and Australia. None of the European nations take kindly to chewing gum. They won't have it at all in Germany, and there is absolutely no sale for it in France, or, in fact, anywhere on the Continent. England uses a great deal, but they

don't care much for a variety of brands there."

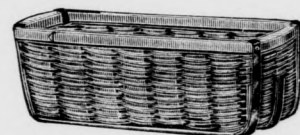
"Do you think the chewing gum habit grows on one like the cigarette or the opium habit?"

"Not to such an extent as those you mention. Now take it in our factories. When we employ new girls we tell them to go ahead and chew all the gum they want. The first few days their jaws are never at rest, but about the end of the first week they don't chew quite so steadily. At the end of two weeks they chew very moderately, and after they have been in the factory a month they don't chew at all. They are cured and you couldn't hire an old hand to chew gum."

Sensitive plants don't thrive under constant handling, any better than a sensitive man thrives in the atmosphere of business.

A house is often known by the company it gets rid of.

## 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.

## BEANS PEAS

We are buyers of ALL KINDS and grades, good or poor. If any to offer send large sample and we will make bid for them.

### WANTED—CLOVER AND ALSYKE

Mail sample; state quantity. We are always in the market. Will pay full value. Try us.

ALFRED J. BROWN SEED CO.

24 and 26 N. Division St., Grand Rapids, Mich.

Seed Merchants

### 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

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

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

R. Hirt, Jr.,

Wholesale Produce Merchant,

34 and 36 Market St., Detroit, Mich.

Cold Storage, 435, 437, 439 Winder St.

REFERENCES:

City Savings Bank, Commercial Agencies and trade in general.

We want

# 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.

There's a Pretty Widow Over in Chicago.  
Written for the Tradesman.

Although the Springborough store was somewhat off the direct line of travel, and although it had its favored commercial agents who regularly supplied its wants, there occasionally came a drummer for the purpose of spying out the land and securing any chance order which such trade wildcating might furnish. Among these there came one day a type of his class. His diamond stud was the headlight that proclaimed his coming and Old Man Means, catching a single sparkle, brought his lips firmly together and took his place at the desk with his accounts before him. He was too busy to look up, he was too much absorbed to notice the coming and the going of anybody; and, although the man's greeting was as loud as the tremendous suit he had on, it failed to reach the intended tympanum of the boss at the desk.

Young Hustleton, hearing the breeze in the front store, came in to see what particular cyclone was threatening the establishment and was rather glad of the chance to hear what was going on in the trading centers of the big world outside. He was rather surprised to find his employer taking the matter so coolly, and he could see by the expression on his face that the man's visit would be a short one if the proprietor could have his way about it. A reception like that, however, never daunts your genuine hustler, no matter what the type may be—it's a part of the business. "None but the brave deserve the fair," and a fair order in the face of the lowering tempest is the prize the drummer delights most to win.

"Heigh! but Old Dignity has on his shoulder straps this morning! Here's for him!" was the drummer's thought. "Good morning, Mr. Means," was his speech as he leaned over the counter at the end of the barricade which the man addressed had erected to keep him partially from "the madding crowd" when he so desired. There was no response and the drummer tried again. The tone was one of profound respect, but one to excite the envy of Gabriel had he been anything but an angel. It accomplished its purpose and, with a look and tone suggestive of the ice wagon in mid-winter, the white hand of the storekeeper readjusted his shell-trimmed eyeglasses and with a "Well, sir?" he lifted his keen black eyes to the face above the counter.

The drummer's nerve did not fail him. Clear into the solitary depths of those forbidding black eyes he looked until he saw signs indicating at least a partial surrender and, satisfied with that, he stated simply and concisely the object of his unusual visit, so far removed from his accustomed route.

If there was one virtue upon which Old Man Means prided himself more than another it was giving every man a free lance and a fair field. He liked, too, the drummer's ineffable cheek. The big diamond had condemned him in the storekeeper's eyes and the clothes he wore confirmed his opinion; but the man evidently believed in himself and was not afraid to make known that belief nor to back it up with such facts and illustrations as the exigencies of the occasion might require. "A man's estimate of himself," Means had said to Carl on more than one occasion, "is the world's estimate if he will have it so,

and in nine cases out of ten if he waits long enough he will get his price." So the hint of a smile that crept into the storekeeper's eyes encouraged the drummer and, although the movement was spiral, it was in the right direction and an experienced traveling man wants no more encouragement than that.

Carl watched the game with the greatest interest. He knew most of the men whom business brought to Springborough and he had learned to tell pretty accurately who would go away with an order and who wouldn't. This man's fate had been fixed from the first in his own mind and so he made it a point in this as in other cases to be on hand when his employer, like a terrier, should seize the rat and with a single snap and shake land him a lump upon the sidewalk. When, then, he saw this particular drummer leaning upon the show case and the proprietor not only patiently listening to him, but contentedly biting the end of the lead pencil which he leisurely twirled between his teeth, he dropped the work he had in hand and carelessly came over for a seat on the other counter.

It was a game well worth watching. Both men were experts and every move was made "for keeps." Old Man Means was at last smiling and confident, the drummer too much in earnest to care for anything except the promised checkmate. As they both warmed to the work the drummer's hat came off. In due time, as if there was now nothing else to be done, the sample case was brought to the front and its treasures were exposed to view. Even the man behind the eyeglasses was surprised and pleased and forgot for a moment that he was playing with the wariest opponent he had met for many a day. The goods were in every way attractive. Their colors were modest and pleasing. They were what they were represented to be and the price was all that could be desired. The storekeeper was holding certain samples up for Carl's approval and was giving certain little jerky nods which the boy knew proclaimed an intended purchase and he was wondering, as inexperience always does, how the man had managed to win victory out of foreordained defeat.

The wonder was broken off in the middle: The drummer, sure now of his order, relaxed his persistency a little and, as a mower who has reached the end of his swath stops for a moment's rest and breath and an exchange of pleasantries with his companions, settled back on his oars and took the opportunity to light a cigar, saying between puffs, "I've got the best story to tell you you ever heard in your life!"

"All right, if it's as good as that it'll keep and I don't want to hear it."

"Yes, you do. There's a pretty widow over in Chicago—"

"Carl, you'd better go into the back store and finish that job I gave you this morning.—No, sir, I don't and I won't. This isn't the clearing house for that sort of merchandise. I haven't any use for it and you'd better pack it up with the rest of your goods, and take it to your regular customers."

"This pretty widow made up her mind that—"

The pretty widow's mind was never made known in the commercial center of Springborough. Old Man Means has six feet and some odd inches with other proportional essentials to help him carry out any physical purposes he may have on the tapis, and when he rose from his chair all there was of him

came, too, and he and they bent themselves heartily to the task in hand. The sidewalk received the drummer first, and the goods, swept into the sample case with one angry scoop, followed an instant later. Then, turning the bolt in the door and picking up his eyeglasses, which had fallen during the scrimmage, he called out, "Carl, come here. Because that cesspool out there seemed to have wit enough to keep his filth to himself, I made up my mind to buy some goods of him; but you see he couldn't stand it. You know what I've told you all along about the whole contemptible pack, and he proves plainly enough the truth of it. If you want to keep yourself decent have nothing to do with any of them. They go from store to store scattering their carrion and doing more mischief in a week than the Almighty can undo in ten. They are getting to be few, though, and far between—one of the best signs so far that real trade is determined to be respectable—and the best way to clear them out entirely is to hustle 'em out whenever they show up as that fellow did here. I hate a prude as much as anybody, and I want you to; but when that sort of pest strikes the store, out with him! I guess the best thing both of us can do is to wash our hands—come on."

That type of the traveling man has not been seen since in Springborough.  
Richard Malcolm Strong.

### Furnishing the Text.

Member of the Board of Education (on a visit to the school)—Your teacher has asked me to make a speech to you. Now I wonder if some of you children will not tell me what you would like to hear me talk about.

Small Boy (raising his hand)—Please sir, talk about five minutes.

## 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.

## Gratitude

is said to be a lively expectation of future favors. You have some grateful customers that will be more grateful and more watchful of your store if you introduce DIAMOND CRYSTAL SALT—"The salt that's all salt." It is the only thoroughly healthful table salt; the only perfect dairy salt.

## Diamond Crystal Salt

There is solid satisfaction for the purchaser in every ounce of DIAMOND CRYSTAL SALT and its purity and cleanliness are a standing advertisement for the grocer that handles it. Get the people into the habit of looking to you for the best things in the trade.

Can we send you our salt booklet?

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



# Commercial Travelers

**Michigan Knights of the Grip**  
President, E. J. SCHREIBER, Bay City; Secretary, A. W. SMITH, 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.

Post C, M. K. of G., will give a smoker at Bantlet hall (Detroit) Friday evening, Nov. 16.

Grand Traverse Eagle: W. E. Haney, who is conducting a grocery business in the Beadle block, has engaged to go on the road and will close out his business Nov. 15.

Will Bowen, who has covered the Grand Traverse and Little Traverse regions for the Ball-Barnhart-Putman Co. for several years, is succeeded by F. H. Vinton, of Williamsburg, who has been covering the same territory for some time for Merriam, Collins & Co., of Chic go. M. G. Bowen will continue in the employ of the Ball-Barnhart-Putman Co., covering the same trade as before.

C. E. Smith, proprietor of Hotel McKinnon, Cadillac, is making extensive improvements in his hotel, which, when completed, will make it one of the most beautiful, attractive and comfortable hotels in Western Michigan. The entire building is to be covered with Ionia stone veneer, the house will be refurnished throughout, and twenty rooms will be added, furnished and equipped the same as the rest of the house, with steam heat and electric lights in each room.

Houghton Gazette: President Scott tells a story on himself. It happened in his drug store Tuesday evening. He says a traveling man, seeing the store open quite late in the evening, thought he might be able to get some candy, as most drug stores keep sweetmeats for sale. He crossed the street in the mud and entered. He asked if he could get some candy, and when President Scott told him that he would either have to again cross over in the mud and go to the City drug store or walk out to Lee Bros., the stranger asked what kind of a mayor the town had that allowed the streets to remain in such condition. President Scott saw a chance for a little fun and said, "Oh, he's an old fogey, a back number and ought to be kicked out." The traveling man agreed with him, but doesn't know yet that he was talking to the mayor.

R. N. Hull in Ohio Merchant: Most of the characteristics of the commercial traveler are commendable, but a few are not. One of the objectionable features is lack of foresight in the matter of providing expense money for a complete trip. Occasionally a dealer is called on to cash a check for one of the craft, and usually one with whom he has but a slight acquaintance. He dislikes to adopt a rule declining to grant any favors of this sort lest he might discommode an honest man, yet it must be said there are men calling themselves commercial travelers who are so far down in the scale of commercial honor

as to make a draft on an unknown party where subsequent developments prove they had no deposits and beat the confiding customer out of the amount drawn. Such fellows are unworthy to be seen with a sample case in hand, and for the honor and protection of the upright ones should be hunted up and exposed if for no other purpose than an example to others.

A well-known traveling man tells the following story: He was a freckle-faced, foxy-looking boy of 13 or 14, and not more than about half as big as he ought to be, but he was wiry and his eyes were clear. The proprietor of the store was in his office when the boy entered. "Do you want a boy here?" asked the youngster, with confidence. "What do I want with a boy?" replied the proprietor, with an intent to have fun with his visitor. "I don't know," was the unabashed response. "I guess they have boys around stores sometimes, and I thought you might want one." "Well, since you have mentioned it, I do." "What kind of a boy do you want?" The proprietor looked him over with a more or less suspicious eye. "I want a good boy," he said, slowly. "Then I won't do," said the youngster. "Why won't you? Are you a bad boy?" "Um—um—er," hesitated the caller, "I'm just a boy, that's all. There's something wrong with 'em when they're good." He started out, when the proprietor called him back. "Hold on," he said. "Maybe you are what I want." "If you don't want a good thing, I'm it," said the boy, "and you won't have to push me along, either." "How much do you want?" "I want a million, but I'll take \$3 a week." "When can you begin?" "This very minute, if you'll give me my supper. I haven't had anything to eat for three weeks." "Nothing to eat for three weeks!" exclaimed the proprietor. "Nothing fit. I've scraped along as I could, but I haven't had a square meal with pie on the side." "All right, you shall have your supper. And where will you sleep?" "Oh, I won't sleep at all. I'm going to stay awake of nights when I ain't busy, so's I can feel how good it is to have a job and money in my clothes. Hully gee! there's a kid out there trying to get away with a piece of lead pipe. Let me crack him once." And the new employe dashed out after the offender.

**"Old Sol" Belongs to the Flint Cigar Co.**  
Flint, Nov. 3.—It is very evident that the party who wrote the article in your paper of Oct. 31 in relation to the "Old Sol" cigar was not posted on facts, which we will give you as proven before Judge Hosmer, at Detroit, Oct. 26, and decided against the complainants, S. Aberdee & Son, costs of suit resting on them. The Flint Cigar Co. purchased the interest of S. Aberdee by bill of sale Feb. 11, 1895; all his interest in said factory, including labels, etc., excepting only his photo on "Old Sol" label. We have been making this cigar under the "Old Sol" label ever since and think the trade will bear us out that it is the most popular to cent cigar in Northern Michigan. We still hold the same up to the standard and will endeavor to continue to do so, and when the consumer wants a good to cent cigar, he should buy the one "Old Sol" cigar that is now and ever will be manufactured by the Flint Cigar Co.

Catfish is under suspicion when it is shipped to salmon-canning establishments.

The spellbinders of the stump oratory will rest for a spell.

## Western Traveling Man Whose Methods Are Unique.

From the New York Commercial.

Every one in the Far West knows Spencer Carr, and every one who knows him is his friend. This is perhaps the reason why Mr. Carr has the proud distinction of being the only traveling man in the United States who travels in his own private car.

A crowd of dry goods men were discussing trade and trade matters at the Broadway Central the other evening, and in the party were several representatives of Ely & Walker, of St. Louis, who had just succeeded in taking a large block of business away from the local jobbers right under their very guns. The conversation turned to Mr. Carr, who has been heard of in the East as well as the West, as he is a representative of the St. Louis house.

"Yes," said W. E. Morgan, "Spencer Carr certainly travels in his own private car—Steve Hennessy here knows him. How does he do business, Steve?"

Mr. Hennessy, who is himself not one of the drummers who is complaining, having run his firm's business in Indiana up from \$30,000 a year to \$500,000 a year, told the crowd something of the drummer with the private car, and every traveling man in the party determined at once that he also would save up his small change and buy himself a car.

Mr. Carr has for many years represented different firms throughout Montana and neighboring states and territories. He will never work on a salary for any one, and during the years he has spent in the territory he has built up a trade so extensive that his commissions from the firm of Ely & Walker alone, no side lines considered, pay him more than \$20,000 a year.

He is a tall, handsome man, and no one more than he enjoys the good things of life. When he found that he could afford to gratify his taste for the comforts of life he began to consider how he was going to do it and not neglect his business. The hotels in the towns he visits are different in more ways than one from the Waldorf-Astoria.

At last the private car idea came to him as an inspiration. Whether his own name suggested it or not is not known, but about three years ago he purchased a splendid car, and had it refitted to suit his purposes. Then he stocked it up and hired the best chef he could find. At one end of the car is his office, and he carries a secretary with him, also a valet, so his friends declare, and he has also two assistants with him.

He does not leave his car. There is no wading through the mud with heavy grips for this king of the drummers. There are no terrors for him in poor hotels and bar-rooms whose stock is not the most choice. When he arrives in a town his car is side-tracked and the merchants of the place are invited to visit him. They always accept for his fame as an entertainer is widespread. To sell all the goods they want before they leave the car is the simplest matter in the world for Mr. Carr. His secretary is right there and all he has to do is to turn and dictate the orders, and then turn his thoughts to a pleasant evening with his friends. Of course, it costs him something to do business in this way. He has to buy 15 full-fare tickets to get his car moved from one station to the other; but then he makes it pay.

There is no use of any other drummer visiting the town after Spencer Carr has rolled away in his private car, and he is enjoying the good things of life as he goes along, and would probably be willing, in his good-natured way, to enter into an argument with any one who claimed that old General Prosperity in going his rounds had overlooked the honest traveling man.

## Two More Travelers Stamped With the Seal.

Grand Rapids, Nov. 5.—The United Commercial Travelers held their "regular" Saturday evening and extended the opening hour until 9 o'clock, in or-

der to give the boys a chance to participate in the sound money parade.

Byron S. Davenport (Olney & Judson Grocer Co.), Arthur C. Rockwell (Wm. Sears & Co.) and Hiram W. Garrett (Harris Paper Co.) were duly stamped with the seal of the "goat" and each made one among us. The Royal Bumper got in his best kicks and brayed with evident satisfaction while conferring the "honorary" on Brother Davenport, who, judging from the broad expansion of his genial face, was also "satisfied."

Brother W. N. Tenhopen has severed his connection with the Clark Rutka-Weaver Co. and Brother Arthur D. Smith, of South Bend, Ind., has resigned his position with the Chicago Coffee Co. Both gentlemen are open for an engagement in their respective lines and will appreciate being remembered by the boys to any good establishment desiring A1 salesmen.

We received a communication from the U. C. T.'s of Galveston, thanking us for our recent contribution and couched in terms so appreciative of the little help we gave them that it made us feel glad that we did it.

Your humble scribe got mixed up with a banana peel, baggage truck and lamp post at the depot in Hillsdale Monday morning, in which the banana peel played victor, and he came out of the fracas with a sprained shoulder and badly injured "side slat." No, thanks—I don't need sick committee nor bouquets. Am getting on nicely.

Adam Dubb doesn't go into the loft to expand his imagination, but to dream and see visions; and, judging from the numerous emery wheels, horses, mules, jacks, hens, hay feverites, hair tonic, sacks of buckwheat and beehives that appeared on his vision on Oct. 17, we would be tempted to call it a case of tremens, only he did not see snakes and we know him to be a strict prohibitionist.

Official Scribe.

## How One Husband Was Tamed.

From the Washington Post.

I dare say that there isn't a woman on earth who hasn't a theory on the subject of how to manage a husband, and I have never yet come across a man who was any worse for a little scientific handling now and then. If I were in the florist business I'd send a palm to a certain Senator's daughter, who has set an example managing wives might follow with profit. She has a husband, this Senator's daughter, who is disposed to be critical. Most of his friends are men of great wealth, who live extremely well, and association with them has made him somewhat hard to please in the matter of cooking. For some time the tendency has been growing on him. Scarcely a meal at his home table passed without criticism from him.

"What is this meant for?" he would ask after testing an entree his wife had racked her brain to think up.

"What on earth is this?" he would say when dessert came on.

"Is this supposed to be a salad?" he would enquire sarcastically when the lettuce was served. His wife stood it as long as she could. One evening he came home in a particularly captious humor. His wife was dressed in her most becoming gown and fairly bubbled over with wit. They went in to dinner. The soup tureen was brought in. Tied to one handle was a card, and on that card the information in a big round hand:

"This is soup."

Roast beef followed with a placard announcing:

"This is roast beef."

The potatoes were labeled. The gravy dish was placarded. The olives bore a card marked "Olives," the salad bowl carried a tag marked "Salad," and when the ice cream came in a card announcing "This is ice cream" came with it. The wife talked of a thousand different things all through the meal, never once referring by word or look to the labeled dishes. Neither then nor thereafter did he say a word about them, and never since that evening has the captious husband ventured to enquire what anything set before him is.



## Drugs--Chemicals

### Michigan State Board of Pharmacy

GEO. GUNDRUM, Ionia	Term expires Dec. 31, 1900
L. E. REYNOLDS, St. Joseph	Dec. 31, 1901
HENRY HEIM, Saginaw	Dec. 31, 1902
WERT 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.

### Bay Rum For Barbers' Use.

A cheap bay rum for barbers' use may be prepared from one of the following formulas. Bay rum to "stand up" well and remain transparent should contain at least 50 per cent. of alcohol, although it is often made with a less amount. We suggest you make up your preparation, allow it to stand for eight or ten days, and then filter in a well covered funnel through magnesium carbonate, previously rubbed into a paste with a little alcohol. Many customers prefer the addition of a small quantity of salts of tartar or borax, either of which may be added in the proportion of two drams to the gallon of bay rum, as desired.

1.

Oil of bay, 2 drs.  
Jamaica rum, 4 ozs.  
Alcohol, 1½ pts.  
Water, 2¼ pts.

This preparation may be made clear and bright by filtering through magnesia and charcoal.

2.

Oil of bay, 1½ drs.  
Oil of pimento, 45 ms.  
Acetic ether, 1½ drs.  
Alcohol, 32 ozs.  
Water, 32 ozs.

Mix the oils and ether with the alcohol, add the water, allow to stand several days, and filter through magnesium carbonate.

The Era Formulary gives the following formula:

3.

Oil of bay, 6 drs.  
Oil of pimento, 1 dr.  
Oil of orange peel, 1 dr.  
Tr. orange peel, U. S., ½ oz.  
White castile soap, 4 drs.  
Cologne spirits, 12 pts.  
Water, 9 pts.

Dissolve the castile soap in a pint of the water by the aid of heat; dissolve the oils in the cologne spirits, gradually add the solution of soap, tincture of orange and water, let stand and filter.

### Druggists Should Sell For Cash.

That all retail business should be done on a cash basis there is not the least doubt, and especially should this be the case with the druggist. No one will deny that considerable losses are sustained by charging goods to the customers, and it is not only the losses, but also the expenses involved in keeping the accounts. If you charge an item you require a day book and a ledger. The time required in charging and posting is considerable. It is probable that you forget to charge an item occasionally, especially when you are busy. Very few people who have goods charged will come to you at the end of the month and pay their bills, hence you have to make out a statement and mail it to them or call in person—all of which involves expense and consumes time. While you or your clerk is doing this, your or his services are needed in

the store. Then there are many who have to be dunned repeatedly, and some never pay at all.

These losses give you anxiety and you worry over it, which depresses your mind so that you are not in the proper mood to wait upon your customers, to say nothing as to your health and the happiness of you and your family. When a man is in bad health or in a depressed spirit he can not treat his wife and children as he should.

Why is the cash system not generally adopted? The reason is that the credit system has been in vogue from time immemorial, and we think it can not be abolished, but it is a serious mistake. In every large city, and in some smaller ones, there are to-day business firms who have adopted the cash system, and we have yet to learn that any of them have not been very successful. The common argument is that your customers will be offended if refused credit, and that they will trade somewhere else. In reality this is not the case, as most people will see the advantage and the justice of it themselves. It is only those that do not expect to pay at all that will feel offended, and these you can well afford to lose as customers.

If you trust a man and he can not or does not intend to pay, he will, when you commence to ask him for pay, act as if he was offended, and will then go where he is not known and pay cash, the same money that you ought to have. Indeed, we all know that when men are indebted to us, whether for goods purchased or even money loaned, they will be apt to avoid us all they can (we will not discuss in this connection how much better it is for every one to keep out of debt). Thousands of druggists have failed in business owing to the fact that they have too much standing out which they are not able to collect.—Meyer Bros. Druggist.

### Plea For the Commercial Pharmacist.

Druggists, as a class, have had the reputation of being poor business men. There is no reason why they should not be good business men, for the very qualities that go to make them good pharmacists—honesty, probity, concentration, attention to detail, method, originality, experimentation, order, study—are the qualities that go to make up the successful merchant. I think it is mainly a matter of pride that has held them back from success as merchants. College professors and the pharmaceutical press have in the past preached against the "commercial degeneracy of pharmacy" and some of them have urged the separation of pharmacy from the drug business. Of late years, however, progressive pharmacists have slowly awakened to the fact that there was money to be made in the retail drug business, if the purely commercial side of it, the side lines that have been added to pharmacy, were managed with the enterprise of any other class of merchandising.

W. A. Dawson.

### Headache Powders Once More.

Headache powders composed for the most part of acetanilid continue to cause occasional deaths. Recently a woman in Scioto, Ohio, died from taking a single powder, and another woman was made seriously ill by taking one of the same brand. Powders of acetanilid intended for indiscriminate self-medication should never contain more than three grains of the chemical, and even with this amount one grain of citrated caffeine should be combined, and should not be taken oftener than once every three hours.

### Tablets for the Laity.

From the Journal of Medicine.

There has recently been in this city a canvasser for a firm of drug manufacturers offering for sale to the profession a "line" of tablets. All the tablets in his list are compounds and not simples, and after each formula the list very kindly informs the physician as to just how he is to prescribe it and as to the clinical indications for its use. Incidentally the tablets most likely to become popular have inscribed upon one side the trade mark of the company, but of course not with the intention of having the patient ask for them at the drug store!

Apparently this is the most insidious scheme yet devised to use the medical profession's presumed credulity to promote a popular demand for certain drugs. The tablets are put up in bottles with display labels, so that the patient may see the name of the tablet and the color of the bottle to aid him in identifying them at the drug store. Presumably this is the latest-devised method of initiating a patent-medicine trade. Possibly the manufacturers have erred in ignorance thinking that all physicians need to be informed by them as to the best methods of using well-known remedies. Unfortunately the evidence is all to the contrary, and physicians should be careful about patronizing any concern that palpably lays itself open to the suspicion of dishonest motives in seeking professional favor.

### The Drug Market.

Opium—Advice from primary markets still continues strong, on account of lack of rain and large sales having been made in New York market for speculation.

Morphine—Is as yet unchanged.

Quinine—All manufacturers reduced their price 2c per ounce Nov. 1, except P. & W., who reduced theirs on the 3rd. This was on account of low prices for bark at the Amsterdam sale.

Ergot—Is very scarce and has advanced.

Lycodium—On account of active demand for election purposes, stocks are limited and prices are higher.

Nitrate Silver—Has been advanced by manufacturers 1c per ounce, on account of the high price for metal.

Canada Balsam Fir—Is very firm and higher prices are looked for.

Prickly-Ash Berries—Are in very small supply and have been advanced.

Oil Cedar Leaf—Continues to advance and is very scarce.

Oil Wintergreen—Is scarce and has advanced.

### Cream of Tartar Baking Powder.

Cream of tartar and sodium bicarbonate mixed in the proper proportions yield a baking powder which is apparently the least objectionable of any, from a hygienic point of view, and gives satisfaction. As the result of an investigation of the leading powders of the market, Crampton, of the United States Department of Agriculture, has proposed the following formula for a cream of tartar baking powder:

Potassium bitartrate, 8 ounces.

Sodium bicarbonate, 4 ounces.

Corn starch, 4 ounces.

The addition of the starch answers the double purpose of a "filler" to increase weight and a preservative, the chemicals not keeping well when mixed alone. The stability of the powder is increased by drying each ingredient separately by exposure to a gentle heat, mixing at once and immediately placing in bottles or cans, excluding access of air, and consequently moisture.

### Encourage Business.

Every day in the week prescriptions are brought in which it will take but a few minutes to compound and for which the patron is willing to wait. These are just the sort of customers to whom the pharmacist may extend a courtesy

and simultaneously make known the quality of his soda water. First tell the customers that it will only take a few minutes to put up the prescription, and after finding they will wait offer them a check good for a free glass of soda. They will appreciate this, it will cost you but little, and such a policy tactfully carried out will generally pay well in the long run. It also pays to send complimentary soda water tickets to influential neighbors who trade at other pharmacies.

R. Lumsden.

### New Method of Giving Chloroform.

Iced chloroform has been used as an anaesthetic at Wurzburg, Bavaria, in over 14,000 cases without a single unpleasant result. The advantages claimed for this preparation of chloroform are the quickness of its action, its comparative freedom from danger, and the absence of nausea and depression so common with other anaesthetics.

## 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

## 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.



## WHOLESALE DRUG PRICE CURRENT

**Advanced**—Opium, Oil Cedar, Oil Wintergreen, Nitrate Silver, Lycopodium.  
**Declined**—Quinine.

Acidum			Conium Mac.			Seilla: Ca.		
Aceticum	\$	70¢ 75 8	Copaiba	1 15¢ 1 25	60	Tolutan	@	50
Benzoicum, German.	60¢	75	Cubeba	1 20¢ 1 25	60	Prunus virg.	@	50
Boricac.	@	17	Excoecithitos	1 00¢ 1 10	10	Tinctures		
Carbolicum	30¢	42	Gaultheria	1 10¢ 1 20	20	Aconitum Napellis R	@	60
Citricum	45¢	48	Geranium	2 20¢ 2 30	20	Aconitum Napellis F	@	60
Hydrochlor.	35¢	6	Gossypil, Sem. gal.	50¢	60	Aloes	@	50
Nitricum	80¢	10	Hedeoma	1 40¢ 1 50	50	Aloes and Myrrh	@	60
Oxalicum	12¢	14	Junipera	1 50¢ 2 00	20	Arnica	@	60
Phosphorium, dil.	@	15	Lavendula	90¢ 2 00	00	Asafoetida	@	50
Salicylicum	55¢	60	Limonis	1 5¢ 1 60	60	Atropa Belladonna	@	50
Sulphuricum	1 1/2¢	5	Mentha Piper	1 40¢ 2 00	20	Atrape Cortex	@	50
Tannicum	1 10¢	1 20	Mentha Verid	1 50¢ 1 60	60	Benzoin	@	50
Tartaricum	38¢	40	Morhuze, gal.	1 20¢ 1 30	10	Benzoin Co.	@	50
Ammonia			Myrcia	4 00¢ 4 50	50	Barosma	@	50
Aqua, 16 deg.	40¢	6	Olive	7 50¢ 3 00	00	Cantharides	@	75
Aqua, 20 deg.	60¢	8	Picis Liquida	10¢	12	Capsicum	@	75
Carbonas	13¢	15	Picis Liquida, gal.	@	35	Cardamon	@	75
Chloridium	12¢	14	Ricina	1 00¢ 1 08	08	Cardamon Co.	@	75
Aniline			Rosmarin	@	1 00	Catechu	@	1 00
Black	2 00¢	2 25	Rose, ounce.	6 00¢ 6 50	50	Cinchona	@	50
Brown	80¢	1 00	Suehni	40¢	45	Cinchona Co.	@	50
Red	45¢	50	Sabina	90¢	1 00	Columba	@	50
Yellow	2 50¢	3 00	Santal	2 75¢ 7 00	00	Cubeba	@	50
Baccae			Sassafras	60¢	65	Cassia Acutifol	@	50
Cubebæ	po, 25	22¢ 24	Sinapis, ess., ounce.	@	65	Cassia Acutifol Co.	@	50
Juniperus	6¢	8	Tigil	1 50¢ 1 60	60	Digitalis	@	50
Xanthoxylum	75¢	80	Thyme	40¢	50	Enic	@	35
Balsamum			Thyme, opt.	1 60¢	60	Ferr Chloridium	@	50
Copaiba	50¢	55	Theobromas	15¢	20	Gentian	@	50
Peru	@	1 85	Potassium			Gentian Co.	@	50
Terabin, Canada	45¢	50	Bi-Carb.	15¢	18	Gulaca	@	50
Tolutan	40¢	45	Bichromate	13¢	15	Gulaca ammon	@	50
Cortex			Bromide	52¢	57	Hyoscyamus	@	50
Abies, Canadian	12¢	12	Carb	12¢	15	Iodine	@	75
Cassia	12¢	12	Chlorate, po. 17 1/2	16¢	18	Iodine, colorless	@	75
Cinchona Flava	30¢	38	Cyanide	34¢	38	Kino	@	50
Euonymus atropurp.	18¢	20	Iodide	2 60¢ 2 65	65	Lobelia	@	50
Myrica Cerifera, po.	12¢	12	Potassa, Bitart, pure	28¢	30	Myrrh	@	50
Prunus Virgin	12¢	12	Potassa, Bitart, com.	@	15	Nux Vomica	@	50
Quillata, gr'd	12¢	12	Potass Nitras, opt.	70¢	10	Opil	@	75
Sassafras	po. 20	15	Potass Nitras	66¢	8	Opil, comphorated	@	75
Ulmus	po. 15, gr'd	15	Prussiate	23¢	26	Opil, deodorized	@	1 50
Extractum			Sulphate po.	15¢	18	Quassia	@	50
Glycerhiza Glabra	24¢	25	Radix			Rhatany	@	50
Glycerhiza, po	28¢	30	Aconitum	20¢	25	Sanguinaria	@	50
Hæmatox, 15 lb. box	11¢	12	Altha	22¢	25	Serpentaria	@	50
Hæmatox, 18	13¢	14	Anchusa	10¢	12	Stromonium	@	50
Hæmatox, 1/4s	14¢	15	Arum po.	@	25	Tolutan	@	50
Hæmatox, 3/4s	16¢	17	Calamus	20¢	40	Valerian	@	50
Feru			Gentiana, po. 15	12¢	15	Veratrum Veride	@	50
Carbonate Precip.	2 25	25	Glycerhiza, pv. 15	16¢	18	Zingiber	@	20
Citrate and Quina	2 25	25	Hydrastis Canaden.	@	75	Miscellaneous		
Ferrocyanidum Sol.	2	2	Hydrastis Can., po.	@	80	Aether, Spts. Nit. 4 F	30¢	35
Sulphate, com'l, by	80	80	Hellebore, Alba, po.	12¢	15	Aether, Spts. Nit. 4 F	34¢	38
bbi, per cwt.	7	7	Inula, po.	15¢	20	Alumen	24¢	30
Sulphate, pure	7	7	Ipecac, po.	4 25¢ 4 35	35	Alumina, gro'd, po. 7	40¢	50
Flora			Iris plox, po. 35¢ 38	35¢	40	Anato.	40¢	50
Arnica	15¢	18	Jalap., pr.	25¢	30	Antimon.	40¢	50
Antemiss	22¢	25	Maranta	6¢	35	Antimonit Potass T	40¢	50
Matricaria	30¢	35	Podophyllum, po.	22¢	25	Antipyrin	@	25
Folia			Rhei	75¢	1 00	Antifebrin	@	20
Barosma	33¢	35	Rhei, cut.	@	1 25	Argent Nitras, oz.	@	51
Cassia Acutifol, Tin	20¢	25	Rhei, pv.	75¢	1 35	Arsenicum	10¢	12
Cassia, Acutifol, Alx.	25¢	30	Spigelia	35¢	38	Balm Gilead Buds.	38¢	40
Salvia officialis, 1/4s	12¢	10	Sanguinaria, po. 15	@	18	Bismuth S. N.	1 90¢ 2 00	00
Uva Ursi	8¢	10	Serpentaria	40¢	45	Calcium Chlor., 18.	@	9
Gummi			Senega	60¢	65	Calcium Chlor., 1/4s.	@	12
Acacia, 1st picked.	@	65	Smilax, officialis H.	@	40	Calcium Chlor., 3/4s	@	12
Acacia, 2d picked.	@	35	Smilax, M.	15¢	25	Cantharides, Rus. po.	@	80
Acacia, 3d picked.	@	28	Smilax, L.	10¢	12	Capsel Fructus, af.	@	15
Acacia, sifted sorts.	@	45¢	Symplacanth, po. 35	@	25	Capsel Fructus, B.	@	15
Acacia, po.	45¢	65	Symplacanth, pus, Fetid.	@	25	Caryophyllus, po. 15	12¢	14
Aloe, Barb. po. 18	12¢	14	us, po.	@	25	Carmine, No. 40.	@	3 00
Aloe, Cape, po. 15.	@	12	Valeriana, Eng. po. 30	15¢	20	Cera Alba	50¢	55
Aloe, Socotri, po. 40	@	30	Valeriana, German.	14¢	16	Cera Flava	40¢	42
Ammoniac.	55¢	60	Zingiber a.	25¢	27	Cocculus	@	40
Assafoetida, po. 30	28¢	30	Zingiber j.	25¢	27	Cassia Fructus	@	35
Benzoicum	50¢	55	Semen			Centraria	@	10
Catechu, 1s	@	13	Anisum, po. 15	@	12	Cetaceum	@	45
Catechu, 1/4s	@	14	Apium (graveoleons).	13¢	15	Chloroform	55¢	60
Catechu, 3/4s	@	16	Bird, 1s.	40¢	6	Chloroform, squibbs	@	1 10
Camphore	69¢	73	Carul, po. 18	1 25¢ 1 75	75	Chloroform, Hyd Crst.	1 65¢ 1 80	80
Euphorbium, po. 35	@	12	Coriandrum	8¢	10	Chondrus	20¢	25
Galbanum	@	1 00	Cannabis Sativa.	4 ¢	5	Chinchonidine, F. & W	38¢	48
Gamboge	65¢	70	Cynodon	75¢	1 00	Chinchonidine, Germ.	38¢	48
Guaicum, po. 25	@	30	Chenopodium	10¢	12	Cocaine	7 05¢ 7 25	25
Kino, po. \$0.75	@	75	Dipterix Odorate.	1 00¢	1 10	Corks, list, dis. pr. et.	@	35
Mastic	@	60	Chenopodium	10¢	12	Cresosotum	@	70
Myrrh, po. 45	@	40	Fenugreek, po.	7¢	9	Creta, bbl. 75	@	2
Opil, po. 4.80¢ 5.07	3 50¢ 3 60	60	Lini	40¢	5	Creta, prep.	@	5
Shellac	25¢	35	Lini, grd.	44¢	5	Creta, prep.	@	9¢
Shellac, bleached	40¢	45	Lobelia	35¢	5	Cuba, Rubra	8¢	9
Tragacanth	50¢	80	Phalaris Canarian.	44¢	5	Crocus	15¢	18
Herba			Rapa	44¢	5	Cudbear	@	24
Absinthium .oz. pkg	25	25	Sinapis Alba	9¢	10	Cupri Sulph.	61¢	8
Eupatorium .oz. pkg	25	25	Sinapis Nigra	11¢	12	Dextrose	7¢	10
Lobelia .oz. pkg	25	25	Spiritus			Ether Sulph.	75¢	90
Majorum .oz. pkg	25	25	Fruentia, W. D. Co.	2 00¢ 2 50	50	Emery, all numbe.s.	@	8
Mentha Pip. .oz. pkg	25	25	Fruentia, W. D. F. R.	2 00¢ 2 25	25	Emery, po.	@	6
Mentha Vir. .oz. pkg	25	25	Fruentia	1 25¢ 1 50	50	Ergota	85¢	90
Rue .oz. pkg	25	25	Juniperis Co. O. T.	1 65¢ 2 00	20	Flake White	12¢	15
Tanacetum V.oz. pkg	25	25	Juniperis Co.	1 75¢ 3 50	50	Gall	8¢	9
Thymus, V. .oz. pkg	25	25	Sacharum N. E.	1 90¢ 2 10	10	Gambier	8¢	9
Magnesia			Spt. Vini Galli.	1 75¢ 6 50	50	Gelatin, Cooper	@	60
Calcined, Pat.	55¢	60	Vini Oporto.	1 25¢ 2 00	20	Gelatin, French	35¢	60
Carbonate, Pat.	18¢	20	Vini Alba.	1 25¢ 2 00	20	Glassware, flint, box	75 ¢	5
Carbonate, K. & M.	18¢	20	Sponges			Less than box	@	70
Carbonate, Jennings	18¢	20	Florida sheeps' wool	2 50¢ 2 75	75	Glue, brown.	11¢	13
Oleum			carriage.	2 50¢ 2 75	75	Glue, white.	15¢	25
Absinthium	6 50¢ 7 00	00	Nassau sheeps' wool	2 50¢ 2 75	75	glycerina.	17½¢	25
Amygdale, Duic.	38¢	65	carriage.	2 50¢ 2 75	75	Grana Paradisi.	65¢	70
Amygdale, Amara.	8 00¢ 8 25	25	Velvet extra sheeps'	@	1 50	Humulus	25¢	55
Anisi	2 10¢ 2 20	20	Extra yellow sheeps'	@	1 50	Hydrarg Chlor Mite	@	1 00
Aurant Cortex.	2 25¢ 2 30	30	wool, carriage.	@	1 25	Hydrarg Chlor Cor.	@	90
Bergamit	2 75¢ 2 85	85	Grass sheeps' wool	@	1 00	Hydrarg Ox Rub'm	@	1 10
Cajupit	80¢	85	carriage.	@	75	Hydrarg Ammoniati	@	1 20
Caryophylli	80¢	85	Hard, for slate use.	@	75	Hydrarg Unguentum	50¢	60
Cedar	65¢	70	Yellow Reef, for	@	75	Hydrargyrum	@	85
Chenopadi	@	2 75	slate use.	@	75	Ichthyobolia, Am.	@	70
Cinnamoni	1 30¢ 1 40	40	Syrups			Indigo	75¢	1 00
Citronella	35¢	40	Acacia	@	50	Iodine, Kesubi.	3 85¢ 4 00	00
			Aurant Cortex.	@	50	Iodoform	3 85¢ 4 00	00
			Zingiber	@	50	Lupulin.	@	50
			Ipecac	@	60	Lycopodium.	75¢	80
			Ferril Iod.	@	50	Maeis	65¢	75
			Grass sheeps' wool	50¢	60	Liquor Arsen et Hy	@	25
			carriage.	@	50	drag Iod.	@	75
			Hard, for slate use.	@	50	Liquor Arsen et Hy	@	25
			Sellia	@	50	Magnesia, Sulph.	2¢	3
			Senna	@	50	Magnesia, Sulph, bbi	@	1 14
			Sellia	@	50	Magnesia S. F.	50¢	60

Menthol.....	@ 4 00	Seldiltz Mixture.....	20¢	22	Linseed, pure raw....	75	78
Morphia, S., P. & W.	2 25¢ 2 50	Sinapis.....	@ 18		Linseed, boiled.....	76	79
Morphia, S., N. Y. Q.		Sinapis, opt.....	@ 30		Neatsfoot, winter str	54	60
& C.....		Snuff, Macabayo, De	@ 41		Spirits Turpentine..	48	55
Moschus Canton.....	2 15¢ 2 40	Snuff, Scotch, De Vro's	@ 41				
Myristica, No. 1.....	65¢ 80	Soda.....	@ 11		<b>Paints</b>		
Nux Vomica...po. 15		Soda, Boras.....	9¢ 11		Red Venetian.....	1½ 2	@ 88
Os Sepia.....	35¢ 37	Soda, Boras, po.....	9¢ 11		Ochre, yellow Mars..	1½ 2	@ 34
Pepsin Saac, H. & P.		Soda et Potass Tart.	23¢ 25		Ochre, yellow Ber....	1½ 2	@ 34
D. Co.....	@ 1 00	Soda, Carb.....	1½ 2 25		Putty, commercial... 2½	2½	@ 33
Pleis Liq. N.N. ½ gal.		Soda, Bi-Carb.....	3¢ 5		Putty, strictly pure.. 2½	2½	@ 33
doz.....	@ 2 00	Soda, Ash.....	3½ 4		Vermilion, Prime		
Pleis Liq. quarts.....	@ 1 00	Soda, Sulphas.....	@ 2		American.....	13¢	15
Pleis Liq. pints.....	@ 85	Spts. Cologne.....	@ 2 60		Vermilion, English..	70¢	75
Pil Hydrag. po. 80		Spts. Ether Co.....	50¢ 55		Green, Paris.....	14¢	18
Piper, Nigra...po. 22	@ 18	Spts. Myrcia com....	@ 2 00		Green, Peninsular....	13¢	16
Piper, Alba...po. 35	@ 30	Spts. Vini Rect. dbl.	@ 41		Lead, red.....	6¼ 6	@ 6¼
Pilx Burgun.....	@ 7	Spts. Vini Rect. ½ bbl	@ 41		Lead, white.....	6¼ 6	@ 6¼
Plumbi Acet.....	10¢ 12	Spts. Vini Rect. 10 gal	@ 41		Whiting, white Span	@ 85	
Pulvis Ipecac et Opii	1 30¢ 1 50	Spts. Vini Rect. 5 gal	@ 41		Whiting, guilders'...	@ 90	
Pyrethrum, boxes H		Streychnia, Crystal..	1 05¢ 1 25		White, Paris, Amer..	@ 1 25	
& P. D. Co., doz.....	@ 75	Sulphur, Subl.....	2½ 4		Whiting, Paris, Eng.	@ 1 25	
Pyrethrum, pv.....	25¢ 30	Sulphur, Rohl.....	2½ 4	3½	cliff.....	@ 1 40	
Quassia.....	8¢ 10	Tamarinds.....	8¢ 10		Universal Prepared..	1 10¢	1 20
Quinia, S. P. & W.....	38¢ 48	Terebenth Venice....	28¢ 30				
Quinia, S. German....	37¢ 47	Theobroma.....	60¢ 65		<b>Varnishes</b>		
Quinia, N. Y. Q.....	37¢ 47	Vanilla.....	9 00¢ 16 00		No. 1 Turp Coach.....	1 10¢	1 20
Rubia Tincturum.....	12¢ 14	Zinci Sulph.....	7¢ 8		Extra Turp.....	1 60¢	1 70
Saccharum Lactis pv	18¢ 20				Coach Body.....	2 00¢	3 00
Salicin.....	4 50¢ 4 75	<b>Oils</b>			No. 1 Turp Furn.....	1 05¢	1 10
Sanguis Draconis....	40¢ 50	Whale, winter.....	70	70	Extra Turk Damar..	1 55¢	1 60
Sapo, W.....	12¢ 14	Lard, extra.....	60	70	Jap. Dryer, No. 1 Turp	70¢	75
Sapo M.....	10¢ 12	Lard, No. 1.....	45	50			
Sapo G.....	@ 15						

# 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.**



## GROCERY PRICE CURRENT

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

ADVANCED			DECLINED		
Premium Chocolate			Dried Currants		
Whole Pepper			Mess Pork		
Tripe			Clear Back Pork		
			Grits		
<b>ALABASTINE</b>			<b>CANNED GOODS</b>		
White in drums.....	9		<b>Apples</b>		
Colors in drums.....	10		3 lb. Standards.....	80	
White in packages.....	10		Gallons, standards.....	2 30	
Colors in packages.....	11		<b>Blackberries</b>		
Less 40 per cent discount.			Standards.....	75	
<b>AXLE GREASE</b>			<b>Beans</b>		
400#2.....	55	gross 6 00	Baked.....	1 00@1 30	
Castor Oil.....	60	7 00	Red Kidney.....	75@	85
Diamond.....	50	4 25	String.....	85	
Frazer's.....	75	9 00	Wax.....	85	
IXL Golden, tin boxes 75	9 00		<b>Blueberries</b>		
			Standard.....	85	
Mica, tin boxes.....	75	9 00	<b>Clams</b>		
Paragon.....	55	6 00	Little Neck, 1 lb.....	1 00	
<b>AMMONIA</b>			Little Neck, 2 lb.....	1 50	
Per Doz.			<b>Cherries</b>		
Arctic 12 oz. ovals.....	85		Red Standards.....	85	
Arctic pints, round.....	1 20		White.....	1 15	
<b>BAKING POWDER</b>			<b>Corn</b>		
Acme			Fair.....	85	
1/2 lb. cans 3 doz.....	45		Good.....	85	
1/2 lb. cans 3 doz.....	75		Fancy.....	95	
1 lb. cans 1 doz.....	1 00		<b>Gooseberries</b>		
Bulk.....	10		Standard.....	90	
<b>Arctic</b>			<b>Hominy</b>		
6 oz. Eng. Tumblers.....	90		Standard.....	85	
<b>Egg</b>			<b>Lobster</b>		
1/2 lb. cans, 4 doz. case.....	3 75		Star, 1/2 lb.....	1 85	
1/2 lb. cans, 2 doz. case.....	3 75		Star, 1 lb.....	3 40	
1 lb. cans, 1 doz. case.....	3 75		Picnic Tails.....	2 35	
5 lb. cans, 1/2 doz. case.....	8 00		<b>Mackerel</b>		
<b>The "400"</b>			Mustard, 1 lb.....	1 75	
5 lb. cans, 1/2 doz. in case.....	8 00		Mustard, 2 lb.....	2 80	
1 lb. cans, 4 doz. in case.....	2 00		Soused, 1 lb.....	1 75	
9 oz. cans, 4 doz. in case.....	1 25		Soused, 2 lb.....	2 80	
5 oz. cans, 6 doz. in case.....	75		Tomato, 1 lb.....	1 75	
<b>El Purity</b>			Tomato, 2 lb.....	2 80	
1/2 lb. cans per doz.....	75		<b>Mushrooms</b>		
1 lb. cans per doz.....	1 20		Hotels.....	18@20	
1 lb. cans per doz.....	2 00		Buttons.....	22@25	
<b>Home</b>			<b>Oysters</b>		
1/2 lb. cans, 4 doz. case.....	35		Cove, 1 lb.....	1 00	
1/2 lb. cans, 4 doz. case.....	55		Cove, 2 lb.....	1 80	
1 lb. cans, 2 doz. case.....	90		<b>Peaches</b>		
<b>JAXON</b>			Ple.....		
1/2 lb. cans, 4 doz. case.....	45		Yellow.....	1 65@1 85	
1/2 lb. cans, 4 doz. case.....	85		<b>Pears</b>		
1 lb. cans, 2 doz. case.....	1 60		Standard.....	70	
<b>Queen Flake</b>			Marrowfat.....	80	
3 oz., 6 doz. case.....	2 70		Fancy.....	80	
3 oz., 4 doz. case.....	3 20		<b>Peas</b>		
3 oz., 4 doz. case.....	4 30		Early June.....	1 00	
1 lb., 2 doz. case.....	4 00		Early June Sifted.....	1 60	
1 lb., 1 doz. case.....	9 00		<b>Pineapple</b>		
<b>Royal</b>			Grated.....	1 25@1 75	
10c size.....	86		Sliced.....	1 35@1 55	
1/2 lb. cans 1 30			<b>Pumpkin</b>		
6 oz. cans 1 80			Fair.....	70	
1/2 lb. cans 2 40			Good.....	75	
3/4 lb. cans 3 60			Fancy.....	85	
1 lb. cans 4 65			<b>Raspberries</b>		
3 lb. cans 12 75			Standard.....	90	
5 lb. cans 21 00			<b>Salmon</b>		
<b>BATH BRICK</b>			Columbia River.....	2 00@2 15	
American.....	70		Red Alaska.....	1 40	
English.....	80		Pink Alaska.....	1 10	
<b>BITING</b>			<b>Shrimps</b>		
<b>CONDENSED PEARL BLUING</b>			Standard.....	1 50	
Small 5 doz.....	75		<b>Sardines</b>		
Large, 2 doz.....	75		Domestic, 1/4s.....	4	
Arctic, 4 oz. per gross.....	4 00		Domestic, 1/2s.....	8	
Arctic, 8 oz. per gross.....	6 00		Domestic, Mustard.....	8	
Arctic, pints, per gross.....	9 00		California, 1/4s.....	17	
<b>BROOMS</b>			French, 1/4s.....	22	
No. 1 Carpet.....	2 75		French, 1/2s.....	28	
No. 2 Carpet.....	2 50		<b>Strawberries</b>		
No. 3 Carpet.....	2 25		Standard.....	85	
No. 4 Carpet.....	1 75		Fancy.....	1 25	
Parlor Gem.....	2 50		<b>Succotash</b>		
Common Whisk.....	95		Fair.....	90	
Fancy Whisk.....	1 25		Good.....	1 00	
Warehouse.....	3 50		Fancy.....	1 20	
<b>CANDLES</b>			<b>Tomatoes</b>		
Electric Light, 8s.....	12		Fair.....	90	
Electric Light, 16s.....	12 1/2		Good.....	95	
Paraffine, 6s.....	10 1/2		Fancy.....	1 15	
Paraffine, 12s.....	11		Gallons.....	2 45	
Wicking.....	20		<b>CATSUP</b>		
			Columbia, pints.....	2 00	
			Columbia, 1/2 pints.....	1 25	
			<b>CHEESE</b>		
			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.....	@90	
			Leiden.....	@17	
			Limburger.....	13@14	
			Pineapple.....	50	@75
			Sag Sago.....	19@20	
			<b>CHOCOLATE</b>		
			Walter Baker & Co.'s		
			German Sweet.....	23	
			Premium.....	36	
			Breakfast Cocoa.....	46	
			Runkel Bros.		
			Vienna Sweet.....	21	
			Vanilla.....	28	
			Premium.....	31	
			<b>CHICORY</b>		
			Bulk.....	5	
			Red.....	7	

<b>Package</b>		<b>Pearl Barley</b>		<b>MOLASSES</b>	
<b>New York Basis.</b>		Common		<b>New Orleans</b>	
Arbuckle	13 00	Chester	2 75	Black	12 1/2
Dillworth	13 00	Empire	3 15	Fair	16
Jersey	13 00			Good	20
Lion	12 00			Fancy	24
<b>McLaughlin's XXXX</b>		<b>Walsh-DeRoo Co.'s Brand.</b>		Open Kettle	25 3/5
McLaughlin's XXXX sold to retailers only. Mail all orders direct to W. F. McLaughlin & Co., Chicago.				Half-barrels 2c extra	
<b>Extract</b>		24 2 lb. packages		<b>MUSTARD</b>	
Valley City 1/2 gross	75	100 lb. kegs	3 00	Horse Radish, 1 doz.	1 75
Felix 1/2 gross	1 15	200 lb. barrels	5 70	Horse Radish, 2 doz.	3 50
Hummel's foil 1/2 gross	85	100 lb. bags	2 90	Bayle's Celery, 1 doz.	1 75
Hummel's tin 1/2 gross	1 43			<b>PAPER BAGS</b>	
<b>Substitutes</b>		<b>Peas</b>		Satchel	Union
Crushed Cereal Coffee Cake		Green, Wisconsin, bu.	1 30	Bottom	Square
12 packages, 1/2 case	1 75	Green, Scotch, bu.	1 35	1/4	28
24 packages, 1 case	3 50	Split, bu.	1 35	1/2	34
<b>COCOA SHELLS</b>		<b>Rolled Oats</b>		1	44
20 lb. bags	2 1/2	Rolled Avena, bbl.	3 85	2	54
Less quantity	3	Steel Cut,	4 00	3	66
Pound packages	4	Monarch, bbl.	3 60	4	76
<b>CLOTHES LINES</b>		Monarch, 1/2 bbl.	1 95	5	90
Cotton, 40 ft. per doz.	1 00	Monarch, 90 lb. sacks.	1 75	6	106
Cotton, 50 ft. per doz.	1 20	Quaker, cases	3 20	8	128
Cotton, 60 ft. per doz.	1 40	<b>Sago</b>		10	138
Cotton, 70 ft. per doz.	1 60	German	3 1/2	12	160
Cotton, 80 ft. per doz.	1 80	East India.	4	14	2 24
Jute, 60 ft. per doz.	80	<b>Tapioca</b>		16	2 34
Jute, 72 ft. per doz.	95	Flake	4 1/2	20	2 52
<b>CONDENSED MILK</b>		Pearl	4 1/2	<b>PICKLES</b>	
4 doz in case.		Pearl, 24 1 lb. packages	6 1/2	<b>Medium</b>	
Gall Borden Eagle	6 75	<b>Wheat</b>		Barrels, 1,200 count	4 50
Crown	6 25	Cracked, bulk	3 1/2	Half bbls, 600 count	2 75
Daisy	5 75	24 2 lb. packages	2 50	<b>Small</b>	
Champion	4 50	<b>FLAVORING EXTRACTS</b>		Barrels, 2,400 count	5 50
Magnolia	4 25	Vanilla D. C.	2 02	Half bbls, 1,200 count	3 30
Challenge	4 00	Vanilla D. C.	2 02	<b>PIPES</b>	
Dime	3 35	Van. Tonka	2 02	Clay, No. 216	1 70
<b>COUPON BOOKS</b>		<b>DeBoe's</b>		Clay, T. D., full count	65
50 books, any denom.	1 50	Vanilla D. C.	1 10	Cob, No. 3	85
100 books, any denom.	2 50	Van. Tonka	1 10	<b>POTASH</b>	
500 books, any denom.	11 50	Van. Tonka	1 10	48 cans in case.	
1,000 books, any denom.	20 00	Van. Tonka	1 10	Babbitt's	4 00
Above quotations are for either		Van. Tonka	1 10	Penna Salt Co.'s	3 00
Tradesman, Superior, Economic		<b>FOOTE &amp; JENKS'</b>		<b>RICE</b>	
or Universal grades. Where		<b>JAXON</b>		<b>Domestic</b>	
1,000 books are ordered at a time		Highest Grade Extracts		Carolina head	7
customer receives specially				Carolina No. 1	5 1/2
printed cover without extra				Carolina No. 2	3 00
charge.				Broken	4 1/2
<b>Coupon Pass Books</b>				<b>Imported.</b>	
Can be made to represent any				Japan, No. 1	5 1/2 @ 6
denomination from \$10 down.				Japan, No. 2	4 1/2 @ 5
50 books	1 50			Java, fancy head	5 1/2 @ 5 1/2
100 books	2 50			Java, No. 1	5 @
500 books	11 50			Table	@
1,000 books	20 00			<b>SALESTATUS</b>	
<b>Credit Checks</b>				Packed 60 lbs. in box.	
500, any one denom.	2 00			Church's Arm and Hammer	3 15
1,000, any one denom.	3 00			Deland's	3 00
2,000, any one denom.	5 00			Dwight's Cow	3 15
Steel punch	75			Emblem	2 10
<b>CREAM TARTAR</b>				L. P.	3 00
5 and 10 lb. wooden boxes	30 30			Sodio	3 15
Bulk in sacks	29 29			Wyandotte, 100 lbs.	3 00
<b>DRIED FRUITS—Domestic</b>				<b>SAL SODA</b>	
<b>Apples</b>				Granulated, bbls.	
Sundried	@4			Granulated, 100 lb. cases	
Evaporated, 50 lb. boxes	@5			Lump, bbls.	
<b>California Fruits</b>				Lump, 145 lb. kegs	
Apricots	@10			<b>SALT</b>	
Blackberries				<b>Diamond Crystal</b>	
Nectarines				Table, cases, 24 3 lb. boxes	
Peaches	9 @11			Table, barrels, 100 3 lb. bags	
Pears				Table, barrels, 40 7 lb. bags	
Pitted Cherries	7 1/2			Butter, barrels, 20 14 lb. bulk	
Prunelles				Butter, barrels, 20 14 lb. bulk	
Raspberries				Butter, sacks, 28 lbs.	
<b>California Prunes</b>				Butter, sacks, 56 lbs.	
100-120 25 lb. boxes	@			<b>Common Grades</b>	
90-100 25 lb. boxes	@4 1/2			100 3 lb. sacks	
80-90 25 lb. boxes	@5			60 5 lb. sacks	
70-80 25 lb. boxes	@5 1/2			28 10 lb. sacks	
60-70 25 lb. boxes	@6			56 lb. sacks	
50-60 25 lb. boxes	@6 1/2			28 lb. sacks	
40-50 25 lb. boxes	@7			<b>Warsaw</b>	
30-40 25 lb. boxes	8 1/2			56 lb. dairy in drill bags	
1/2 cent less in 50 lb. cases				28 lb. dairy in drill bags	
<b>Raisins</b>				<b>Ashton</b>	
London Layers 2 Crown				56 lb. dairy in linen sacks	
London Layers 3 Crown	2 15			<b>Higgins</b>	
Cluster 4 Crown	2 75			56 lb. dairy in linen sacks	
Loose Muscatels 2 Crown	7 1/2			<b>Solar Rock</b>	
Loose Muscatels 3 Crown	8 1/2			56 lb. sacks	
Loose Muscatels 4 Crown	9			<b>Common</b>	
L. M. Seed, 1 lb.	10 1/2 @11			Granulated Fine	
L. M. Seed, 5 lb.	54 @			Medium Fine	
<b>DRIED FRUITS—Foreign</b>				<b>SOAP</b>	
<b>Citron</b>				<b>JAXON</b>	
Leghorn	11			Single box	
Corsecan	12			5 box lots, delivered	
<b>Currants</b>				10 box lots, delivered	
Cleaned, bulk	13 1/2			<b>JAS. S. KIRK &amp; CO.'S BRANDS.</b>	
Cleaned, packages	14			American Family, wrp'd.	
<b>Tea</b>				Dome	
Citron American 19 lb. bx.	13			Cabinet	
Lemon American 10 lb. bx.	10 1/2			Saxon	
Orange American 10 lb. bx.	10 1/2			White Russian	
<b>Raisins</b>				White Cloud	
Sultana 1 Crown				Dusky Diamond, 56 6 oz.	
Sultana 2 Crown				Dusky Diamond, 56 8 oz.	
Sultana 3 Crown				India, 100 % lb.	
Sultana 4 Crown				Kirkline	
Sultana 5 Crown				Eos	
Sultana 6 Crown				<b>Rub-No-More</b>	
Sultana package				100 12 oz. bars	
<b>FABRICEOUS GOODS</b>				<b>SEARCH-LIGHT</b>	
<b>Beans</b>				100 big bars (labor saving)	
Dried Lima	6 1/2			<b>SILVER</b>	
Medium Hand Picked 2 00 @ 2 10				Single box	
Brown Holland				Five boxes, delivered	
<b>Cereals</b>				<b>Scouring</b>	
Cream of Cereal	90			Sapolito, kitchen, 3 doz.	
Crain-O, small	1 35			Sapolito, hand, 3 doz.	
Crain-O, large	2 25			Washing Tablets	
Crain-Nuts	1 35			I-V, per gross	
Postum Cereal, small	1 35			121 samples	
Postum Cereal, large	2 25				
<b>Farina</b>					
4 1 lb. packages	1 25				
Bulk, per 100 lbs.	3 00				
<b>Haskell's Wheat Flakes</b>					
6 2 lb. packages	3 00				
<b>Hominy</b>					
Barrels	2 50				
Flake, 50 lb. drum	2 00				
Maccaroni and Vermicelli					
Domestic, 10 lb. box	60				
Imported, 25 lb. box	2 50				



## SALT FISH

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

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

Herring	
Holland white hoops, bbl.	11 00
Holland white hoops, keg.	6 00
Holland white hoop mchs.	80
Norwegian.....	85
Round 100 lbs.....	3 15
Round 40 lbs.....	1 55
Sealed.....	16
Boaters.....	

Mackerel	
Mess 100 lbs.....	12 00
Mess 40 lbs.....	5 10
Mess 10 lbs.....	1 35
Mess 8 lbs.....	1 10
No. 1 100 lbs.....	10 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. 1 100 lbs.....	2 50
No. 1 40 lbs.....	3 20
No. 1 10 lbs.....	85
No. 1 8 lbs.....	71

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

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

Pure Ground in Bulk	
Allspice.....	16
Cassia, Batavia.....	28
Cassia, Saigon.....	48
Cloves, Zanzibar.....	17
Ginger, African.....	15
Ginger, Cochon.....	18
Ginger, Jamaica.....	25
Mace.....	65
Mustard.....	18
Pepper, Singapore, black.....	19
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.....	4 1/2
40 and 50-lb. boxes.....	3 1/2
Barrels.....	3 1/2

## STOVE POLISH

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

Washing Powder	
Rob-No-More, 100 lb oz.....	3 50
No. 9, per gross.....	20
No. 1, per gross.....	25
No. 2, per gross.....	35
No. 3, per gross.....	55

## SNUFF

Scotch, in bladders.....	37
Maccaboy, in jars.....	35
French 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.....	5 85
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

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

## Pure Cane

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

## TABLE SAUCES

LEA & PERRIN'S SAUCE	
The Original and Genuine Worcestershire.....	
Lea & Perrin's, large.....	3 75
Lea & Perrin's, small.....	2 50
Halford, large.....	3 75
Halford, small.....	2 25
Salad Dressing, large.....	4 55
Salad Dressing, small.....	2 75

## TEA

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

## Gunpowder

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

## Young Hyson

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

## Oolong

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

## English Breakfast

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

## India

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

## TOBACCO

Scotton 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

## WOODENWARE

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

## Butter Plates

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

## Clothes Pins

Boxes, 5 gross boxes.....	65
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## Mop Sticks

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

## Tubs

20-inch, Standard, No. 1.....	2 40
18-inch, Standard, No. 2.....	6 00
18-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
Assorted 15-17.....	3 00
Assorted 15-17-19.....	1 75

## YEAST CAKE

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

## Crackers

The National Biscuit Co.	
quotes as follows:	
Butter.....	6
Seymour.....	6
New York.....	6
Farina.....	6
Salted.....	6
Wolverine.....	6 1/2

## Soda

Soda XXX.....	6 1/2
Soda, City.....	8
Long Island Wafers.....	12
Zephyrette.....	10

## Oyster

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

## Sweet Goods-Boxes

Animals.....	10
Assorted Cake.....	10
Belle Rose.....	8
Bent's Water.....	16
Buttercups.....	12
Cinnamon Bar.....	9
Coffee Cake, Iced.....	10
Coffee Cake, Java.....	10
Cocoanut Tally.....	10
Cracknels.....	16
Creams, Iced.....	8
Cream Crisp.....	10
Cubans.....	10
Custards.....	11 1/2

## Fruit

Fruit.....	12
Frosted Honey.....	12
Frosted Cream.....	9
Ginger Gems, lg. or sm.....	8
Ginger Snaps, N.B.C.....	8
Gladiator.....	10
Grandma Cakes.....	9
Graham Crackers.....	8
Grand Rapids Tea.....	12
Honey Fingers.....	16
Iced Honey Crumpets.....	10
Imperial.....	8
Jumbles, Honey.....	12
Lady Fingers.....	12
Lemon Wafers.....	16
Marshmallow.....	16
Marshmallow Walnuts.....	16
Milk Biscuit.....	11 1/2
Mixed Picnic.....	7 1/2
Molasses Cake.....	8
Molasses Bar.....	9
Moss Jelly Bar.....	12 1/2
Newton.....	12
Oatmeal Crackers.....	8
Oatmeal Wafers.....	12
Orange Crisp.....	9
Orange Gem.....	8
Penny Cake.....	8
Pilot Bread, XXX.....	7 1/2
Pretzels, hand made.....	7 1/2
Sears' Lunch.....	7 1/2
Sugar Cake.....	8
Sugar Cream, XXX.....	8
Sugar Squares.....	8
Sultana.....	13
Tutti Frutti.....	16
Vanilla Wafers.....	16
Vienna Crimp.....	8

## Grains and Feedstuffs

## Wheat

## Winter Wheat Flour

## Local Brands

Patents.....	4 35
Second Patent.....	3 85
Straight.....	3 65
Clear.....	3 25
Graham.....	3 30
Buckwheat.....	4 50
Rye.....	3 25

## Subject to usual cash discount.

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

## Ball-Barnhart-Putman's Brand

Diamond 1/2s.....	3 85
Diamond 1/4s.....	3 85
Diamond 1/8s.....	3 85

## Worden Grocer Co.'s Brand

Quaker 1/2s.....	3 90
Quaker 1/4s.....	3 90
Quaker 1/8s.....	3 90

## Spring Wheat Flour

Clark-Jewell-Wells Co.'s Brand.....	4 75
Pillsbury's Best 1/2s.....	4 65
Pillsbury's Best 1/4s.....	4 55
Pillsbury's Best 1/8s.....	4 55
Pillsbury's Best 1/2s paper.....	4 55
Pillsbury's Best 1/4s paper.....	4 55

## Ball-Barnhart-Putman's Brand

Duluth Imperial 1/2s.....	4 50
Duluth Imperial 1/4s.....	4 40
Duluth Imperial 1/8s.....	4 30

## Lemon &amp; Wheeler Co.'s Brand

Wingold 1/2s.....	4 55
Wingold 1/4s.....	4 45
Wingold 1/8s.....	4 35

## Olney &amp; Judson's Brand

Ceresota 1/2s.....	4 55
Ceresota 1/4s.....	4 55
Ceresota 1/8s.....	4 45

## Worden Grocer Co.'s Brand

Laurel 1/2s.....	4 60
Laurel 1/4s.....	4 50
Laurel 1/8s.....	4 40

## Washburn-Crosby Co.'s Brand

Laurel 1/2s and 1/4s paper.....	4 40
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## Prices always right.

## Write or wire Musselman Grocer Co. for special quotations.

## Meal

Bolted.....	2 00
Granulated.....	2 10

## Feed and Millstuffs

St. Car Feed, screened.....	18 25
No. 1 Corn and Oats.....	17 75
Unbolted Corn Meal.....	17 75
Winter Wheat Bran.....	1



## The Meat Market

**Will Pack Wild Hog Meat and Turtle Flesh.**

Phoenix, Ariz., Nov. 2.—Representatives of meat packers in Kansas City and Chicago have been in Southwestern Arizona in the last two weeks investigating the advisability of establishing here a large packing house at the head of the Gulf of Mexico, where wild pork and turtles will be prepared for the market. Over vast stretches of territory along the southern part of the Colorado River wild hogs roam in herds, sometimes of great size. It is believed that the supply will be large enough to keep a large plant in constant operation for several years, at the same time ridding the country of a pest and making room for the establishment of a big industry in the raising of the domestic hog in a locality peculiarly adapted for that purpose.

For about a quarter of a century wild hogs have been found in Southwestern Arizona, and their number has been constantly increasing. The animal grows to large size, feeding almost entirely along the river on a root peculiar to the Colorado and grass resembling a species of alfalfa or Chilian clover. Of all the game in this part of the West there is none other which entails so much danger in the hunting. As a rule the hogs go in droves, and to attack one is to encourage a fierce onslaught from the others. Only on horseback is it safe to hunt the animals, and even then one must have a mount quick in action, as the hogs are incredibly swift and almost if not quite as fast as the average horse. They are powerful brutes, with long, lean limbs and heavy, muscular joints attached to bodies which are more like the "razor backs" of the South than anything else. Equipped with long tusks they can cut down a horse in a twinkling, and a man on foot stands no chance for his life in an attack from a herd. If one of a herd is killed the others seem to go wild with rage and will attack a party of almost any size. So dangerous is the practice of hunting them that only an occasional party ventures to try the sport.

Several weeks ago a party from Denver, here for the winter, went to Yuma and from there went on a hog hunt. Accompanied by a Mexican guide, they found a herd of twenty quietly feeding in a marsh along the river bottom. Holding the dogs in check they fired a volley into the herd, killing four and wounding another. Turning like lightning and following the lead of a great boar the remainder of the herd charged in the direction of the firing. The hunters rushed to where their horses were standing and all but one mounted and escaped. The man who was last to reach the horses was about to leap into the saddle when his mount broke her halter and dashed away. Dropping his rifle the man climbed a small willow tree, getting out of reach just as the herd rushed up and tore at the small trunk in an effort to dislodge him. Perched on a limb he used his revolver with good effect, while the dogs worried the herd, and his friends, returning to the rescue, picked off his besiegers until only three or four were left. These hurried to the river bank and tumbling down the steep sides disappeared in the brush. In three days the party killed nearly a hundred hogs, and smoking and drying the meat, sent it into Los Angeles.

There is a difference of opinion as to the origin of the Arizona wild hog. According to one theory, Thomas Blythe, more than twenty years ago, sought to establish a colony at the head of the Gulf of California and one of the industries established was pig raising. A large number of thoroughbred hogs were procured, and when the colony failed the pigs were turned out. Fostered by the abundance of wild feed the herd grew and spread over a great expanse of river bottom, until now there are doubtless several hundred thousand scattered along the river. Contrary to this belief the Indians say that the wild

hog has been a native of this territory as far back as their traditions reach, but they say that the hogs have increased in size, a condition which brings out a theory that the Blythe hogs were probably crossed with the wild pigs which were there before they were turned out to shift for themselves. Wild hog meat is of a peculiarly fine flavor, that of the younger pigs being far superior to the pork from domestic swine.

The packing of turtles is intended to be an important part of the proposed industry. The turtles in the lower Colorado grow to immense size and their flesh is in great demand in California, whence many of them are sent East. Heretofore the freight rates have been a bar to the industry, it having been necessary to ship the turtles alive, thus sending along many parts which are not available for food and making the price of the good parts out of the reach of the average epicure. By packing only the useful parts of the turtle for shipment East the promoters of the plant believe that a profitable industry can be established.

**Helping His Employees to Lay Up Money.**  
From the Washington Evening Star.

"I always have confidence in people who save a little money out of their salaries," said a prominent Western merchant, "and I do what I can to encourage habits of thrift. I employ about seventy-five clerks in my establishment, to whom I pay weekly salaries ranging from \$10 to \$40. Naturally enough, more of them get the former than the latter amount, but they are none the less worthy on that account.

"In the beginning, when I employed only two people, I lived pretty close to them and I knew how thrifless they could be when they were not encouraged to do otherwise. I have discharged more clerks for that sort of thing than for any other cause. They spent their salaries, large or small as might be, in a reckless fashion and let debt accumulate quite regardless of the rights of creditors. As my business increased, and with it my profits and my force of people, I began to give the matter more study, and in the end, when I felt able to be of material assistance in encouraging thrift and honesty, I proposed a yearly recognition to those who would save something out of their salaries. It was small at first, but was so successful that to-day I haven't a clerk who has not some kind of a bank account and not one who wilfully refuses to pay his debts. When we get a new one who refuses to take advantage of the opportunities afforded we let him go at the end of the first year.

"My present plan is to double the savings of all clerks who receive \$10, \$12 and \$15 a week; to add 25 per cent. to all who receive from \$15 to \$25, and 10 for those over \$25. A clerk on \$10 a week or under can not save much, but as a rule that class of clerks have no one to maintain but themselves, and if one can not save more than \$25 out of his year's labor, it is rather pleasant for him to get \$25 clear profit. Those who receive the larger amounts usually have families and their savings are not large, but whatever they are they are comfortably increased. One of my \$1,200 a year clerks, with a wife and two small children, saved \$400 last year, and my check for \$100 additional was deposited to his account the day after New Year. A young woman in charge of a department at \$900 a year has almost paid for a nice little cottage in the suburbs out of her extras, and so the list runs on through every branch of the business. I make it a condition that all current obligations must be met at the end of the year, so that the savings are actual net profit. Every year some of the clerks are not entitled to any extra, but if this is the result of sickness I assume a part or all of the doctor's bills. You may say it costs something for me to do this, and I am under no obligation to do it, and you are right. But I have the best class of clerks in the city, and as a result I have the best class of custom in the city, and I guess I don't lose enough by it to necessitate an assignment at an early date," and the merchant smiled with a very evident satisfaction.

# ALABASTINE

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

### Plasticon

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

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

### Bug Finish

The effective Potato Bug Exterminator.

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Finely ground and of superior quality.

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Plaster Sales Department  
Grand Rapids, Mich.

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An original plan—a winner with a record. Originator quadrupled his flour trade in 12 weeks. Plan is a well thought out idea—does not antagonize competitors or lead to price wars—is a sure and tireless worker for continued confidence of housekeepers and repeated orders for same brand. Adaptable to the use of any merchant anywhere. Will send complete plan to one merchant in a town for \$1.00, and will return the dollar if you are not highly pleased with results. Be first—write now.

SPECIALTY ADVERTISING CO.,  
A 1780 W. Polk St. Chicago, Ill.

### 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.

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Always please. Write for handsome new catalogue.

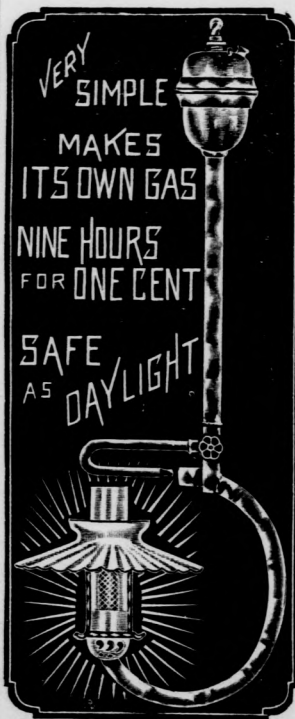
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Handled by all Jobbers.

Sold by all Retailers.

SUMMIT CITY SOAP WORKS, Fort Wayne, Ind.



## Brilliant SELF-MAKING Gas Lamp

A Good Thing to Handle and to Show off  
Stock to the Very Best Advantage.

It's not expensive and is within reach of everybody. Has no complicated parts or objectionable features. Never out of order. Always right and ready for use.

Its steady, pure, incandescent light has a wonderful effect in making the store look cheerful and enticing, and brings colors and luster that no other lamp will.

Big profits to dealers.

Brighter than electricity or gas. Cheaper and safer than kerosene.

Approved by the Insurance companies.

Guaranteed by the manufacturers of 35 years in the lamp business.

It's the pioneer lamp, and more of them are in use than all other Gasoline Lamps combined.

It will pay you to write at once to secure the agency for your district.

Brilliant Gas Lamp Co.,

Geo. Bohner, Agent.

42 State St., Chicago.



## PAY AS YOU GO.

## How It Lubricates the Wheels of Trade.

Old Zeke Crosby, who, as every one knows, lives out on the Mile-Strip, three miles northwest of East Aurora, was down to see me yesterday.

Zeke often drops in to make me a friendly call, but the particular thing that brought him this time was my little item about lawyers in a late number of the Philistine. It pleased the old man immensely, and his approval pleased me, for Zeke has a son who is a lawyer and a good one. The young man, who lives in Chicago, has made a decided success of his profession and has the confidence of all who know him. It would have been a very natural proceeding on the part of old Zeke to have denounced my screed on lawyers as libelous and all that, but he did not. On the contrary, he had anticipated that my item would bring down on my head a torrent of abuse, not only from the local bar, but from adjacent towns as well.

And so that I might be properly fortified, my friend had, with much labor and great pain, written out his experience with two Buffalo lawyers.

Old Zeke expects me to print his statement entire, with names and dates, times and places; and when he reads this I trust he will pardon me for not doing so, for to even print the truth is regarded, under certain conditions, as libelous. Very briefly stated, Zeke's complaint No. 1 is that in 1897 he sold two loads of hay to a Buffalo lawyer, who is also very well known in East Aurora. Hay was low, only \$7.50 a ton, but he had to sell it in order to get money to pay taxes.

After the hay was delivered the bill was presented and the lawyer said he would mail a check. He hasn't mailed the check yet. Since the hay was sold, hay has been up to \$14 a ton.

The lawyer now laffs at Zeke when the old man asks him for the money and declares his coachman paid for the hay when it was delivered.

Case No. 2 is a matter of butter, eggs, chickens and vegetables supplied to a lawyer's family during a space of two years. The footings are over \$300, with \$75 paid on account. Old Zeke knew the people were rich and had delayed putting in a bill because he wanted the money all at one time to lift a mortgage. He fully expected it would be paid on request, but now the bill is repudiated. They declare the eggs he supplied were bad, the turnips woody, the potatoes rotten and that all of his spring chickens were hens old enough to vote. When the old man attempted to defend his good name he was ordered from the premises, and soundly abused by the lawyer's wife. On refusing to go, the woman rang for a stable-man and ordered the man servant to kick Old Zeke into the street. The hostler took Zeke by the arm and induced him to go, and when in the alley he gave the old man a dollar out his own pocket, apologizing for his share in the matter, and declared by way of extenuation that he just had to make a show of putting old Zeke out or lose his job. Well, what does all this prove? Nothing at all, save that two men, who are accidentally lawyers, have treated a generous and kindly old man with gross injustice. Lawyers are not all bad and all deadbeats are not lawyers, but some lawyers are rogues and all lawyers are officers of the court—servants of the goddess, who, being blind, never sees anything of their rascality.

To us who are young and tuf and mixing in the world, Old Zeke's troubles all seem slight and trivial.

If I should print the name and pedigree of that family on Delaware avenue, Buffalo, N. Y., who were fed by this farmer for two years, and who then turned upon him & abused him cruelly, it would not secure his money. And should I go with St. Gerome-Roycroft and play ruf-house with their kitchen, do up the servants, black the eyes of the Honest Lawyer & scare the Lady of the House into hysterics, it would do no good, and the Saint and I might get six months apiece for interesting ourselves in matters that are none of ours.

Well, it doesn't make much difference! Let the great lawyer who owes Zeke for two loads of hay, laff the old man into babbling embarrassment; & let the proud Lady of the House who has taken on undue adipose at his expense screech at him that "he is a nasty old thing. Who cares?"

The old man has passed his three score and ten—he is living only by God's grace. His children are all grown up and gone—his work is done. Let him go home to his weed-covered farm and tell his old wife his troubles and together let them cry salt tears down their wrinkled cheeks—it won't help their failing eyesight any, I tell you that. Who cares? The neighbors will come in before long, and then go down town & send telegrams to Chicago, Cleveland & Des Moines, and in three days they will form a procession and head for the cemetery.

I'm not sure just what the Unpardonable Sin is, but I believe it is this disposition to evade the payment of small bills.

The folks who abused Old Zeke Crosby are not "bad" people. On the contrary they move in the best circles of Society, belong to the church, and are eminently respectable. They lack imagination, for if they could understand the misery, the worry and the pain they caused, it is not at all probable they would indict it. They fire the farmer out—and forget him. To them, that is all there is of it.

Now, if they are unjust to a helpless old farmer, they are also unjust to others. Doubtless dressmakers, grocers, butchers and other plain people suffer at their hands in the same way. Their lives are so full looking after the mere machinery of life—so filled with selfishness that they ride right over other folks, and no matter how many are crushed beneath the wheels of their chariots, they know nothing of it. Yet they go "slumming," belong to missionary societies and contribute to college settlements.

Does not "Society" in its society sense breed just this dead, cruel, thoughtless indifference? It does seem so, for even in our little town the only deadbeats are those who are in the "set." Ask the grocer, the liveryman, or the butcher who are the folks that contract bills and never pay, or pay when they blank please, and he will tell you they are the aristocrats. The carpenters, stonemasons, blacksmiths and farmers look you in the eye, speak frankly face to face, and if they promise to pay you Saturday night and can not, they come around and tell you why. I have been despoiled of hard-earned dollars and had my reputation ripped up the back when I ventured to ask for my own, but never excepting by those who have a Thursday.

If you wish to lessen the worries of

the world and scatter sunshine as you go, don't bother to go a-slumming, or lift the fallen, or trouble to reclaim the erring—simply pay your debts cheerfully and promptly. It lubricates the wheels of trade, breaks up party ice, gives tone to the social system and liberates good will.

Pay as you go.

Especially pay the people who work by the day and toil with their hands. A dollar means much to the man who spades your garden—never humiliate the man by making him ask for his dollar. Give it to him immediately the work is done, and if he did well, tell him so. When the woman who crouches over a sewing machine for you, all day long, brings the garment home, pay her all you owe, and do not add to her troubles by exercising the prerogative of the one who is paying over money to flaunt out either insulting remarks or insinuating manners.

The gentleman shows his true nature in his treatment of social inferiors; and of blank sins, the withholding of money due a workingman is the worst. Let us pay as we go. And the cheerfulness and good will we give out with our money will in turn be given out by those we pay it to. Pay as you go.—Elbert Hubbard in the Philistine.

## GOLD MEDAL, PARIS, 1900

## Walter Baker &amp; Co. Ltd.

PURE, HIGH-GRADE

## COCOAS AND CHOCOLATES



TRADE-MARK.

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

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

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

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

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

Established 1780.



## Can Be Retailed for 25c

Those beautiful pieces of decorated Opal Ware.

## Assortment No. 200.

1/4 doz. large Comb and Brush Trays.....	\$2 00	\$ 50
1/4 doz. large Manicure Trays.....	2 00	50
1/4 doz. large Rose Bowls.....	2 00	50
1/4 doz. large Handkerchief Boxes.....	2 00	50
1/4 doz. Manicure Sets (3 pieces).....	2 00	50
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1/4 doz. Smoking Sets (4 pieces).....	2 00	50
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1/4 doz. Cuff Boxes.....	2 00	50
1/4 doz. Cigar Boxes.....	2 00	50
1/4 doz. 24 Cologne Bottles (like cut).....	2 00	50
1/4 doz. 25 Cologne Bottles.....	2 00	50

3 doz. in all. Total cost of assortment.... \$6 00

Order Now.

DeYoung & Schaafsma,

Importers and Manufacturers' Agents,  
112 Monroe Street, Grand Rapids, Mich.

Do You Know

# Unneeda Biscuit

are better now than ever before?

This is important—and true.

NATIONAL BISCUIT COMPANY.



## AFTER THE HARVEST.

## Commendable Foresight Incident to the Season.

There are signs of coming cold all over the city and a corresponding activity in getting ready for it. The voice of the turtle dove is not heard in the land, but the whack of the hammer is. Loose shingles, rickety doorsteps, gates that the mischievous sprites of Halloween have spirited away, windows that rattle, blinds that swing too easily and others that refuse to swing at all are getting "fixed" for the frost king and preparing to dare him to do his worst. "You see," said the man in his shirt sleeves, with the New England speech that betrayed him, "this sidewalk to the back door has been pestering me nigh onto a year. The nails stuck up and ketched shovel and shoe and then it took to rottin'—see there!—and after I'd come dumb nigh measurin' my plank on it once or twice, I got some plank and went at it. Strange how anybody puts off and puts off when they know they've got to do it, ain't it? The last snow we had in the spring pretty nigh took away all my chances. My wife said she never dreamed I could swear so. I didn't. Nobody knows what he can do until he has to! This winter I've got to ease up somewhere or my goose is cooked and I concluded I'd take time by the forelock and begin with the sidewalk. Foresight is enough sight better than his sight and I started in early!"—a statement that precludes the need of emphasizing the fact that even a little foresight is so common a thing as a sidewalk is commendable.

A similar statement is sure to come to the surface in a talk with business men, irrespective of the class they represent. The grocer on the corner, the dry goods merchant, the furniture manufacturer and the rest of the brethren are equally affected by the soon coming change. The establishment is looked after with all the interest the plank walk received—possibly for the same reason—and when everything there is made snug, the idea is extended until it includes a general overhauling of methods and management inside. "I don't know why it is," said a grocer the other day, "I don't have any feeling of that sort in the spring, but about this time every fall after the big storm is over and the mornings begin to be a bit snappy, I have to have a general overhauling, back store and front, and then the books have to have a going over and about the time winter sets in, things settle down into regular running order, and that lasts until the following fall. I suppose it's because a year's about long enough to test ways of doing things and when business starts in, as it's apt to do in the fall, then's the best time to do a little forecasting while business is brisk and brushing up."

"Do you find your congregation readier to take up and carry on church work in the fall than in the spring?" was asked recently of the pastor of a large city church. "That is the only beginning time. September rarely amounts to more than a general outlining of plans and a picking up of the church premises. October is a home-coming time for everybody; November finds the people settling down to business and, after the first frost, the real work of the year begins. Spring is the winding up. Vacation time is too near for anything else to be thought of and the spiritual harvest, if I may say so, is over by the springtime-coming of the leaves. There seems to be a something

in the atmosphere of autumn that makes men thoughtful. The leaves are dead, the fruits are gathered and the air is full of the spirit that is calling the boys and girls to take their places around the old home-table for the Thanksgiving dinner. I think there is much in that. Whether they go or stay, the mother is calling them and I sometimes think the call is all the more plainly heard when it comes across the river from the spirit-land. I wonder how largely the result of our greatest revivals is due, not to the pulpit, not to church influence, but to those mother voices calling so gently that even the silence can not hear. We may know some day; but I believe the church is wise in foreseeing these silent influences and providing for them and that the man who shows his wisdom in yielding to them is to be commended."

It is a far reaching circle that shuts in sidewalks and revivals, but the same thought radiates from every point inside the circumference. A law unrecognized, but no less a law, applies to all and controls them. If the carpenter foresees an evil and hides himself; if business turns its foresight to practical account, and if the church, catching an inspiration from the coming winter, hopes for harvests, impossible without it, may be well for others to consider, and consider carefully, whether it would not be well for them to indulge as extensively as possible in this same foresight and receive the rewards which such indulgence is sure to bring.

## The Grain Market.

Wheat has shown some improvement in price during the week, owing to the smaller receipts at initial points. The rush to sell seems to be over. What wheat remains in first hands will come in slowly unless better prices are offered. Exports have been fair. The visible made a small increase of 259,000 bushels. This is less than the bears counted on and leaves the visible about 60,000,000 bushels, against 51,000,000 bushels last week. Bradstreet makes the visible at all points, private elevators and many more points included, at about 81,000,000 bushels, which seems large, providing the invisible was as much as usual, which is not the case. Take our own State, which harvested only 10,000,000 bushels. We have a population of 2,417,000 and, figuring  $4\frac{3}{4}$  bushels per capita, it shows that we have actually not raised enough for bread and seeding. With only 81,000,000 bushels in sight in all positions and 76,000,000 people, also figuring  $4\frac{3}{4}$  bushels per capita, how long will this last, with eight months until another harvest? To be sure, there is some flour held by millers and others, but not as much as last year. The mills in the Northwest claim they have no wheat to spare—only have what they need—and, with an exportation of nearly 4,000,000 bushels weekly, it is easy to be seen that wheat will be scarce after the holidays. Everyone can draw his own conclusions.

Corn has not changed. While corn in the corn sections seems to be hardly up to expectations, our own State seems to have an excellent crop of that cereal, so there will not have to be as much imported in this State as last year. Prices will remain at present quotations for some time.

Oats are also the same. As stated previously, the price of oats will go lower.

There has not been as much enquiry for rye as before, owing to the advance

in freight rates. Prices will have to be shaded in order to move it, especially as there is more being offered than there are buyers.

The flour trade has been good and the mills have made large shipments, as quite an amount was ordered out before Nov. 1, to get the old freight rates. Mill feed also was shipped out largely, for the reason above stated. Local demand keeps up exceedingly well.

Receipts of grain for the month of October were: 270 cars of wheat; 31 cars of corn; 52 cars of oats; 6 cars of rye; 4 cars of flour; 4 cars of beans; 1 car of malt.

For the week: 46 cars of wheat; 6 cars of corn; 11 cars of oats; 1 car of flour; 2 cars of potatoes.

The mills are paying 73c for wheat.

C. G. A. Voigt.

## The Larceny of Another's Time.

A young man from out of town recently called on the stenographer of a Grand Rapids establishment during business hours and visited with her for an hour. It was the hour her employer usually devoted to dictating his letters, and the young man would probably have remained longer but for an urgent summons for the stenographer from the private office. As he arose to go, the young man remarked:

"I suppose I can call around at 6 o'clock and see you home?"

"No, thank you," was the reply, "I shall not go until 7 o'clock to-night."

"You must have a hard-hearted employer," said the young man in a sneering tone of voice, "to hold you here until that time of day."

The young woman was touched by the reflection on her employer and replied:

"On the contrary, I have a very generous employer. We ordinarily finish our work at 6 o'clock, but the hour you have detained me this afternoon will compel me to work an hour later than usual, in order to get out the work planned for the day. Furthermore, my employer will be compelled to remain here an hour longer than usual to read and sign the letters which should be on his desk by 6 o'clock. You have thoughtlessly deprived me of an hour's time which does not belong to me, and you have also lengthened the day an hour for a very busy man, who will be compelled to keep his family waiting their dinner a full hour—possibly to the great inconvenience of those members of his family who may have engagements for this evening. In addition to all this, you add insult to injury by referring to him in a slurring manner as a hard-hearted employer. You had no business to come to his office and take my time—for which he is paying me my price—any more than you would have a right to go to his cash drawer and take out the equivalent in money. One is just as dishonest as the other, and I presume he would rather you had stolen \$5 from the cash drawer than disarrange his business and family arrangements for the day and evening."

The young man walked away with downcast face, indicating that the rebuke had been recognized. He bore evidence of good bringing up and his family relations were probably above the average, but he had never been taught by his parents that a man has no right to take the time of an employee without rendering the employer adequate compensation therefor.

A girl don't like to give herself away, but she's willing her father should.

## 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.

**GRAND OPENING FOR GROCERY.** DRY goods or general store. Brick store for rent cheap. Best location in town. Address Lock Box 616, Howell, Mich. 581

**FOR SALE—HARNESS SHOP WITH COMPLETE STOCK** in town of 4,500 inhabitants with only two harness shops. Best of reasons for selling. Address Lock Box 792, Three Rivers, Mich. 580

**FOR SALE—75 STOCKS MERCHANDISE** and 30 farms; attractive prices. Clark's Business Exchange, Grand Rapids, Mich. 578

**SHOE STOCK FOR SALE OR EXCHANGE—** Central Michigan Town. Address No. 582, care Michigan Tradesman. 582

**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, Brady, 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

**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 HARDWARE** about \$6,500; cash; no trade. Write Lock Box 105, Hudson, Mich. 551

**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

**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. 511

**FOR SALE—COMPLETE 22 FOOT, TWO CYLINDER, 4 h. p. gasoline launch;** in water only two months; regular price \$350. Will sell cheap for cash. R. E. Hardy, 1383 Jefferson Ave., Detroit, Mich. 535

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

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

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

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

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

**FOR SALE OR EXCHANGE FOR GENERAL** Stock of Merchandise—Two 80 acre farms; also double store building. Good trading point. Address No. 388, care Michigan Tradesman. 388

**FOR SALE—GENERAL STOCK, LOCATED** at good country trading point. Stock and fixtures will inventory about \$2,000; rent reasonable; good place to handle produce. Will sell stock complete or separate any branch of it. Address No. 292, care Michigan Tradesman. 292

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