

# MICHIGAN TRADESMAN

Volume XVIII.

GRAND RAPIDS, WEDNESDAY, NOVEMBER 14, 1900.

Number 895

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

## Knights of the Loyal Guard A Reserve Fund Order

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

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

## 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.**

## Tradesman Coupons

### IMPORTANT FEATURES.

- Page.
2. Getting the People.
3. New Study for Colleges.
4. Crockery and Glassware Quotations.
5. Around the State.
6. Grand Rapids Gossip.
7. The Buffalo Market.
8. Held Invalid.
9. Editorial.
10. Village Improvement.
12. Shoes and Rubbers.
15. The Meat Market.
16. Hardware.
17. Hardware Price Current.
18. Dry Goods.
19. Clothing.
20. Woman's World.
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. Window Dressing.
31. Purely Reciprocal.
32. Is the Bank Bogus?

### "WHAT SHALL WE EAT?"

There is an old saw, said somewhere, sometime, by somebody, to the effect that potato parings and poetry have nothing in common; that brain power and brawn power to be worth anything must have something more substantial than the chance contributions to the pig pen and that the first move to be made in lifting depravity to a higher level is to displace the potato parings with food that a respectable human being ought to eat. While this fact has been duly recognized, and while every endeavor has been made to improve the world by improving its diet, the gain made in the depravity level has been counterbalanced by a lowering of the tone of society in general. The large lawn and the mansion behind it, the magnificent town house and its equally magnificent appointments, are not to a certainty and necessarily the homes of the physically and morally best, and even the church has been called sharply to account for its laxity and remissness of duty.

It has been found, however, that morality and religion are no more miracle workers than other human agencies. They never could, and they can not now, out of the dust of the earth, or sawdust or corn cob dust, create men. That still remains the duty of the Divine; nor can they, with these same materials for building-up purposes, do more than keep body and soul together, with a certainty of results by no means to be proud of. So, while the lift of depravity has been easily accomplished by the substitution of good food for offal, the upper and uppermost levels of life have been lowered by a diet having all the debasing effects of the garbage can. The relation of the mental to the physical is as close in one case as in the other and the improved thought quality is no surer, from the low to the high, when nourishment in food takes the place of the lack of it than its debasement is at the other end of the scale where nutrition is displaced by its opposite. The mental rises and sinks with the physical, a fact which

explains to a certain extent the condition of society to-day, which the pessimist feels called upon to deplore.

It is a pleasure to note that the men vitally interested in the matter have determined to put a stop to the evil. It has been found that ground clay and sawdust and corn cob dust have become so general in the manufacture of flour as to act greatly to the detriment of the legitimate trade. At a recent meeting of the Board of Managers of the Millers' National Association of the United States a resolution was adopted to use these adulterants no more; and there is a cheering prospect that the tables of the well-to-do will have again all the nourishing food qualities which they have been so long deprived of. Once that resolution becomes an established fact and those dust elements are removed from the daily menu, there is every reason to believe that a higher type of American manhood will be the inevitable result. There will be less liability of the depraved, in their upward climb, meeting their opposites on the midway level and there will be more samples of that splendid manhood the white pond lily typifies which from the foulest pond bottom clammers determinedly up to the sunshine and blesses the world with its beauty, its purity and its fragrance.

From Civilization the world demands dividends. These dividends are multi-form; are represented in the domain of morals and of material advancement. The higher and the more enlightened the civilization, the larger and the more widely-distributed the dividends—dividends of progress, of education, of freedom, of self-government, of intelligence, of health, comfort, luxury, of art and letters, of clean-living and high-thinking. From the United States as the most civilized of nations much will be expected, much will rightfully be demanded, in the line of race-betterment. In the changed conditions wrought by the Spanish-American war, but bound to have come through other agencies had the war not proved potent, we, as a people, have found our barriers torn away and must now reveal to all peoples not only our stature, but the metal of our composition. This revelation will be made through various channels—political, economic, educative—but as the greatest exponent of our worth Commerce will readily be recognized. By means of trade, barter, exchange, dissemination, not only of our products, but of our methods of production and manufacture, assimilation of the wares of those beyond the seas, must our civilization earn its world-sharing dividends.

The Railway Review notes the fact that the profession of railroading is four times as dangerous as that of the soldier in time of war. During the year ending June 30, 1900, more than 51,000 railroad employees out of a total of 227,000 were killed or injured at their calling, while during the same period only 1,640 out of an army of 63,000 in the Philippines suffered in the same manner.

### TOO MUCH FOR THE MONEY.

The law of demand and supply, while deciding the question of equivalence, leaves much to be settled by the parties entering into the transaction. As the balance varies, greed or its opposite shows itself and, when the level beam proclaims that both have what they bargained for, it is sometimes amusing and sometimes anything but that to see the effect of the fact on either side of the counter. The "full measure, shaken down" is in the mind of buyer and seller alike and, consciously or unconsciously, they yield to the spirit within them. Penuriousness behind the counter will drop to a nicety the last grain of sugar that brings the balance to a standstill and his twin sister before that bar of trade looks and glares if there are no extra grains thrown in. These extras are precious in the eyes of both and there is a bargain or not as these amount to much or nothing.

It sometimes happens that the extra business is carried too far. For some reason the level balance is disregarded and the scale of commodity is piled high without considering the weight upon the other side. At first surprise is followed by delight, and pretended protest declares he is getting too much for his money. Let not his heart be troubled, neither let it be afraid. One end of the balance may kick the beam, but it will be found later on—and time and experience confirm it—that when the trading scales of justice fail to stand level, the supposed excess is never worth anything and the fact of its worthlessness accounts for it. What human nature throws away is worthless to human nature. It may go into the ash barrel or the garbage box or upon the top of the already full apple measure; it may take the form of the unsaleable shoe, the condemned piece of goods or the worthless remnant; the trading world is full of rejected merchandise and this form of nothingness will be sure to come to the front wherever there seems to be too much for the money.

The world outside of trade lines is especially anxious to dispose of worthless stock on hand, the desire there seeming to be to show what generosity even to lavishness is. The church social publishes a program and invariably gives too much for the money. The choir announces a concert and sings the audience into weariness. The school exhibition is always twice too long; and it has long been conceded without argument that a sermon, boiled down, is worth more, a hundred to one, than the same article diluted and so lengthened until it is as weak and worthless as the church social's conventional oyster stew.

It is a principle which can not be too strongly borne in mind, that there is a fixed value in the world of exchange for everything which enters therein. It should be also remembered that anything beyond that is excess and that excess in the exchange of equivalences upon either side of the balance is so much heaped up worthlessness or dishonesty.



## Getting the People

### Proper Use of Ornaments and Borders.

The modern type foundries have not only produced great variety in type faces, adapted to fill almost any need and with provision to secure almost any extension in a given style, but have furnished a great variety of ornaments and borders harmonizing in style with the type design. It has become usual now, in sending circulars of type faces, to include a quantity of ornaments and borders especially adapted to work with the type to give greater elasticity and variety to the work. The hold which the plan has attained proves it a good one, but, in my opinion, much of the benefit is lost in the tendency to use ornamentation too freely.

The frequent repetition of the most graceful form in type designing quickly becomes tiresome. In the early days of type ornaments, when the variety of designs was small, series of ornaments were produced with great elaboration, and a few months' use made them so tiresome that their run was very short. Beginning twenty-five years ago up to about half that period the use of type ornaments added but little to artistic typography, but in the last dozen years has come an evolution in this class of designing, with the education of the craft in its use, which has gained a prominent recognition and place.

The education which has made type ornaments successful has been largely repressive. In the early days the ornaments were introduced everywhere and anyhow. The effect, in quickly palling on public taste, I have already mentioned. There is a vast improvement in the direction of limiting the use of ornamentation in recent years, but there is still room in this direction in most localities.

As to the employment of ornaments, the printer should be very sure it will add to the attractiveness of the advertisement. In nine cases out of ten the white space will be of more value unless it is desirable to use it to balance the design in some way. In all cases the ornament should harmonize with the type and it should not appear obtrusive.

The temptation to too much use of ornaments is a constant one and is too often thoughtlessly encouraged by the advertiser. "Now, set me up something attractive and ornamental." To meet this instruction ornaments must be "lugged in," even when they are much worse than useless.

What I have said in regard to ornaments as to suitability applies to borders as well. The foundries have given us practically an unlimited variety in these, but careful judgment is necessary to select those that will best harmonize with the type faces employed.

One of the most valuable qualities of the border in advertisement setting is that it gives a definite form and distinction to the advertiser's space. In the old days, when a fine rule and a nonpareil space were all the division used, it was often difficult to tell where were the boundaries of the individual property. The use of borders has remedied this difficulty and is desirable to an extent sufficient to accomplish this result. In cases where the space is enclosed by reading matter and advertisements with border it is often better to employ the larger white space than to intrude even the best border.

The best borders for advertising use are those of simplest design. The best

## A STORE FOR WINTER UNDERWEAR.

At Prices Which Mean  
Money Saved to You.

## J. R. Jones' Sons & Co.

### We Sell

School Books,  
Books of Fiction,  
Blank Books,  
Juvenile Books,  
Composition "  
Record  
Box Paper, 10 to 25c.

There is no treasure in  
life like the love for books.  
By them youth is guided  
in successful paths, and old  
age comforted and amused.

### An Invitation----

Is Extended  
To All Herald Readers

To visit our store  
when in quest of  
Books and the  
finest line of stationery in town

We Do No Credit Business.  
J. W. GODFREY.

### We Sell

Pen Tablets,  
Pencil Tablets,  
Lead Pencils,  
Slate Pencils 2 for 1c,  
Penholders 1 to 10c,  
Drawing Crayons,  
Memorandums, etc.

Take your choice from  
this choice lot. Up to  
our standard down to  
your price. Here's where  
you save.

## Friends Multiply

To the merchant who sells reliable, satisfactory  
goods This is as it should be.

We Don't Know Everything.

but we do know that every time we sell a

## BEMENT

stove we make a satisfied customer. That's all  
we want.

That's What We Want You to Be.

Give us a chance.

Bement's Retail Store.

## Lamps

## Lamps

## LAMPS

HAVING purchased our Lamps  
early and direct from the man-  
ufacturers, we are prepared to  
give you a good line to select from, and  
at prices that are right

During the long evenings is the  
time you need a good Lamp. Come  
in and make a selection  
Largest line in town

A. H. STILWELL, Cedar  
Springs

## Read Carefully

Will open in a few days  
with New Stock at 194 East  
Flower street

New Wall Paper.  
New Pictures,  
New Picture Frames.  
New Art Goods.  
New Paints  
that cover the earth.  
All Up-to-date.

Don't stock up until you see  
our line. The quality of the  
goods and the prices they  
will be sold at will interest  
you

O. J. Wanger

Englewood Block

## Cabbage!

I am offering  
3,000 head of

## Fancy Cabbage

\$2.00 per 100

Telephone me your orders or  
call at the store at once

Yours for Cabbage,

E. M. SMITH

Cedar Springs

## EVERY GROCER IS BEST.

If you believe what he tells  
you himself. Everyone has  
the best grades of food, the  
best delivery service and the  
lowest prices. Perhaps he  
thinks so; it would be a poor  
business man who did not  
stick up for his own store.

Why not judge  
for yourself

## ONE CAN

get fresh fruit,  
but while this is  
possible, it is us-  
ually high in  
price and not al-  
ways satisfac-  
tory

## YOU CAN

can it yourself or  
you can get it  
canned or we can  
sell you the can,  
whatever it is,  
you cannot do  
better than to  
get the best,

## CAN YOU?

One can or a dozen, same  
price—same price per can  
we mean.

J. F. Atchison  
GROCER.

Wanted..

Apples, Butter,  
Eggs, Beans, etc.

Selected Seeds:

TIMOTHY,

MEDIUM  
MAMMOTH  
ALSIKE  
CRIMSON

CLOVER

ALFALFA,

Always on hand. Come over

E. H. Ingraham.

and most popular of the combination borders are those heavy on the outside and diminishing toward the type. An excellent example of this is afforded by the advertisement of E. M. Smith on this page. Compare this with those which make only irregular or pattern lines and the value of diminishing color toward the type is manifest.

In the hands of a good compositor the best borders are plain rules. The use of a heavy outside line and a lighter inside, with suitable white space, is really the best border. Of course, if all borders were of this kind they would quickly tire, but the use is none too frequent. The use of panels of plain rules in connection with such borders is also good. The next best border is wave rule and then come the great variety of combination borders.

J. R. Jones' Sons & Co. have an advertisement which might have been greatly improved by one or two minor changes. In the first place the border is much too heavy for the space. Then I would strike out the first three words in the upper line and set "Winter Underwear" in larger type. "A store for" does not mean anything. Then I would make a little more white space outside of type by spacing in the lettering a little and I would have a good advertisement.

J. W. Godfrey illustrates a different use of border which may sometimes be made effective as a tint. This brings out the type display strongly and thus serves a good purpose. The main display is fairly good, but the advertisement is not well written and the sentiment and business are mixed too much at random. Wording is evidently put in to make the different parts balance. It is a pity so good an advertisement could not be better.

Bement's Retail Store has a well written advertisement, but too many subjects are treated in it. The border would be better with corners like the rest. The body letter is too large and the type should all be spaced farther from the border.

A. H. Stilwell writes a pretty fair lamp advertisement, but the repetition of the name of the article advertised is tiresome. Furthermore, the use of three different faces of type in the repeated words affords an excellent example of how ugly display can be made by the introduction of varying styles.

J. F. Atchison writes an advertisement which makes an adroit play on "can," but unfortunately at the expense of sense. There is no relation between the first paragraph and the remainder and, if there were, the jingle on can would spoil it. The compositor has evidently done his work to meet the ideas of the writer.

O. J. Wanger has a well composed advertisement, with a border which is quite popular and will do for a change. Urging customers to read is not generally very effective. Give them something to interest and they will not need urging.

E. M. Smith has a good border but has too many styles of type and too many full display lines.

E. H. Ingraham has an unpretentious display. A better arrangement would have made the "wanted" portion subordinate to the rest. A better plan would have been to divide the space and make a complete advertisement with signature of the first part, and then make another of the rest.

Conversation still holds its own; listening is the lost art.



New Study for Colleges and Training Schools.

"I am more than ever convinced that experience is an essential to success in business and the older the world grows the more exacting are the conditions required of the candidate for commercial prizes."

The speaker is a well-known member of the traveling brigade, deserving of the confidence imposed in him, and there was a laying down of papers to hear what the honored sage was about to unfold.

"I was brought up like St. Paul after the manner of the strictest sect, or words to that effect. In fact, the young man who kept himself in hand from his youth up had no more to brag of in that respect than I have. I made up my mind early to control myself, so that not even an X ray could reveal to my mother the shadow of a thought which would make her sorry. I have an old-fashioned idea that there can't be too much mental training for a man who wants to be more than a drudge in business, and with considerable self-denial, which I have never been sorry for, I stayed at the University my full four years and came away with a diploma I am proud of. If that did nothing else for me it showed me that I was ready then to begin my specialty exactly as my classmates were that were intending to enter professional life—they must begin with the drudgery of the work and so must I. The only difference was in name. I chose business and they a profession. I found pretty soon that, while they were going on with others of their kind with a 'pull all together,' I was in with a lot of fellows who had never gone beyond the grammar grade—some of them not even so far. I didn't let that make any difference, though. 'Like seeks like' everywhere and I took only to my kind. It was hard work sometimes for me not to think that my diploma ought to favor me a little from some of the roughest of the rough that a beginner always has to encounter, but I shut my teeth and called myself names and did the rough work without any audible complaining. Slowly and surely I climbed up; and I am confident that my upward climb was hastened by what the college gave me. At all events, when my preparation was over I found myself on a level with my old college chums, and have kept step with them ever since.

"Well, I have been pretty well satisfied with myself as a business venture and when the time came for my boy Tom to be thinking about the life harness he was to put on I looked him all over and concluded there wasn't any more of the professional in him than there was in me, and I've been shaping his course accordingly. I've taken him into my confidence ever since he began to show a fondness for 'men folks,' and he thinks his dad is the best fellow he knows anything about. I've taken care to strengthen that idea. Where I go he goes, if he wants to, and I'm sharp enough to make it an object for him to go always. So I know what he is thinking about. He hasn't any habits that are playing the mischief with him. He doesn't have to beg for a quarter when he wants it and when he gets it he knows how to spend it so as to get the most of what he wants out of it. He inherited a good constitution from both sides of the house. He likes music without being a sissy over it. He can have a game of cards and see a horse race without betting. He hates smut

and when he gets through his college course, he's going to be as clean, wholesome, first-class, all-round a young fellow as a man can ask for to call him dad. He comes home with his diploma in June. Handsome? Well—er—he favors me! (Everybody laughed.)

"To make a long story short, I have been having my eye on Goodman Brothers as a good house for Tom to strike. J. B. and I found ourselves on the same car seat on the way from Chicago not long ago and I told him what I wanted.

"Of course, being a student yet, he has no experience."

"No, he has no nonsense about him and expects to begin on the ground. He wants to learn the business and, when the time comes and he is ready for it, I hope to give him all the capital he ought to have."

"Does he smoke?"

"Not a whiff."

"Chew?"

"No."

"Play poker?"

"Not a poke!"

"Bet on the races?"

"No."

"Drink?"

"No."

"On the rampage nights?"

"Not a bit of it."

"Well," he said, "we have our own way of looking at things, and I'm afraid the boy won't do. He knows the college racket and all that sort of thing, but his training hasn't been broad enough. You see, he lacks so much experience along the general lines mentioned, and would be so hampered from the start with so much to learn, that he wouldn't be good for anything for us in a business way for a long time—not, anyway until he had got where he could see the folly of what I've been asking about. We must have experience if we can get it and we have to strike for the essentials first."

"I thought the man was guying me, and I was inclined to get a little mad, but he seemed to be in sober earnest and I concluded to let it go so. I tell you," said the traveling man emphatically, "I wouldn't have my boy under such an influence as that for even a day! It made me think, however, that the training institutions will have to make out a new course of study; and I am inclined to believe that too many of the students would be perfectly willing to meet the requirements of the new conditions without any urging; but not my Tom, if I know myself."

True to His Word.

Merchant—Look here! That safe you sold me last month you said was a burglar-proof safe.

Safe Manufacturer—Well? Merchant—Well, I found it cracked this morning and riddled of its contents.

Safe Manufacturer—What more do you want? Isn't that proof that burglars had been at it?

She Was Duly Warned.

"When you get your groceries to-day," said the butcher to his wife, "don't go to that little grocer next door to my shop."

"Why not?" she demanded.

"Because he sent in yesterday and borrowed an old pair of my scales."

One Thing He Withheld.

Lawyer—I must know the whole truth before I can successfully defend you. Have you told me everything?

Prisoner—Except where I hid the money. I want that for myself.

This would be an easier world to live in if energy were as communicable as enthusiasm.

Crockery and Glassware.

AKRON STONEWARE.

Butters

1/2 gal. per doz.	45
2 to 6 gal. per doz.	5 1/2
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, bail, per doz.	85
1 gal. fireproof, bail, per doz.	1 10

Jugs

1/2 gal. per doz.	56
3/4 gal. per doz.	42
1 to 5 gal., per gal.	7

Sealing Wax

5 lbs. in package, per lb.	2
----------------------------	---

LAMP BURNERS

No. 0 Sun.	35
No. 1 Sun.	45
No. 2 Sun.	45
No. 3 Sun.	1 00
Tubular.	45
Nutmeg.	50

LAMP CHIMNEYS—Seconds

Per box of 6 doz.	
No. 0 Sun.	1 50
No. 1 Sun.	1 60
No. 2 Sun.	2 36

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.	2 75
No. 2 Sun, crimp top, wrapped & lab.	3 75
No. 2 Sun, hinge, wrapped & lab.	4 00

Pearl Top

No. 1 Sun, wrapped and labeled.	4 00
No. 2 Sun, wrapped and labeled.	5 00
No. 2 hinge, wrapped and labeled.	5 10
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 Nacefas.	9 00

Pump Cans

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

LANTERNS

No. 0 Tubular, side lift.	4 85
No. 1 B Tubular.	7 40
No. 15 Tubular, dash.	7 50
No. 1 Tubular, glass fountain.	7 50
No. 12 Tubular, side lamp.	13 50
No. 3 Street lamp, each.	3 60

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.	2 00
No. 0 Tub., Bull's eye, cases 1 doz. each	1 25

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.

William Reid

Importer and Jobber of Polished Plate, Window and Ornamental

Glass

Paint, Oil, White Lead, Varnishes and Brushes

GRAND RAPIDS, MICH.

L. BUTLER,  
Resident Manager.



A SOLID OAK PARLOR TABLE

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

SAMPLE FURNITURE CO:

Lyon, Pearl and Ottawa Streets  
GRAND RAPIDS, MICH.

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.

SAY

WILL M. HINE,  
THE STATIONER,

Sells everything from a pin to a letter press that you use in your office. Call or write.  
49 Pearl St., Grand Rapids.



## Around the State

### Movements of Merchants.

Big Rapids—Bisnett Bros. succeed Wm. Day in the meat business.

Bay Port—W. L. Webber has retired from the Bay Port Mercantile Co.

Byron—Joseph R. Harrington has sold his grocery stock to C. M. Green.

Escanaba—J. S. Doherty has sold his grocery stock to Stephen W. Brennan. Dorr—Philip Leonard and John Steffes have opened a meat market at this place.

Detroit—John S. Smeaton, dealer in flour and feed, has sold out to Shekell Bros.

Battle Creek—G. W. Erskine has purchased the grocery stock of L. D. Hobbs.

Adrian—W. S. Robins & Co. have sold their meat market to Harry Harrison & Co.

Detroit—Edward Wiggle succeeds Wiggle & Ziegler in the hay, flour and feed business.

Metamora—Henderson Bros. continue the general merchandise business of W. W. Henderson.

Ann Arbor—Dora M. (Mrs. D. E.) Glass succeeds D. E. Glass in the boot and shoe business.

Cushing—Orrin P. Lewis has purchased the general merchandise stock of Wm. G. Cushing.

Vogel Center—Abraham Schepers has purchased a half interest in the general stock of J. O. Packard.

Dowagiac—Trowbridge & Beach have purchased the grocery stock and meat market of Wm. D. Jones.

Corunna—W. C. Walsh is closing out his grocery and dry goods stock and will go West for his health.

Farwell—Frank Davis and Roy Bailey, of Evart, have engaged in the meat business at this place.

Attica—A receiver has been appointed for the general merchandise and produce firm of Ridley & Holmes.

Unionville—Fred J. Durkee succeeds Durkee & Hover in the wholesale cigar and smokers' supply business.

Battle Creek—Mrs. E. J. Weaver has sold her millinery stock at 217 West Main street to Miss Rose Gawell.

Detroit—J. C. Currie, Jr., has purchased the grocery stock and meat market of the Detroit Stores, Limited.

Fenton—Carrie M. (Mrs. J. Frank) Davis succeeds Flora B. (Mrs. J. Max) Davis as proprietor of the Davis Book & News Co.

Detroit—F. P. Reynolds & Co. is the style of the new firm which will continue the produce and fruit business of Ayers & Reynolds.

Crowell—Snelling & Dodge, of Im-lay City, have purchased the Central meat market from Frank McKenney and will continue the business.

Whitehall—Gustavus Berg & Co., meat dealers, have purchased the market of Watkins & Forbes and will continue business at both locations.

South Boardman—M. J. Murphy and C. N. Gardner have purchased the meat market of Joseph Musser and will continue the business at the old stand.

Hillsdale—C. S. Wolcott, who is engaged in the musical instrument business here and at Coldwater, has discontinued business at the latter place.

Ishpeming—Lukkarila & Kota have engaged in the grocery business at the corner of Division and Pearl streets. The former was a member of the firm of Kangas & Lukkarila, while his partner, Mr. Kota, has been in the employ of Kahn & Skud for some time past.

Calumet—The Northwestern Furniture Co., of Milwaukee, has decided to establish a branch store at this place. Wm. Schmitz is the local representative.

Mulliken—Frank Bell has sold his grocery stock to Frank Plumb, who will continue the business at the same location and will add a line of men's furnishing goods.

Sault Ste. Marie—Thos. L. Durocher has purchased the interest of D. Roberts, of the meat firm of Roberts & Montminy. The style of the new firm is Durocher & Montminy.

Sault Ste. Marie—Hugh McKenzie, of Manistee, has opened a branch dry goods store at this place in the new Everitt block. John Grinton will have the management of the business.

Kingsley—H. P. Whipple, who was formerly engaged in general trade here with Geo. W. Chaufy under the style of Chaufy & Whipple, recently died in Mississippi. The remains were interred at Detroit.

Rockford—The copartnership between W. C. Lovelace and A. G. Wellbrook, under the firm name of Lovelace & Wellbrook, has been dissolved. The produce business will be continued by W. C. Lovelace.

Sparta—Tyroler Bros. have sold their dry goods, clothing and furnishing goods stock to P. L. DeVoist, of Duluth, formerly engaged in trade at Hart and Coopersville, who will continue the business under the style of the DeVoist Dry Goods Co.

Jackson—As stated in the Tradesman of last week, Gallup & Lewis have become owners of the Gaunt upholstery stock on West Cortland street, but will continue their house furnishing goods business the same as heretofore. The upholstery stock was taken in part payment for the Froelk Furniture Co.'s stock sold to John Gaunt.

Portland—M. R. Gamble, junior member of the clothing firm of Allen & Gamble, of Portland, and Miss May Newman, a leading society young lady of this city, were married at the home of the bride's father, Asa Newman, Nov. 7. There were upward of 100 guests present, and it was one of the leading society events of the season.

Port Huron—The dry goods, grocery and boot and shoe stock of Martin Bros. & Co. was sold at public auction to Ford, Folkrod & Co., of Philadelphia, for \$6,500. The purchasers and the First National Exchange Bank of Port Huron held a mortgage on the stock for \$24,000. It is understood that Martin Bros. & Co. will resume business again at another location.

### Manufacturing Matters.

Flint—The Durant-Dort Carriage Co. will shortly erect another large building in this city for a carriage repository.

Constantine—The Standard Paper Co. is enlarging its factory by the addition of a big warehouse. The mill is running 24 hours a day.

Traverse City—John F. Ott has purchased the interest of his partner in the firm of Ott, Sweets & Macdonald, proprietors of the Michigan Manufacturing Co.

Cambria—Watkins & Cooper, blacksmiths, have dissolved partnership. Mr. Watkins will shortly remove to Hillsdale, where he will engage in the manufacture of his wagon wheel.

Sparta—J. L. Hisey has sold his interest in the Sparta Milling Co. to C. H. Jackson, who will continue the business. The electric lighting plant is in-

cluded in the deal. Mr. Jackson will continue the business under the same style.

Jackson—Wm. J. Lepard and Geo. D. Gray, formerly with the firm of S. Heyser & Son, have established themselves in business at 242 and 244 Michigan avenue. The firm name will be Lepard & Gray, and they will manufacture building material.

Battle Creek—The new brick building which is being erected by the Sanitas Nut Food Co. is being rapidly pushed to completion. It will be four stories high and fire proof from cellar to garret. It extends 100 feet on Lincoln by 60 feet on Aldrich street, and will front on Lincoln street. An extensive addition will shortly be made to the building, which will also front on Lincoln street.

### Make No Reply to Enquiries.

The Tradesman is in receipt of a communication from E. A. Lindenstruth, general dealer at Grant Station, enclosing several letters and postal cards from Ben Fox & Son, of Bay City, soliciting shipments of fruit. The solicitations were so urgent and the prices quoted were so attractive that Mr. Lindenstruth consigned five lots of apples and peaches, since which time he has been unable to obtain any settlement, nor have Fox & Son replied to his letters. Mr. Lindenstruth thereupon appealed to the Tradesman, which has addressed four or five communications to Fox & Son, requesting an explanation, to which no attention whatever has been paid, and the Tradesman is therefore reluctantly compelled to warn its readers against having any dealings with the firm except on a cash basis, because, judging by the experience of Mr. Lindenstruth and the manner in which the firm ignores business correspondence and neglects to make any explanation of circumstances which have a decidedly detrimental appearance, the house is unworthy of the confidence and patronage of the trade.

### The Boys Behind the Counter.

Flint—F. P. Whipple, of Davison, has taken a position as salesman in Frank Gordon's grocery.

Negaunee—Frank Bashaw has taken a position in the grocery department of the Winter & Suess establishment.

Clarksburg—V. H. Church has relinquished the management of the Clarksburg Record to Dan. Kerwin and will devote himself to the drug business.

St. Johns—G. W. Otto, who has been employed as clerk in the Fildew & Millman drug store during the past four months, has gone to Jackson, where he has taken a position in A. T. Webb's drug store.

Cross Village—Lawrence J. McCann, clerk in the department store of W. M. Shurtleff, and Miss Anna W. Anderson, clerk in the dry goods store of P. Medalie, of Mancelona, were recently married. The Tradesman extends congratulations.

Saginaw—The West Side merchants have agreed to close their stores at 6:30 every evening except Saturday and Monday and to remain closed Sunday. The Retail Clerks' Association has been working several months to bring about this result and the members feel gratified that their wishes have been complied with.

### Preventing the Cure.

Mrs. Gotham—The paper says an Indiana State board is trying to prevent the marriage of idiots.

Mr. Gotham—What nonsense! They soon get over it.

### The Grain Market.

Wheat has been rather neglected during the week; not much doing in speculative or option deals. Cash wheat has been very steady, with no pressure to sell. Exports have been of usual dimensions. While receipts at initial points have not been as large as usual, the visible made an increase of 664,000 bushels. It is easily accounted for, owing to the large mills in Minnesota being shut down, claiming slow sales of flour; but as the price of flour there has not declined, we think that the cause of the shut down is more on account of the unsuitable wheat to grind than anything else. The mills would rather lie idle than run on unseasoned wheat. They also found, probably, that Kansas wheat did not make their standard grade of flour, so, rather than to run, they prefer to await developments and see if their home wheat will not improve in the near future, as what has been marketed so far has not been up to grade. Farmers there are the same as all over—they sell the poor wheat first. The millers seem to think that later on the wheat offered will be better. However, if the report is true, as to the damage done to wheat by wet weather, any amount of holding will not make merchantable wheat.

Corn has been sliding down gradually. It has lost about 1½¢ since last writing. Nevertheless the visible showed a decrease of over 1,000,000 bushels, which leaves the amount in sight only about 6,785,000 bushels, against 11,000,000 bushels at the corresponding time last year, which is rather a small amount for this season of the year. New corn keeps coming in, but not enough to crowd the market. Notwithstanding all this, the market is lifeless and prices are weak.

Oats are in the same condition. The demand is hardly up to offerings, as the trade knows there is a large amount to come forward and buyers are waiting to lay in stocks at lower range of prices than is at present prevailing. We might mention that the oats in sight amount to 12,842,000 bushels, against 6,706,000 bushels at this time last year, or nearly double. Under those circumstances, there is not much show for any enhancement of prices.

Rye keeps an even tenor—not much doing—and all seem to think that rye is too high at present.

The flour trade has been fair, with prices well maintained. Owing to the scarcity of winter wheat, there is no cutting of prices. We may certainly look for better prices for flour in the near future.

Mill feed keeps an even tenor. The demand is good locally and absorbs all that the mills make.

We are very sorry to report that the Hessian fly seems to be getting in its work almost as bad as last year, and with the decreased acreage in the State, the outlook for a large wheat crop is certainly not flattering.

Receipts of all kinds of grain this week have been the smallest in years, being only 28 cars of wheat, 8 cars of corn, 7 cars of oats, 1 car of rye and 6 cars of potatoes.

The mills are paying 73c for No. 2 red wheat.

C. G. A. Voigt.

### Will Fill Orders at Old Prices.

On November 22 the price on American Indigos, Greys, Black and White, and Shirtings will advance ¼ cent per yard. Until then we will fill orders as long as our stock lasts at old prices.

P. Steketee & Sons.



## Grand Rapids Gossip

## The Produce Market.

Apples—Sound fruit commands \$2@2.50 per bbl.

Bananas—Are not especially active, but prices are well maintained and movement is up to the average at this season. Prices remain firm but unchanged.

Beans—Receipts are more liberal since the advent of cold weather, which has stopped work in the fields and given the growers time to move their crop. Dealers are paying \$1.25@1.50 per bu. The waste averages about 5 lbs. to the bu.

Beets—\$1 per bbl.

Butter—Creamery has advanced to 23c and is strong at that. Dairy grades have advanced, in sympathy with creamery, fancy table commanding 17c, choice fetching about 16c, and packing stock ranging from 13@14c.

Cabbage—\$1 per bbl.

Carrots—\$1 per bbl.

Celery—18c per bunch.

Cider—11@12c per gal. for sweet.

Cranberries—The cooler weather has stimulated distribution and the coming of Thanksgiving, the great cranberry time, has helped to improve the market. With a heavy shortage in the supply and with the best quality of berries for years, holders anticipate a profitable season. Walton fruit has been advanced to \$2.65@2.75 per bu. box for fancy long or round. Cape Cods have advanced to \$2.75 per bu. box or \$7.50 per bbl.

Eggs—The market is strong and active, all receipts of fresh being taken eagerly at 18@20c. Cold storage goods are being taken in considerable quantities on the basis of 16@17c.

Game—Cold weather has put new life in the game trade. The supply does not seem to be so ample as it was during the warmer weather, in consequence of which local buyers have increased their paying prices for both gray and fox squirrels from \$1 to \$1.20 per doz. Common cotton tail rabbits are taken readily at \$1.20 per doz. Venison is arriving freely, local dealers paying for No. 1 stock 8@10c for carcasses and 10@12c for saddles.

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

Lemons—The market is weaker and prices have declined 25@50c per box. Trade is small and orders are only for a few boxes at a time with which to fill orders.

Lettuce—Hot house is in fair demand at 12½c per lb. for leaf.

Onions—Red Globe and Yellow Danvers are in active demand at 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 per bu.

Pop Corn—\$1 per bu.

Potatoes—Country buyers are paying 25c for all offerings of choice and are meeting with no difficulty in unloading at a fair margin, the shipping demand being decidedly active at some points. Local dealers ridicule the report sent the Chicago Record by Martin J. Knold, of St. Joseph, to the effect that the crop in the vicinity of Greenville is extensively affected by rot caused by the abundance of rain during the growing season and hot weather this fall. Moseley Bros., who are buying large quantities of potatoes at Moseley, only a few miles south of Greenville, assert that they have not seen a rotten potato this year, the only blemish in the crop being an occasional hollow potato, due to the enormous size some of the tubers attained this year. The statement that the loss to the growers from this cause will amount to \$1,000,000 is probably greatly exaggerated.

Poultry—Local dealers have contracted for their Thanksgiving supplies of young tom and hen turkeys at 10@10½c, the latter for strictly fancy stock. Receipts thus far have not been in good

condition, but if the present cold weather continues it is expected that the condition will be greatly improved. Old turkeys command 7@8c, depending on quality and condition. Ruling prices for other lines of poultry are as follows: Spring chickens, 8@10c; fowls, 6½@7c; spring ducks, 8@10c—old not wanted at any price; spring geese, 8@10c—old not wanted.

Quinces—\$1 per bu.

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

Squash—2c per lb. for Hubbard.

Turnips—\$1 per bbl.

## Hides, Pelts, Furs, Tallow and Wool.

The hide market is firm at last week's prices, but all advance seems to be checked. The asking prices were not obtained, although the demand is fully up to all offerings. Country stock is more plentiful, but not up to the offerings of former years.

Pelts are in good demand at slightly higher values, on account of better quality. Offerings are small at best.

Furs are being offered in small lots at no established prices.

Tallow is in good demand for best qualities, but at no higher prices. Offerings are in fair quantity.

Wools are selling more freely, with many enquiries. An advance over previous sales of 1c on fleece and 2c on pulled was obtained last week, but higher values are strongly resisted. Offerings are large, with a tendency to crowd sales if prices go higher.

Wm. T. Hess.

Benjamin Wolf, who was engaged in the banking business at Evart for several years and who was prominently identified with the lumbering and manufacturing interests of that place, has been elected a director of the State Bank of Michigan to fill the vacancy caused by the resignation of Gaius W. Perkins. Mr. Wolf is now a resident of Grand Rapids, being interested in several lumbering and manufacturing enterprises which have their headquarters here, and his elevation to the directory of the State Bank is a recognition of the energy and shrewdness which have made him a conspicuous figure in Northern Michigan and which will enable him to take front rank among the successful business men of the Second City.

The Tradesman again calls attention to the illustrated lecture on landscape gardening which will be given at the Park Congregational church Wednesday evening, Dec. 5, by Arnold Shanklin, superintendent of the advance department of the National Cash Register Co., of Dayton, Ohio, which corporation has probably employed more brains and expended more money in embellishing its factory and beautifying the homes of its employees than any other manufacturing institution in the country. The lecture, which will be given under the auspices of the Michigan State Horticultural Society and the Grand Rapids Board of Trade, will be free to all, owing to the generosity of Mr. Shanklin and the corporation by which he is employed.

Schmidt Bros., general dealers at 220-224 West Fulton street, have added a line of boots and shoes. The stock was furnished by Rindge, Kalmbach, Logie & Co.

The locomotive works of the United States last year turned out 2,196 locomotives, valued at about \$23,000,000. Of the total number, 480 were sent abroad.

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

## The Grocery Market.

Sugar—The raw market is quiet but unchanged. Quotations are still 1½c for 96 deg. test centrifugals. The refined market is very weak and the expected decline in prices has taken place, being a reduction of 15 points on all grades. A further reduction is expected and buyers, therefore, do not operate freely.

Canned Goods—The result of the election has caused a better feeling among the trade generally, but there is no evidence of any change in the situation. On the whole, opinion is that the market is certain to be benefited, but no material improvement is expected right away. The trade is fairly well stocked up and indications are that no very heavy demand may be expected for some little time. Trade continues quiet and without feature, although some jobbers report a better retail demand the last day or two for a number of lines of goods. There seems to be a little more disposition on the part of buyers to take hold of tomatoes. A few weak holders in the country who needed money badly have been forcing the few tomatoes they had on the market, causing the market to drag, but they are about sold out now and we think no one will make a mistake in buying now all the tomatoes they will need for the balance of the season, as prices will undoubtedly go higher shortly. Corn is quiet and irregular. Almost no interest is taken in this commodity at present. Peas and beans are in good demand at unchanged prices. Salmon is in good demand, the previous scarcity being relieved by free arrival of new goods from the coast. Sardines are in good demand at unchanged prices. There is some buying of oysters, enquiry for which has been stimulated by the colder weather.

Dried Fruits—There is a marked improvement in the demand for dried fruits over the last few weeks. It is believed that the recent large buying is the beginning of a very active trade that will last up to Thanksgiving or the middle of December. Stocks of many kinds of dried fruits in distributors' hands are low and buyers are beginning to show more disposition to purchase. Advances from the coast state that the prune crop will fall considerably short of first estimates. This is due to the fruit running more to small sizes than was expected and a lack of weight of the individual prune, the weight not being in proportion to the size. On the whole there seems to be a little better feeling in the prune market, although there is no change in price. Raisins are in good demand and new goods are coming in very freely, several cars having been received from the coast recently. There is an especially good demand for seeded raisins, which in a good many cases are taking the place of the loose muscatels. Apricots are selling more freely, fancy goods being firmer, in sympathy with the coast market, where goods of this description are reported practically cleaned up. Currants are weaker, having declined ½c per pound. There is a good demand, especially for the cleaned article, and as prices are now getting down to a more satisfactory basis, demand seems to be increasing. Dates and figs are selling well at previous prices. Evaporated apples are moving out well at firm prices and with any increased demand prices will certainly go higher.

Rice—The rice market is very firm and demand is very good. All prospects are for renewed activity, and with the

statistical position strong, prices are expected to rule firm during the current month.

Tea—The tea market is dull. Despite the indisposition of buyers to purchase and accumulations of spot supplies, holders maintain a firm attitude, asking full prices for most grades. Future developments are awaited with interest, it being said supplies are decreasing in the country. Renewed activity is expected the latter part of this month. Sales at present are for small lots to meet immediate requirements.

Molasses—The molasses market is very firm and the trade shows more disposition to buy, owing to the cooler weather. A more active market is looked for from now on.

Nuts—There is more enquiry for nuts of all kinds and holders expect a brisk demand from now on until the holiday buying is satisfied.

Rolled Oats—The rolled oats market has gone still lower this week, prices having declined 25c per bbl. and 10c per case.

## The Microbe Craze.

Prof. Norton says: There is great danger of the bacteriological craze landing its devotees in a quagmire, from which extrication will be difficult if not impossible without loss of prestige. The earnest investigators are prone, in their enthusiasm, to take too much for granted (the wish being father to the thought) and it will not be at all surprising to find that many steps will have to be retraced, many ingenious and promising theories abandoned. It should be borne in mind that microscopic life is in the main, beneficial to humanity; that the varieties associated with disease are comparatively few, by comparison with the others, and, that in the case of the bacteria that have been definitely identified with specific diseases, it has never been satisfactorily demonstrated that they are the cause, and not the product, in such cases. Although some facts are positively known in bacteriology, yet the conclusions drawn from them are mainly conjectural, and in this, as in other fields, it is not at all unlikely that the next generation will see the present teachings thrown out, and a general re-casting of theories.

## How to Cure a Cold.

First stop eating. The system is overloaded with impurities and they must be eliminated. Fast until these poisons can be disposed of in a natural manner. Take long walks, drawing in many deep, full breaths, exercise every muscle of the body that the circulation may be quickened and every part of the body thoroughly cleansed by this accelerated circulation. Bathe at least once a day, rubbing the surface of the body briskly all over for five or ten minutes. After missing from two to three meals if a ravenous appetite is acquired it is of course desirable to indulge this appetite, but in moderation. Under no circumstances should the stomach be gorged, and those foods which are unwholesome, or but moderately nutritious, should be avoided.

Ludwig Winternitz, general traveling overseer for Fleischmann & Co., is in town on his regular semi-annual visitation. In making his rounds among the trade, he follows the same routine he has observed for the past half dozen years—kissing the babies, handing out gum to the young lady clerks and cigars to the young men behind the counter, jollying the grocers, congratulating the bakers, commending the work of his subordinates and leaving bright rays of sunshine and big chunks of good feeling behind him.

Truth is stranger than fiction—in fact, to many it is a perfect stranger.



## The Buffalo Market

Accurate Index of the Principal Staples Handled.

Beans—Marrows and mediums clean up on arrival and there is a steady, increasing demand for fancy of these varieties. Kidney would also sell quickly, but there is little prospect of any receipts, as the country is reported thoroughly cleaned up. Pea beans on the other hand show no strength, as offerings are fairly liberal. No yellow eye or red kidney in market. Marrows, good to fancy, selling at \$2.30@2.50; medium, \$2.10@2.30; pea, \$2@2.15. White kidney, fancy, would bring \$2.50. Butter—We have had a steady trade for all grades, and everything cleaned up easily at strong prices. The demand has been far above expectations at these high values, and from present indications there will be no trouble in forcing figures still higher, especially on fresh extra creamery, which has never been so scarce in the history of the trade here. Buyers are compelled to take lower grades and the difference has narrowed down to about 4c for anything fit for table use to the finest creamery. The range to-day is 20@24c, and quite a number of extras have been sold at 23½c and 24c. Dairy is almost too scarce to quote, but 18@22c is easily obtainable for good to choice. There is nothing here below 17c in tubs, and the poorest crocks of ancient make bring 15c. Rolls sold at 18@20c, and not above good in quality at the outside price. It is evident that we are on the verge of another advance.

Cheese—A slow trade is reported on fancy, but there is an active enquiry for cheap cheese of all kinds, either white or colored. The finest full cream, small, is working out at 11½@12c; good to choice, 10½@11c; common to fair, 8@10c. Buffalo can take a liberal amount of low grade cheese at present, both for local and out of town trade.

Eggs—Market is higher for fancy fresh and sales were made to-day at 23c, with a possibility of higher prices being paid before the week closes on that class of goods, but storage stock is too plenty to move above 17c, except on something exceptionally fancy, which brings 18c. Lower grades of storage range from 15@16c.

Dressed Poultry—This market could take double the quantity received every day, and especially during the closing days of the week. Now that the weather has turned cold, quite a fair amount of dry packed stock is arriving and bringing 1c above iced. Turkeys, selected, 11@12c; choice, 10@11c; fair to good, 7@9c; chickens, fancy, 10@11c; fair to good, 9@10c; fowl, choice to fancy, 9½@10c; fair to good, 8½@9c; old roosters, 6@7c. Ducks, 10@11c per lb.

Live Poultry—The supply was again heavy, but only sufficient to meet the active demand for fancy chickens and ducks. Stale stock dragged and had to be sold at lower prices, but shippers were satisfied with returns. It pays to send the best goods of any kind to this market as there is always more poor than actually wanted, and its presence has a tendency to depress prices. Turkeys sold at 9@10c for young. Chickens, large fancy, 9c; choice, 8@9c; small and mixed, 8c. Fowl, fancy medium, 8½@9c; fair to good, 7½@8c; thin and poor, 7@7½c per lb. Ducks, fancy, 9c @ \$1 per pair. Geese, large fancy, 80 @90c; medium, 65@75c; geese, small, 45@60c each. Pigeons, per pair, 15@20c.

Game—Receipts continue light of partridge, and with an active enquiry; \$8@9 per doz. were the going prices. Quail sold at \$2@3, according to condition. Woodcock, \$3.50@4.50 per doz. Rabbits brought 25@35c per pair for small. Squirrels, \$1@1.25 for small, and \$1.75@2 for large. No venison offered.

Fruits—Although receipts are more liberal of fancy fruit, prices continue firm under a good demand. There is still a heavy supply of common to good, which is selling way down and hard to move. Fancy snows sold at \$3 @3.50; Kings and Spys, \$2.50@2.75;

Twenty-oz., \$2.25@2.50; Greenings, Baldwins and other fancy winter fruit, \$2; Ben Davis, \$2.25@2.50; fair to good, all kinds, \$1.25@1.50; common, 50@75c per bbl.

Quinces—Market glutted with common to fair stock, for which there is no market, even at low prices. Only fancy sells and not above \$1.75 per bbl.; common to good, 50c@\$1 per bbl.

Cranberries—Quality is improving and the market is firmer. Fancy crates, \$2.25@2.40; choice, \$1.85@2.

Pears—Firm; fair demand. Keifers, fancy, \$2.25@2.50; fair to good, \$1.50 @1.75; Duchess, fancy, \$2@2.25 per bbl.

Grapes—There is a better demand for fancy Concord and Niagara, but Catawbas are slow. Pony baskets of selected Concord sell readily at 7c; and Niagara at 10@12c, while ordinary lots go at 2c less. Catawbas, pony, 5@7c. Wine grapes are still in liberal supply, and trade keeps up well considering the enormous quantity consumed here this season. Concord sold at 18@22c, and white at 20@30c. Catawbas quoted at \$38@42 per ton.

Oranges—Floridas are in market and selling at \$4 per box. Navels expected this week, and will bring about \$3.25@4 per box.

Lemons—Fancy, \$3.25@3.75.

Potatoes—Receipts were about 7 cars the past few days, and with a heavier supply from farmers the local trade is fairly well supplied at present. Stock, however, is only good to choice, and something fancy would take the lead. Demand is active, and it will take considerably heavier receipts to affect prices. Fancy white quoted at 40@42c; No. 1, 38@40c; No. 2, 34@40c; fancy red, 30@40c on track.

Sweet Potatoes—Market is stronger; offerings only fair to fancy. Jersey double-headed barrels, \$2.25@2.40; cloth tops, \$1.75@2; No. 2, \$1.25@1.50 per bbl.

Celery—Market oversupplied with all kinds, particularly common to fair, and prices are ruling low. Fancy is selling at 25@30c; good to choice, 20@25c; common to fair, 8@15c per doz.

Squash—Liberal receipts and market easy. Hubbard, \$10@12 per ton.

Cabbage—Higher but offerings are liberal from near-by growers. Large is selling at \$2.50@2.75; medium, \$1.75 @2 per 100.

Horseradish—Fair receipts; good demand; firm at \$4@4.50 per 100 lbs.

Buckwheat Flour—New selling at \$2.25 @2.35 per cwt.

Nuts—New hickory nuts are wanted, and would bring \$2.75@3. Chestnuts, fancy sound, large, selling at \$4; wormy, \$2.50@3 per bu.

Popcorn—Choice to fancy, 2@2½c per lb.

Honey—Strong; fair demand. Fancy white, 20c; good to choice, 17@19c; dark, 12@15c per lb.

Straw—Scarce and firmer. Wheat and oat, \$8@8.50; rye, \$9@10 per ton track Buffalo.

Hay—Receipts light, and with a good demand the market is strong. Prime loose baled, \$16.50@17; tight baled, \$15.50@16; No. 1, \$14.50@15; No. 2, \$13.50@14 per ton track Buffalo.

Dressed Hogs—No offerings as yet, and it is difficult to fix a price, but for country dressed medium and light Buffalo has always paid high prices.

### Fashionable Not to Be Too Ignorant.

The window had fallen into unskilled hands. With the design of giving the beholder a chance to see a sample of everything in the store the limited space was crowded to repletion. The goods were good enough, but, piled in as they were with no possible chance to please or even attract the eye, the sight repelled. To make a bad matter worse a clumsy card, with the price and a misspelled word, held a conspicuous place in the window and, with a sneer, the crowd laughed and passed on. It has not been the first time that a bad spell has been on exhibition in a Grand Rapids show window and, suspecting

there was method in it, it did not take long to learn that the misspelling was indeed a device for drawing trade.

While proofs may be wanting to show that that idea is a failure, there are certain reasons for believing that the method is not one to commend itself to any commercial house desiring to stand well in the good opinion of its patrons. It smacks too much of ignorance, and if ignorance is not vulgar it too often amounts to that. The time at all events has gone by when respectable trading houses care, or can afford, to make a display of it with the hope of securing profitable returns, and while, as a trick of the trade, it may induce the public to stop occasionally to express its astonishment, this ends in disgust oftener than in a bargain. The case in hand is much to the point. The window was loaded with the grossest ignorance. Utterly incongruous articles were crowded together without rhyme or reason. Color and its dainty claims were at a discount. The beauty of design is a term there unknown and, what was still worse, there was more than a hint of the dirty noticeable everywhere. "The window trimming and the spelling are all of the same piece," exclaimed an impossible customer, as she looked and laughed and with the rest of the "maddening crowd" passed on.

As "a trick of the trade," in common parlance, it was disgustingly silly. "Only an ass does that sort of thing," was one comment; "That jack can't fool me," said another; "I know him and he can't spell his own name twice alike to save his neck. His work shows that;" "What if somebody does stop, to be sure that a man inside left school too early? Stand there all day and you won't see anybody go in who catches sight of the spelling;" "If it's a trick, it's like the rest of the windowful, a fair sample of what's going on inside. I don't want any of it." A crowd is equal to the sizing up of that sort of display and with the simple statement that the proprietor who tolerates that sort of thing likes it, he can be safely left to the public he is trying to trade with.

Some weeks ago a young lady came home from an afternoon of shopping with "such a funny thing" to tell. "I was after some gloves and I had heard so much of a make that Gants & Co. have that I concluded to try a pair. Well, I stopped to look at one of their windows to see if any were displayed and, if you'll believe it, they spelled gloves without any o! It looked so strange, and then I just said to myself, 'A house that will advertise like that doesn't have good gloves,' and I got mine at my regular place." It may be a trick of the trade and it may be worth while to play it; but the chances are against it and it is submitted that it pays to spell.

As time goes by, it is getting to be fashionable not to be too ignorant of some common things. "I never could spell," in the earlier days of the century was considered a bit of candor to be laughed at and forgotten as a matter that did not amount to anything. Penmanship was another attainment that in the olden time was often the subject-matter of mirth. "Hen scratches," as those who wrote that way were accustomed to call them, but the old days for "pothooks" are over and the old days for much of the old-time ignorance of common things have passed away. Ignorance is no longer respectable and a beautiful handwriting is often one of the surest ways to reveal the lack of schooling which too many fine penmen possess. The better way is to cut loose from such ignorance altogether and not jeopardize trade or the reputation of the house engaged in it by the indulgence of even an intended bad spell.

For Pure

## Buckwheat Flour

Enquire of

**SPARTA MILLING CO.,**  
SPARTA, MICH.

You ought to sell

## LILY WHITE

"The flour the best cooks use"

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



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

### 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.

## Only One Merchant

in a town can have the flour trade builder—an original plan which increased the originator's flour trade four fold in 12 weeks. A well thought out idea that works like a charm. Simple, and a sure and tireless worker for continued confidence of housekeepers and repeated orders for some 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 1380 W. Polk St., Chicago, Ill.

## Wind Proof Overcoats

A fur overcoat, such as we sell, is wind proof, cold proof, water proof and almost wear proof.

Made of selected skins of all kinds and with a range in price that will catch trade from everybody.

Write us quickly for information.

**Brown & Sehler**

Grand Rapids, Mich.



**HELD INVALID.****Municipal Garnishment Act Does Not Apply to Officials.**

Horace J. Waters, dealer in fuel at 210 East Bridge street, began suit against Josiah Tibbetts, member of the Grand Rapids Common Council, by garnisheeing his salary as alderman, under the municipal garnishment act of 1899. Justice Watt, before whom the case was tried, decided against the plaintiff, who took an appeal to the Kent Circuit Court. Judge Wolcott gave the matter careful consideration and handed down an opinion, holding that public officials can not assign unearned salary and that the act of 1899 is invalid, so far as its application to actual employees of municipal corporations is concerned. The Tradesman reviews this opinion elsewhere in this week's paper. The full text of the opinion is as follows:

In this case the plaintiff, having obtained judgment against the principal defendant, Josiah Tibbetts, in justice court, garnishees the city of Grand Rapids under Act No. 257 of the laws of 1899 for salary due said Tibbetts as one of the aldermen of said city. The City Comptroller disclosed the indebtedness due said Tibbetts for salary and further disclosed that some time prior to the service of the writ of garnishment there had been filed with him an assignment of said salary to Michael Colleton, the intervening claimant. The assignment was made and filed February 15 and purported to assign the salary for the quarter ending April 30, so that at the time the assignment was made most of the salary covered by it was then unearned. Colleton intervened in the suit, claiming to be the owner of the salary by virtue of the assignment.

The first question that arises is as to the power of a public officer to assign his unearned salary. The authorities in England are almost unanimous in holding that such assignment is void, as against public policy, and the American text-book writers and the courts, almost without exception, have followed the English holding.

The weight of authority is also very clearly to the effect that in the absence of express statute, the salary of a public official is exempt from garnishment or attachment proceeding. This is also on the ground of public policy and is not for the benefit of the officer, but for that of the public—that the efficiency of its servants be not interfered with by any uncertainty as to the payment of their salary.

It has also been frequently held that under general laws municipal corporations are not subject to garnishment. This is on the ground that such bodies are created for the public benefit and that public policy demands that they should not be subject to the serious interruption to the public business and with the prompt and efficient discharge of public duties which would result from subjecting them to the garnishee process—this in the absence of any express statute permitting it.

Our Legislature, has, however, by the Act of 1899, referred to, expressly provided that municipal corporations shall be subject to garnishment. The terms of the act are general and include "all corporations of whatsoever nature, whether foreign, domestic, municipal or otherwise, except counties." This act, by its terms, makes no reference to salaries of public officials. The doctrine that the salaries of public officials can not be reached by attachment or garnishment on the ground of public policy has been questioned in a few cases as not resting on very satisfactory grounds; still, it is the settled rule of the common law. It has received the sanction of a great majority of the courts which have been called upon to pass upon it and it has been declared by our own Supreme Court, in one case, that it is not consistent with public policy to subject the stipends of persons in public employment to be suspended or reached by garnishment.

The only question, therefore, is whether the Act of 1899 in question changed the common law rule in regard to the exemption of the salary of a public officer from garnishment. This question should not be confounded with the other question as to the exemption of a municipality from such process. The latter exemption also rests on the ground of public policy, but on a different consideration than the exemption of the salary of a public official. The exemption of a municipality is on the ground that the prompt and efficient discharge of public duties would be interrupted by requiring the municipality to be called into court in controversies between third parties in which it had no interest.

It was probably within the power of the Legislature to change this rule by statute, as it has done in the Act referred to. Does the same Act also, by necessary implication, change the rule as to the salaries of public officials?

It is urged, on the one hand, the statute being general in its terms, that if public officers were to be exempt from its provisions, the Act would have so provided. On the other hand, it is urged that the statute, being in derogation of the common law, is to be strictly construed and will not be held to include a class of persons heretofore exempt and exempt for a different reason than the municipality, unless the statute expressly makes provision therefor.

The text of the Encyclopedia of Law, Volume 12, page 70, second edition, states the rule to be that "Statutes subjecting municipal corporations or state or municipal officers to the process of garnishment do not change this rule" (as to exemptions of salaries of public officials), "but apply only to money due to private individuals, for the rule is not based on the ground that municipal corporations are not subject to garnishment, but on the ground of public policy."

The State of Colorado has a statute which provides: "That all municipal corporations shall be subject to garnishment upon writs of attachment and garnishment in the same manner that private corporations and persons are now or may hereafter be subject to garnishment under such writs."

Under this statute the Supreme Court of that State, in *Lewis vs. the City of Denver*, 9 Colorado, App. 328, held that the salary of a city officer can not be reached by process of garnishment. The Court points out in the opinion the distinction between exemptions of a municipality from garnishment in the absence of statute and the exemption of the salary of a public official, and says: "The statute of this State subjects municipal corporations to garnishment in respect of any ordinary indebtedness which they may owe, but we do not think it was contemplated that a process devised to facilitate the collection of debts might be used to the prejudice of the public interests."

The opinion in this case reviews many of the authorities and is a well-reasoned case.

The same Court, in a later case of *Troy Laundry and Machinery Co. vs. Denver* (decided in 1898), 53 Pacific Reporter, 256, announced the same doctrine. The code of that State provides that garnishment statutes are to be liberally construed, still the Court held in that case that such statutes, being in derogation of the common law, could not extend legislation by implication.

In the case of *Pruitt vs. Armstrong*, 56 Alabama, 306, it was held that the statute authorizing moneys to be attached in the hands of an attorney-at-law, sheriff or other officer applies only to moneys belonging to private individuals and can not be extended to a salary or compensation of public officers. The reasoning in this case is like that in the Colorado cases and the case, in effect although not in express terms, overrules a prior decision of that Court.

In the case of *Roeller vs. Ames*, 33 Minnesota, 132, the Court held that the salary of an officer of a municipal corporation due him from the corporation could not be reached by proceedings

supplementary to execution by the creditors of the officer. The Court says in that case: "It will be observed that the doctrine rests upon an entirely different reason from that assigned for exempting municipal corporations from garnishment and is entirely independent of the question of whether the corporation or its officers are made parties to the proceedings; but as the attempts of creditors to reach the salaries of public officers have usually been by garnishment, both reasons have often been given by courts for dismissing the proceedings and sometimes the two have been confounded, or at least not properly distinguished in a citation of authorities."

These cases seem to me to be more carefully considered than the cases wherein salaries of public officials have been held subject to garnishment, and the distinction between the exemption of a municipality and the exemption of the salary of a public official and the reasons therefor more clearly distinguished.

In the interpretation of a statute the courts must be controlled by the intent of the Legislature, if such intent is manifest or can be ascertained under any of the recognized rules of statutory construction. But where such intent is doubtful, the statute should receive such construction, if its terms will admit of it, as will not infringe the rights of the public or invade any well-settled rule of public policy. As the Colorado court held in the case cited, so as to our own law. I believe the statute in question can be given a reasonable construction without holding that it was the legislative intent to abrogate a settled and wholesome rule of public policy. I am of the opinion that the salary of a public official can not be garnishees.

It follows, the claimant by his assignment acquired no title to any of the salary unearned at the time of the assignment, and that judgment must be rendered in favor of said garnishee defendant and against the plaintiff of no cause of action.

**Michigan Fire and Marine Insurance Co.**

Organized 1881.

Detroit, Michigan.

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

D. WHITNEY, JR., Pres.

D. M. FERRY, Vice Pres.

F. H. WHITNEY, Secretary.

M. W. O'BRIEN, Treas.

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

**DIRECTORS.**

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

**A QUICK SELLER**

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

# We Are Proud

Of the fact that we are the largest Calendar engravers and printers in this section of the country.

Now is the time to order your calendars for 1901.

Samples and prices on application.

**TRADESMAN  
COMPANY,**

GRAND RAPIDS.





Devoted to the Best Interests of Business Men

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

TRADESMAN COMPANY

One Dollar a Year, Payable in Advance.

Advertising Rates on Application.

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

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

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

E. A. STOWE, EDITOR.

WEDNESDAY, - - NOVEMBER 14, 1900.

STATE OF MICHIGAN } ss.  
County of Kent

John DeBoer, being duly sworn, deposes and says as follows:

I am pressman in the office of the Tradesman Company and have charge of the presses and folding machine in that establishment. I printed and folded 7,000 copies of the issue of Nov. 7, 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 tenth day of November, 1900.

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

#### GENERAL TRADE REVIEW.

That the pending election had been for a long time hanging as an incubus on trade is proved by the fact that as soon as it was out of the way speculative markets took on a sudden boom with advancing prices and an activity unprecedented in the history of the Stock Exchange. Much of the time transactions were so rapid that it was impossible to keep track of them by the ordinary machinery of the Exchange and much of the business was not recorded. Advances occurred all along the line except in the case of one or two minor stocks, which for special reasons were turned over to the mercy of the bears. Linseed stock has declined 6 1/2 points since election on account of a rumor of passing the dividend. In the advance of prices the industrials have taken the lead, with an average in four days of \$6.27 per share. Sixty railroads advanced an average of \$2.71 per share, carrying this branch to \$76.37, the highest point in over seventeen years. Saturday was the culmination of activity in Wall Street, transactions being reported at 1,666,000 shares, while observers estimate that actual dealings amounted to a round 2,000,000 shares. The business for four days broke all records. As might be expected from such a headlong plunge of speculative activity, this week brings a slight reaction, which is generally accepted as a favorable indication. It would be impossible for so rapid an advance in both price and activity to continue very long without a reaction, and the longer it is continued the more violent the set-back. It is thought that the present reaction is little more than a stopping to take breath and that the forward movement will not be so headlong as the start was made.

It has been a long time since so favorable conditions were to be recorded

in nearly all lines of trade. With the advent of more seasonable weather retail trade is assuming its normal position. Nearly all the great industries are in a condition of healthy activity, and in many it is requiring the utmost exertion to meet the demands.

In steady, substantial prosperity the iron and steel trades are taking the lead. With prices to compete in the markets of the world, there seems to be no limit to the business which may be obtained. Furnaces, foundries and mills are rushed with orders, but comparatively few price changes have been made, and these are advances. The experience of the reaction from the boom of last year will make operators slow to invite a repetition if the experience by too much greediness.

The advent of seasonable weather is meeting the needs of the clothing trade and promises greater manufacturing and jobbing activity. Sales of wool exceed those of many months past. Cash cotton makes no change in price and buying is slow. Boot and shoe trade continues to suffer from the undue advance of materials, while any attempt to put up prices cuts off sales.

It is well to note that with the general activity in the manufacturing industries and trade the agricultural interests are holding their place in the procession. Wheat and corn price changes are upward and other products move in sympathy.

#### GOVERNMENT FINANCES.

Although the receipts from both tariff and internal revenue taxes are constantly increasing, the expenses seem to be augmenting almost as rapidly. It is true that the monthly gain in receipts keeps somewhat ahead of the gain in expenditures, but it is now apparent that the fiscal year ending next June will not show the great surplus which has been predicted unless the expenditures fall off very materially. There will, of course, be a surplus, but it will be quite modest.

For the four months ending with October the receipts amounted to \$326,574,300, which represented an increase of over \$5,000,000 as compared with the corresponding months of last year. The expenditures amounted to \$301,043,400, an increase of nearly \$7,000,000 as compared with the like period of 1899. The revenues showed an excess over the expenditures for the nine months amounting to over \$4,000,000, as compared with an excess of a little over \$7,000,000 for the corresponding period of last year.

It is difficult to ascertain with any accuracy to what specific causes these expenditures are due, but the pacification of the Philippines is undoubtedly the leading cause of the heavy expenses which figure in the Treasury's monthly payments. The increased army expenditures alone represent a formidable sum.

The seedless orange was a freak of nature found in a swamp on the north shore of the Amazon about 1872. To-day its cultivation in the United States has revolutionized the orange industry. It has brought the orange yield of California up to 17,000 carloads a year, and the amount of money invested directly and indirectly in it is over \$100,000,000.

It is not wise for a congregation to raise a preacher's salary when they can not raise money enough to pay what is already owing to him.

#### IN AN UNSATISFACTORY CONDITION.

One of the most important statutes enacted by the last Legislature was the municipal exemption act making municipal employees—except county employees—amenable to the garnishment process. Such an act was passed by the Legislature of 1897, but was vetoed by Governor Pingree. Representative Anderson, the father of the act, succeeded in getting a similar act passed by the Legislature of 1899, which Governor Pingree approved. The act became a part of the statute law of the State, where it remained until last week, when it was reviewed by Judge Wolcott, of the Kent Circuit Court, the full text of the opinion appearing elsewhere in this week's paper.

A careful reading of the opinion discloses the fact that the questions involved are of great interest to merchants dealing with public officials, their deputies and clerks and public employees. The decision is favorable on the question of assignment of unearned salary by public officials, the Court holding that they can not make a valid assignment thereof.

On the question of whether the salary of public officials is subject to garnishment the decision is not satisfactory. For some time past there has been a growing feeling among merchants that the garnishment laws of the State are too favorable to debtors and repeated efforts have been made to secure the passage by our Legislature of laws remedying the existing evils.

At common law municipal corporations were not subject to garnishment because it was deemed to be against public policy to have them brought into disputes between private individuals and the time of their officers spent upon matters which did not concern the municipality. Neither could the salary of a public official be garnished, it being held that it was against public policy, as tending to impair the efficiency of public service. The Legislature has power to change the common law by enactment and the Tradesman contends that the Legislature intended to change the common law in both respects. Judge Wolcott, however, holds that, while the statute of 1899 changes the common law by making municipal corporations subject to garnishment, it does not change the law which exempts the salaries of public officials from garnishment. The decision amounts to a nullification of the law, as to public officials. This is quite serious when we consider that the question as to who are public "officials" is a much mooted one. It seems quite clear that all persons elected by the people or appointed by the mayor and their deputies are public "officials," but whether cashiers, clerks, bailiffs and other public servants of like kind are "officials" within the rule is not so certain, and if the courts shall later hold that they, too, are "officials," a large portion of the benefits of the law is taken away.

The courts of Ohio, Rhode Island, New Hampshire, Kentucky, Massachusetts and Montana, in construing statutes similar to ours, have held that the salaries of public officials are subject to garnishment. The reasoning of the Supreme Court of Montana strikes us as being particularly sensible and up-to-date. In part the Court says:

The argument of public policy as to inconvenience to the municipality and its officers does not reach our mind with sufficient force to impair another rule of law and of right that is recognized throughout the civilized world; that is,

that debtors should pay their debts. It has never been observed that a municipality has difficulty in obtaining employees to do its work, and the municipality may surely obtain as good service from those who pay their debts as from those who avoid such payment and are protected in the avoidance by the unsatisfying doctrine of public policy.

The matter, as it now stands, is in a very unsatisfactory condition. We sincerely hope that the case will be carried to the Supreme Court. If the decision of Judge Wolcott is reversed and the law held to subject the salary of a public official to garnishment, the result will be decidedly beneficial. If, on the other hand, his decision is sustained, an effort should be made to secure an amendment of the law at the next session of the Legislature which will effect the purpose. The present state of uncertainty is not desirable.

The political editors will have much to do from now on until the 4th of next March. To the job of constructing a cabinet for the President-elect is added the task of making an apportionment of representatives under the new census. The fact that the President-elect and Congress will attend to these matters in due time will not relieve the volunteer cabinet and apportionment makers. The latter will do the work, and keep doing it. They have begun already on the apportionment, have tried half a dozen ratios, taken members from this state and added members to that, and determined the net gain to one party or the other. It's a harmless business; better than that, it is useful in fixing in the public mind the certain facts which are true of every treatment of the material at hand.

Hot water is very difficult to obtain in Cuba. Water is heated in small vessels, and a surprisingly meager amount seems to be needed in the day's work. Cuban cooks have developed the system of washing dishes in cold water to an art, but American servants find it difficult to get accustomed to this hot water scarcity.

The man who does not like the work that is given him to do soon comes to dislike all sorts of work, and to believe that the world owes him a living, which it certainly does not.

When a politician is thrown down by the people he says he will return to his law practice. After that has happened, he finds he has no law practice.

Politicians who have promised all sorts of offices to all sorts of men will have much trouble in making them good.

A business man has but little faith in his political judgment when he rejoices that his party did not win.

Women who wear themselves out shopping come in the course of time to have a shop-worn look.

The man of diplomacy who speaks without thinking accidentally says what he means.

There should never be more than one man of destiny in politics at the same time.

Common sense has come to be an uncommon personal endowment.

Misery loves company; but it does not deserve it.



## MEN OF MARK.

**Chester Harding, Captain Corps of Engineers, U. S. A.**

Enterprise, Miss., the land of the magnolia, was Capt. Harding's birthplace. His father, a civil engineer at the hub of the world, famous for its brains and beans, had been persuaded by business assurances to settle in the South and there, in 1866, Mr. Harding was born. At Tuscaloosa, Ala., where the family had taken up its residence, the early schooling and the later preparation for college took place and he was graduated, at the age of 18, at the University of Alabama, in 1884.

For a year after his university training he turned his attention to such work as generally falls to the novice in a civil engineer's office, learning the letters of the alphabet of his art, and in June, 1885, he put this work by to enter the United States Military Academy at West Point.

Those who know only by hearsay what even a little of life at this famous military academy is are well aware that, for the mastery of the subject matter and the accomplished acquirement of the minutest, practical detail, that academy has no superior and that, when the course there is done, the graduate knows what he is expected to know. Completing the regular course in June, 1889, Mr. Harding was sent to the Engineering School at Willard's Point for technical study in civil and military engineering, where he remained for two years and a half, finishing the course in 1892.

His training over, he had "the world before him," with the Government to "choose his place of rest" and Chicago received him first as Assistant Engineer in charge of that district. For two years he was a citizen of the interoccean metropolis and St. Louis, envious as ever of her rival, claimed the young engineer at the end of that period and enrolled him as a citizen.

The writer is tempted here to push back the curtain of silence and to give in detail some of the many civilities which that hospitable city extended to her new-coming citizen. It will be no betrayal of trust, however, to say that his evenings were not passed in solitude and that his days were brightened by the recollection of them. The world, loving a lover, looked and smiled approval, and long before the wedding journey began the Queen City of the Mississippi was the location of another Eden, with no flaming swords barring the entrance of a single gateway. Miss Krum, the daughter of a well and widely known lawyer of St. Louis, was the sharer of this new Paradise, and when the St. Louis tarrying was over Mr. Harding, with wife and household gods, reported for duty at Washington, D. C., at the office of Chief of Engineers. Four months was the length of stay at the National Capital, when he was ordered to West Point as Instructor of civil and military engineering.

The war with Spain was declared and his services were needed at Newport, R. I. He reported promptly and found himself under Major Lockwood's immediate orders in charge of torpedo defenses at Narragansett Bay. At the end of three months he was back again at his old position at West Point. In the fall of 1898 he received his promotion to captaincy, a rank which relieved him of duty at the Academy and brought him to Grand Rapids in February, 1899, as Captain of the Corps of Engineers in

charge of the Government works in the Grand Rapids district.

It would be an easy and a pleasing task to say something of the appreciation of Capt. Harding and his services by the citizens of Grand Rapids since his residence in this city; and since the Tradesman has no intention to put into type what Capt. Harding would not willingly read himself to his friends, it believes itself justified in saying that the citizens of Grand Rapids are finding no fault with the Government that has sent Capt. Harding among them; that the district over which he has jurisdiction has never been more acceptably or efficiently served than it has been during his residence here, and that while they sympathize with Chicago and St. Louis in their loss of his citizenship, they can only sympathize.

Capt. Harding's residence is at 165

## The Price He Paid for His Success.

The old man was very ill and they told him that he had almost reached the end of all earthly things. He was very rich, but he knew that he could drive no bargain with the great creditor, Death, and that he had come to the place where all that he had toiled and striven for in life was of no more value than the brown leaves that were driven by the autumn wind across his window pane. The old face on the pillow was very white and still, and what went on behind that impenetrable mask, whether he cared or not, those about him could not tell. People had never known what he thought. It had been part of his power. He had met victory and borne defeat with the same cold, hard smile, that had no mirth or joy in it, and it still lay, even in this hour, like frozen sunshine about the thin, old lips. "He

his word had made and unmade towns and corporations and people had hung on his lightest utterance as on an oracle. Life had given him so much and it had been sweet, but now, somehow, in the darkening room, it seemed to grow very little and he began to ask himself, as he had not done in all the busy years, what he had paid for it? The first price had been his boyhood. He had never had any playtime of life. While other boys, laughing, care free, sunny-hearted, roamed the hills in search of birds' nests or rollicked in the old swimming hole, he was already at work, early and late, care-burdened, scheming, calculating, a little man among the toiling millions of men. It gave him that "early start in life" to which people said he owed his after success, but no one, save the old man himself, knew how cruelly high a price it was to pay. Somewhere, too, out of the mist of memory there shone the sweet, fair face of a girl who smiled on him with tender eyes in the days of his own lost youth, but he had hardened his heart against her, lest a wife should burden him just as he was getting a start in life, and so love had faded away from him, and when, long afterwards, in the lonely years, he would have fain recalled it to sit beside his hearthstone he could not conjure it back. All the toil of his strong manhood, the ceaseless striving of heart and soul and brain, weary days and sleepless nights he had paid as part of the price of his success, and as the long years passed in review, sometimes the old man sighed, and once a tear—the hard, scant tear of old age—slipped down the furrowed cheek. The shadows crept swifter and swifter towards the west, and the room grew still and awful with death. When it was quite dark the nurse came softly in and bent above the still form of the old man. The old millionaire had gone out of life as humbly and as poorly as he had entered it, taking nothing of all his vast possessions with him, but on his face was a strange look of youth as if he had found his lost boyhood again.

## The Man at the Other End of the Bargain.

Nathan Strauss, the great New York merchant, when asked what had contributed most to his remarkable career, said: "I always looked out for the man at the other end of the bargain."

What a lesson these words contain for the young man of to-day who thinks that long-headedness, shrewdness, cunning and sharpness are the only success-qualities worth cultivating!

Mr. Strauss says that, if he got a bad bargain himself, he could stand it, even if his losses were heavy, but that he could never afford to have the man who dealt with him get a bad bargain. He felt that his own loss, however great, might possibly be repaired, but that, if a man who had dealings with him should lose, or be deceived thereby, nothing could ever compensate him (Mr. Strauss) for this, as his character would be permanently injured.—Success.

A group of apartment houses in Utica, N. Y., is provided throughout with electrical cooking utensils, consisting of three round platters, or "stoves," and oven and a boiler. When not needed they can be stored away, leaving no outward trace of the use to which the room is put. The air is not vitiated and the apartment is kept much cooler. The same apartments are provided with electric curling tongs heaters, which are much appreciated.



Washington street. Grace church is his place of public worship, and the Peninsular Club has his name enrolled among its members.

## How He Got Religion.

"Did you ever get religion?" asked the revivalist.

"Well, I should say so—138 pounds of it," replied the man.

"A hundred and thirty-eight pounds of religion!" cried the revivalist.

"How did you get that?"

"The only way that a good many men ever get religion," was the reply.

"I married it."

The money spent in buying a golf outfit is not entirely wasted. The golf sticks are of the right size for stirring clothes in the wash boiler in the days to come, and the sack to carry them in will be just right for a clothespin bag or a slipper holder.

has so much to live for," the young doctor said, enviously, thinking of his stocks and bonds and the "street" where the old man was a power. "He has so little to live for," murmured the nurse, pitifully, looking at the lonely old figure that had never known the love of wife or child and had none but hired hands to even smooth his death bed. By and by the old man motioned the attendants from the room, and when they had gone he turned his eyes to where the shadows were creeping along the western wall and began to balance his accounts with life for the last time. He knew what the world would say of him. He was a self-made man, who had worked his way up from the very bottom. He had begun without a penny and he was dying with millions in his hand. He stood almost for our embodiment of success. He had been called a railroad king, a Napoleon of finance,



## Village Improvement

### The First Application of the Landscape Alphabet.

When even the children of South Park had learned that beautiful landscapes depend upon open lawn centers, upon plants in masses and upon the avoiding of straight lines and, better than anything else, were showing a strong desire to give artistic expression to their newly acquired information, it is easy to understand the possible consternation on learning that the beautiful in Nature can have nothing to do with a nuisance. Left to herself that Great Artist goes slowly but surely to work. If foulness exists she decomposes and so destroys and then, with the spot purified, she covers it with the leaves of plants she knows will thrive. When the eyesore is too high for that, the morning sunshine finds a vine which the sunset did not see, climbing with determined tendrils towards the unsightly spot. That is all, but the crude ugliness is concealed and beauty stops to admire the place she could not tolerate before.

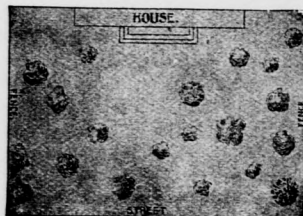
To many of the people of South Park—possibly to most of them—the pictures which improvement promised did not go beyond the factory lawn and their own front yard. That lawn would be just the place for the open center and a piece of pictured loveliness it would be with its winding walks and masses of leaves and blossoms; while their own private patches of green grass and bright-lipped flowers between front doorstep and sidewalk would be only a little, faithful copy of the factory paradise. The contemplated improvement, however, had other plans in view. Improvement, to be real and lasting, begins always back of the front door and, when the back yard was proclaimed as the field of operation, a smile of incredulity curved many a lip and, with a resigned but willing, "Well," that much despised and always neglected territory was looked at exactly as the prudent and thrifty mother looks for a possibly comely garment from a much-worn and most-unpromising cast-off article of apparel.

There are probably no two things which sooner pass from comeliness to its opposite humiliating extreme than the bottle and the tin can. With them the journey from affluence to poverty, from effusive appreciation to condign contempt, from liking to loathing, is short and sharp; and the hand that hurls these upon the back yard pile, with others gone before, acknowledges no possible beauty, even in the spot they make unsightly. Barrels, old or new, may be useful and boxes from the utilitarian standpoint are not to be despised; but barrels and boxes landed at last in the back yard are ignominious. As such, they are nuisances of the first class and, when these with their usual contents are located in the corner of a rotting, tumbling down fence, Nature herself with averted eyes and finger-compressed nostrils follows in the footsteps of the disgusted Levite who comes and looks and passes by on the other side! Left to herself she could do something; but, taught by some bitter experience, she acknowledges utter defeat in attempting to improve a back yard as long as humanity occupies the neighboring kitchen.

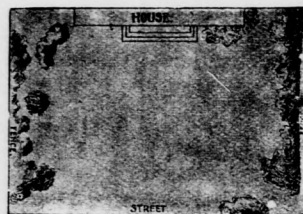
Knowing intuitively that the sink drain and the swill barrel are objects of disgust, a conduct for the one and a receptacle for the other were placed under ground "and the evening and the

morning were the first day." With the place relieved of those ungainly sights and unsavory odors, the bottles and the tins, the boxes and the barrels and whatever else was offensive were carried away. Then the fences were taken down. The old tight-board pat-

story—too much like one indeed, to be more than that—and, fearing this conclusion, the views that make this page attractive have been produced from photographs of a few back yards at South Park. The open lawn, showing the right way of planting to secure the



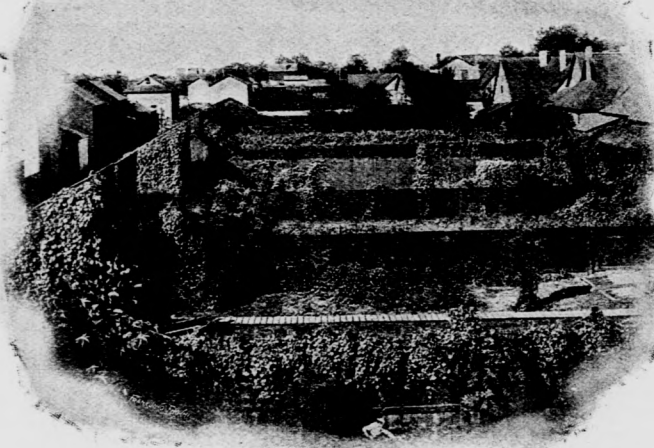
The Wrong Way.



The Right Way.

tern, as ugly as it is costly and needless, the rickety and rotten affair that contributed its share to the prevailing smell of decay and which light iron ones replaced, the old shed and dilapidated building that indifference had tolerated, were removed and Nature her-

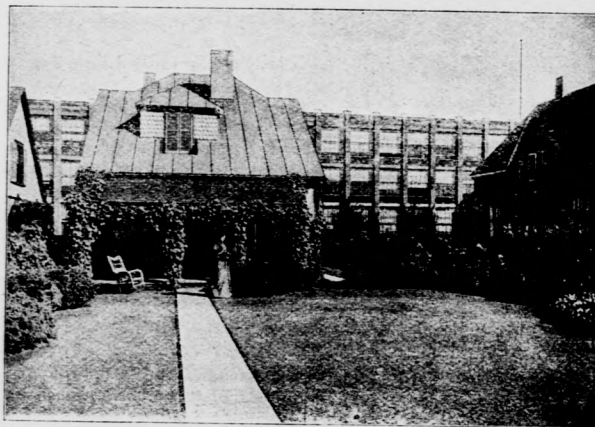
best effects, is presented here, with its confusing and unsatisfactory opposite, the "nursery" style. What a back yard can and ought to be, "A thing of beauty and a joy forever"—did Keats have one in mind when he sang the deathless line?—the picture-presented fact of the



Back Yards—Homes of Employees.

self, attracted by the change which afar off she had seen going on, drew near and, with approving smiles, commended. Then the weeds came down; then the spade was brought in; then flower seeds and the roots of "wandering vines" were considered and then Nature, with

real thing best shows. It has not been considered necessary to print its ugly opposite. Should this be needed the interested reader has only, with the beautiful impression in his head, to look over his fence into his neighbor's back yard! He may not find there in all its



Prize Back Yard—Home of Employee.

genial sun and softly falling rain, found in the once despised back yard the task she loved and took good care of root and bud and tendril until these once waste places were bright with buds and blossoms and "all the air was calm."

It sounds and it reads like a fairy

enormity the revolting pile of bottles and cans, the offensive and long-gathering accumulations of barrels and boxes; but it is safe to say that, outside of South Park and its neighborhood, there will be nothing so pleasing to his sight as the picture here presented, the home

of an employee, who took a prize for his successful transformation of back yard repulsiveness into this literal "bower of beauty." If this is the back yard, what must the front yard be! and if the house is thus environed in beauty—the work of the inmate's brains and hands—what can we not expect from the interior and what may we not hope to find in the heart of the author of all this outpouring loveliness! This is the condensed lesson of landscape gardening and this is the lesson which South Park has been teaching and is teaching to-day to the humanity inside the enchanted circle of her influence.

### Lively Debate In a Convention of Undertakers.

From the Lewiston Journal.

The liveliest discussion of the day came over the adoption of a name for the association. Col. A. S. Bangs, of Bangor, who is accredited with being the father of the movement for organization, wanted to christen the baby the "Maine Funeral Directors' and Embalmers' Association."

But there were others who didn't.

There seemed to be a difference of opinion among the members as to what they really were.

Some protested that they had always been called undertakers, and that as everybody knew what that meant it was a good enough name to use for a while longer.

Others argued that the name was obsolete and old-fashioned, and that if the Maine brethren wished to be up to date they would call themselves funeral directors. This raised the objection that there are in every place men who have at some time or other conducted a funeral, but who never prepared a body for burial and know nothing of the undertaking business. These men, it was argued, have no right to be classed as undertakers, even although they might squeeze in under the name of funeral directors.

Mr. Redington, of Waterville, made a last plea for the term "funeral director," saying that the work of the modern undertaker was not that of a gravedigger, his work was above that, and he favored showing that it was a higher profession by dropping the word undertaker, which could be used for almost any one from the driver of the hearse to the sexton.

But when it came to the vote the members hung to the old, old name of undertaker, the vote being 21 to 10.

### Told the Exact Truth.

"You told me," said the infuriated purchaser, "that that brook on the farm you sold me never ran dry."

"Guess I did," said the real estate man.

"It has been dry all summer."

"When it was dry, it didn't run, did it? Therefore, it could not run dry. We never deceive."

### On Earth Now.

"I think I shall take Ruth to Niagara."

"Didn't you just go there on your wedding trip?"

"Yes, but now we want to go and see what it looks like."

### An Easy Part.

Youth—Oh, I don't want to take that character. I'll make a fool of myself, sure.

Maiden—Well, you said you wanted an easy part.

It is reported that the streets of Petersburg, South Australia, will shortly be illuminated with wood gas, which has been used in public buildings there with so much success that it is now decided to extend it to the streets. The generating plant is said to be simple, and gas of excellent lighting properties can be produced at \$5 per 1,000 feet. The gas is extracted from any kind of wood by extreme heat, and the cost of the wood is returned in the value of the charcoal that comes from the furnace. Tar is also extracted, and the sap is said to have medicinal properties.





This picture is from a photograph of only a few of the hundreds of Hallwood Cash Registers which we have accepted in part payment for Nationals. We want to sell these Hallwood machines. Some of them have been in use only a few days, some two or three months, and some longer. We do not warrant their mechanical accuracy, but we do guarantee to send them out in as good condition as when they left the Hallwood factory.

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

Baltimore, Md., Oct. 17, 1900.  
National Cash Register Co.,  
Dayton, Ohio.

Gentlemen:

Last July I received a circular from you offering Hallwood Cash Registers at half price. I wrote to your office in this city requesting your representative to call, and told him that if this offer was bona fide I wanted to purchase one. He brought to my place a No. 12 Hallwood register which he offered to sell me for \$60. As the Hallwood Company wanted \$125 for the same kind of register, I purchased the No. 12 Hallwood from your representative and found same to be as represented. You have fulfilled your contract.

Yours truly,

*R. S. Wilson*

You have my permission to use this letter.

Grand Rapids, Mich., Oct. 12, 1900.  
National Cash Register Co.  
Dayton, Ohio.

Gentlemen:

In response to yours of recent date, will state that you are correctly informed as to my failure to buy one of your second-hand cash registers from the Hallwood Cash Register Company.

I called at their office in Houseman Bldg of this city one day last month in quest of second-hand "National," found one to my liking (No. 35, I believe) which they offered at \$65. Upon my OFFERING TO TAKE IT AND PAY SPOT CASH, was informed that they could not sell that particular machine; concluded from that that they did not have the goods to deliver that they advertise.

Yours Respectfully,

*Pooy Barker*

SEND US YOUR ORDER.

**NATIONAL CASH REGISTER CO., Dayton, O.**

Grand Rapids, Mich., Office, 180 East Fulton St.

Menominee, Mich., Office, 701 Main St.

Detroit, Mich., Office, 165 Griswold St.

Saginaw, Mich., E. S., Office, Room 503, Bearinger Building.

Chicago, Ill., Office, 48-50 State St.

Ft. Wayne, Ind., Office, 31 Bass Block.



## Shoes and Rubbers

### Should Shoe Dealers Close on Festive Occasions?

The question whether a retail shoe dealer should keep open on a holiday or if he should keep his place religiously closed may, perhaps, be well to consider, now that the holiday season is approaching.

In this country we have holidays which appear to be of several kinds. Some by immemorial usage have acquired—if they did not always have—something of the nature and character of the Sabbath, and, if they alone were to be considered, the question would be an easy one. But there is another class of holidays of recent creation, having no traditions and little, if any, religious connection, which are regarded by many as simply an opportunity for an outing, or a "day off," and many take advantage of the day to see what there is to be had in bargains—that is, where the stores are not closed.

At least three points of view present themselves from which the question may be looked at and these three will be sufficient to consider at present. The first point of view is that of the dealer himself—number one, the original and only magic number. Second, the force of clerks and salesmen, and third, the public.

First, what is the dealer's duty to himself and to the community in which he lives, moves and has his being? Of course he must maintain his position as a merchant. His duty to himself requires that he shall be at his place of business when his business requires his presence. The old saw: "The time to catch bears is when there are bears around," applies with equal force to purchasers of shoes. Still, people must buy shoes, and if they can not be bought on a holiday, they must be bought on some other day.

The State has set aside a certain day as a holiday, and the question arises whether it is not the duty of the individual, as a self-respecting and law-abiding citizen, to obey the powers that be and observe as a holiday the day set apart as such. Is it not a violation of the law to keep open, and to offer special "holiday bargains," as is often done? Does the average man feel the respect for himself at the close of the day that he would feel if he had closed up and, if nothing more, remained quietly at home? He may have made a small, or even large, addition to his bank account; but it has been in derogation of the command of the State, possibly at the indirect loss of another dealer, and certainly at the loss to himself of the moral benefit which the State assumes will accrue to each individual person in the community by a proper observance of the day as it was intended to be observed. The State has created the holiday for the benefit of all, which, of course, includes the retail shoe dealer, and, if there is a benefit to be derived by any one, he should not deprive himself of that benefit, however slight it may appear to be.

The same process of reasoning may well apply to the force in the store. Certainly they can not be discharged for a refusal to work on a holiday; but a reason for discharge can easily be found in some other direction and while another cause may be alleged, both employer and employee know full well that the real cause is the insistence of the clerk or salesman on his legal rights.

The salesmen are part and parcel of the body politic, and the State has a right to expect the same observance of its holidays that it has a right to expect from the proprietor. Supposing no one paid any attention to the fact that a holiday is in existence, what would be the use of Legislature enacting or the Governor appointing such a day? Some one must observe it to have it a holiday at all—why not altogether?

Of course, a "day off" is a gain to the clerk or salesman—that is, if he makes proper use of it—and he may desire to take part in the public exercises. If his place of business is kept open he can not do so, and thereby the public is deprived of his services, however valuable or otherwise they may be in such connection.

His family may desire to attend such services and require his attendance and escort; or it may be that he would like to remain at home and prune his vine and his fig tree that they may produce better and more fruit than heretofore.

Perhaps enough has been said on behalf of the proprietor and the sales force to suggest such train of thought as to bring the dealer to a correct conclusion, whatever that conclusion may be in each individual case; but there is still the public to be reckoned with.

This paper is not intended to apply to the large cities where general closing is the rule, but to smaller places and towns where a large rural population turns out as one man and "goes to town," as the saying is, whenever there is anything going on that costs nothing to look at, like a circus or other parade. Not that a circus day is to be regarded as a holiday by any means, but the circus is mentioned simply as one of the attractions that brings together a large concourse of people.

On such occasions they try so far as may be to take advantage of their opportunities and fill the interim of waiting by doing as much shopping as they have need, time and money to do. Like Mrs. John Gilpin immortalized by Cowper:

"Though they are on pleasure bent they have a frugal mind."

This, then, is the "public," which must be considered in arriving at any conclusion as to whether or not the shoe dealer shall close on a holiday.

It is obviously impossible to put up a sign the day before, as is done in at least one other line of business: "This store will be closed to-morrow. Buy your goods to-day." In the first place the class for whom such notice was intended are not there to read it, having deferred their visit to town until the morrow, and if by chance it should be brought to their attention the only comment would be, in the vernacular of the street, "There are others."

The first aim, then, would seem to be to secure an agreement on the part of all the shoe dealers in town to conscientiously close on all holidays without regard to their name or nature. It should not be a difficult matter to reach such an agreement, and if there is apparent necessity for such action a small penalty might be further agreed upon, and enforced if occasion arise, for the infraction of such agreement. Such agreements are by no means unknown among merchants, and are usually found to be beneficial in their operation.

Without practical unanimity, however, such agreement would be of no value whatever. All interested must observe their obligation fairly and completely, and in a short time the question

will have been settled in the right way without friction anywhere.

In towns where there are "general stores," where pins and plows, as well as dry goods, groceries and patent medicines are on sale, the difficulties will be much greater for the shoe dealer, but some one must be a pioneer, and why not the shoe dealer spring into the breach in this case? A little agitation will doubtless bring all merchants to an agreement to observe such holidays as are now in the calendar, and it were well if the honor of procuring such observance should belong to the shoe dealers.

The holidays in this country are few at best, and the rest or recreation resulting from their observance by refraining from the regular avocation can not but be beneficial. The American people as a whole are too much engrossed in the

pursuit of the elusive dollar to have as yet realized that a holiday is anything more than an increased opportunity for pecuniary advantage.

It is not necessary to go to the extent of the General Government, which in many instances closes its departments not only on the holiday, but for half of the preceding day; nor yet to emulate the example of some few large concerns which furnish the materials for the holiday feast to their employees; but a not unreasonable action on the part of every merchant would be to recognize the fact that it is a holiday and give to each and every one of his employees the opportunity to engage in the "pursuit of happiness" after his own bent.

Retail shoe dealers are in as good position as any retailers to inaugurate such a movement. Let us hope that they will take advantage of their opportunities and take the lead in securing a proper and fitting observance of the few "days we celebrate."—Boot and Shoe Recorder.

# Eureka!!

## Something New

A Cordovan Shoe, which we call "Eureka," made in our own factory over new lasts, stylish and up to date.

NOTE THE PRICE:

**\$1.60**

**Herold-Bertsch Shoe Co.,**

Makers of Shoes.

Grand Rapids, Mich.

Lumberman's Overs with Leather Top  
with heel or without heel



**A. H.  
Krum &  
Co.**

Detroit, Michigan

Wholesale Dealers

in

=====Rubber Boots and Shoes=====

We sell the Best Goods made. Send for Catalogue.

## What's the Use



Of paying Trust prices for Rubbers when you can buy the BEST goods made for less?

We carry a complete line including Leather Tops and Felt Boot and Sock Combinations, and can ship promptly.

Remember our prices have not advanced.

**The Beacon Falls Rubber Shoe Co.**

207-209 Monroe St., Chicago, Ill.



## THE SAME SHOES.

## How an Irate Husband Fooled His Better Half.

Mrs. Dexter was under the weather. She had been laid up for a couple of months and, having now reached the convalescent stage, was as restless as the proverbial fish that had strayed from its native element.

As she began once more to take an interest in mundane affairs her thoughts traveled through the intricate mazes of her housewifely duties, then they wandered to more personal matters, going over the details of her wardrobe. She remembered that just previous to her illness she had contemplated the purchase of a pair of boots, and now the dreadful fact of her unshod condition dawned upon her. She felt that she must have those shoes, and have them right away.

The tears were very near the surface in those days, and Mr. Dexter went softly, as became a devoted husband, endeavoring to give no shadow of a reason for their appearance. So when she said one morning:

"John, dear, I really must have a pair of shoes. I am literally on the ground. I wish you would bring me a pair. You know my number," he tried to look bappy, although he was cognizant through past experiences of the appalling nature of his difficulties. Of all his trials the proper shoeing of his better half he did not consider the least. He could have made an attempt at selecting her Easter bonnet with less trepidation than he felt about her shoes. He was aware that she was the terror of the salesmen, who usually had to make half a dozen changes before my lady was suited. It was bad enough when he had to accompany her to the stores, but now the whole weight of responsibility had settled itself upon his unwilling shoulders. He put a right face upon the matter, however, and answered cheerfully:

"Guess I will have to take your measure, then," and rummaging in her work box, brought forth a tape measure, with which he carefully measured her foot, taking the trouble to draw a diagram of it upon a sheet of white paper. When he returned at night with his purchase and tried the boots on his spouse he began to congratulate himself that he had hit it for once. They seemed to him to be perfect. Mrs. Dexter eyed them critically, and said regretfully:

"What a pity, dear, but really they are a trifle large. See that wrinkle over the instep. They would be all right only for that."

"Wrinkle!" ejaculated Mr. Dexter, in consternation. "Where?"

"There," said Mrs. Dexter, impatiently, indicating an invisible something that existed only in her imagination.

"Oh, confound it!" exclaimed Mr. Dexter, with a sigh of despair, and, forgetting himself, jerked off the boot in a jiffy. A sharp pointed edge to one of the eyelets penetrated his hand, making a deep scratch.

"See, there, what you have done!" cried Mrs. Dexter, pointing to a streak of blood which now disfigured the white lining. "Now they will not exchange them," and the tears came with a rush.

"Nonsense, my dear. It will never be noticed," eagerly protested her husband. "I will take them back, of course," and harmony was restored.

The ones he brought in exchange roused his wife's indignation. She exclaimed, with a great deal of warmth:

"Why, John Dexter! You ought to be ashamed to bring home such things as these. They are perfect frights. I would not be seen with them on my feet. Just look at the width of that toe!"

"The salesman said they were the most comfortable shoes in the store," said that gentleman, sulkily.

"I don't care if they are," declared his better half with spirit. "They may be comfortable enough, but they are frightfully ugly. You know I want my shoes to have some style to them."

"Style! Your grandmother!" retorted Mr. Dexter. "They look well enough."

This was too much.

"You never do care what I have on," she sniffled. "I might look like any old frump for all you would care," and she subsided into her pillows with agitated sobbing.

"Jehoshaphat!" groaned Mr. Dexter within his soul, but his words were sweeter than buttered honey.

"Come, come, my dear, don't feel so badly. I dare say I can do better next time. They are rather broad, I see, and the heels are heavy. I'll try again."

The next ones were the very "latest" the salesman assured him. Mrs. Dexter was enamored of their natty appearance, but try as she might, they could not be made to do. Her feet would not accommodate themselves to the "latest" style.

"Here's a pair that I believe are just the thing, and they are awfully cheap," announced Mr. Dexter in an optimistic tone next time, producing a pair of congress gaiters, of the style and design of the beautiful long ago. Mrs. Dexter shrieked when she saw them and nothing could induce her to take another look. Indeed, she had a shrewd suspicion that her lord and master had an unworthy motive in bringing them to her. He was not so idiotic as such a choice might indicate. If he imagined that she was going to allow him to abandon the quest on the ground of inability to cope with the task he was mistaken.

"I thought they might do until you were able to go out and select for yourself," he said apologetically, although there was an unholy twinkle in his eye that belied the gravity of his demeanor.

Everything he brought her was too large or too small, too heavy or too light, or too plain or too fixy, until at last he dreaded to present himself to either the indignant salesmen with the discarded merchandise or to his critical better half with a new venture in the shopping line.

It is said that the worm will turn. Mr. Dexter rebelled at last.

"This ends it, Maria," he said, producing his package. "These have come to stay," and he settled himself before her to try them with an air of determination that plainly declared, "fit or not fit, sick or not sick, weep or not weep, I am done."

His wife had lived long enough with him to read the signs and, after examining the shoes and seeing them buttoned to the last button, answered sweetly:

"Why, dear, they are simply perfect. Why could they not have given them to you in the first place?"

"They did," said Mr. Dexter, grimly, jerking open the boot he had just pulled off. There, revealed on the lining, was the identical discoloration caused by the shedding of that long-suffering man's gore, in his efforts to realize his wife's ideal of perfection in the matter of comfortable and stylish foot-covering. Nancy Nettleton.

## Premier

Is the name of our line of Women's Fine Shoes. Serviceable and Stylish. Great sellers.

## No. 2410 is one of them

A welted shoe made on medium last. Military heel. Handsomely trimmed. Name woven in royal purple. Satin top facing. Fine vici kid with kid tip. Price \$2.10. Carried in stock widths C to E.

## Geo. H. Reeder &amp; Co.

28-30 South Ionia Street,  
Grand Rapids, Mich.

Our New Spring  
Calalogue

Is now ready. We will promptly send you one on application.

BRADLEY & METCALF CO.,  
MILWAUKEE, WIS.

## ...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 &amp; BARCLAY,

4 Monroe Street,

GRAND RAPIDS, MICH.

## Rindge, Kalmbach, Logie &amp; Co.,

Manufacturers and  
Jobbers of

## Boots and Shoes

Grand Rapids, - Michigan.

Agents Boston Rubber Shoe Co.



### Evils of the Credit System in Retail Trade.

Old man Laster and I have had a good many discussions on the matter of credit, and I think that he has the most level and sound judgment on the matter of "Whom to Trust" of any man that I ever talked with.

I think that quite a long time ago I told you of his maxim:

When asked for credit, stop and think whether you would put your hand in your pocket and loan in cold cash the amount of the purchase.

It always struck me that that was mighty sound reasoning. How many times a customer who has traded on a cash basis for a while and been pleasant to deal with, appears honest and sober and all that, comes in some evening when we are having a good trade and mentions the fact that his life insurance was due that week or he paid his doctor's bill or he had been laid up for a week, or his factory wouldn't pay up until the next week, or there had been a lay-off at the works, or—but you know all of the reasons as well as I do—and would you put this pair of shoes for my wife and the pair for the little girl down on a slip until next week?

It looks like an easy question to decide on paper, and it is an easy matter where a firm is doing a strictly iron-clad cash business, but where a credit business is positively necessary and the question is simply which names to put on the books, I tell you it's a wide subject for debate.

It seems to me that old man Laster's rule is a rattling good one for almost anybody. He doesn't use it much himself, but then he preaches it and he knows everybody so well and who their fathers and mothers were that he has in his old head a lot of credit statistics that the ordinary young clerk or business man can not have.

Where we have to judge so much from so little Laster's maxim is a good one. I know last year a young mechanic, who had been in Lasterville less than a month and had been in the store several times and seemed like a mighty nice young fellow, came in and bought a pair of \$2 shoes for his wife. I wrapped them up and passed them over to him and he put his hand into his pocket, looked blank, and then tried another pocket, looked blank again, grinned and said: "By Jove, I thought I had two silver dollars in my pocket, but now I remember I gave them to my wife when she went down to the market. Guess you'll have to put them down until next time."

I was just about to say that it was all right and to hand it in when he could conveniently, when he suddenly found a \$5 bill in one of his pockets.

That was all that there was of that particular occasion. Well, the next week after that I was out on the fair ground rubbering around and shaking hands with country customers and all that sort of thing when who should come edging through the crowd after me but the same young man.

"Say," he says, "I hate to ask you, but could you loan me a dollar and a half? I've spent a little more than I meant to and I've run out of stuff."

Now, you know, I thought that matter over from a cold business standpoint quicker than lightning, went all through my clothes and pretended that I could only find a quarter and expressed my regrets. He thanked me and declined the quarter and then it occurred to me that here was an exact illustration of

the old man's theory. Those shoes he asked credit for cost us in case lots exactly \$1.50 and I wouldn't have hesitated a minute, yet when it came to a loan of a bone and a half in the cold, clammy collateral it was quite a different thing.

Of course, there was this difference: There was to be a profit on the shoes and the shoes were what we were trying to dispose of, while there was to be no profit on the dollar'n'alf, and those were what we were all trying to keep our claws on, but the principle is about the same, and the more that I think of it the more I think that the old man Laster is mighty levelheaded.—I. Fittem in Boots and Shoes Weekly.

### Don't Forget There Are Others.

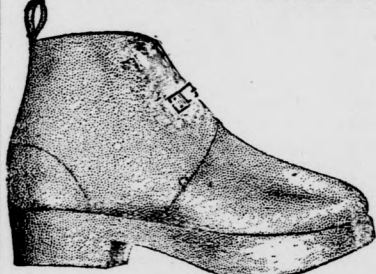
"Say," observed a man thoughtfully, the other day, "if I were in the commandment business, and were making another to add to those we already have and don't keep, I would have it read, 'Don't forget there are others.' It embodies not only all the essence of good feeling and true politeness, but also enough philosophy to carry a man through life. The trouble with most of us is that we feel as if the whole universe were being run for our especial benefit, and we look upon everybody else as an interloper that it is our duty to suppress, if we can. Anyway, we aren't going to let any weak consideration for his rights stand in our way. Just think, for instance, of the rank selfishness of the men who invariably block the crowd in front of the theaters every night, while they stop and light a cigarette that they proceed to puff in the faces of people who can't get away from their ill-smelling weed. I always feel as if somebody ought to hit them over the head with a club, and remind them that there are others. Then there are the people who always pick out a crowded crossing as the proper place to hold a long conversation with their friends. Everybody who passes by these obstructionists has to walk around them; but they never move because they are putting other people to trouble. It never occurs to them that there are others. Did you ever notice women hog a seat in the street car? One will sail in with her frills and furbelows, pick out the best seat, and then proceed to spread herself over all the available space. Weary working girls may hang onto a strap, tired men may stand, but a charge of dynamite wouldn't make her move up one inch or take one reef in her skirts. Same way in a store. She will come and have bales of things hauled down, that she hasn't any idea

under heaven of buying, and she'll price everything in the store for the excitement of the thing, and then complain if the clerk doesn't smirk and smile and look grateful for all the extra work she has caused him. It's funny, but one of the things women haven't found out yet is that there are others. Then there's the sublime impudence of the people who talk to you by the hour about themselves—their prospects, their hopes, their experiences, their wives and children and dogs—as if they were the double leaded sensation of the world that everybody was dying to hear about. Wouldn't you just like to jar that colossal vanity by reminding them that there are others? As a cure for overweening self-importance, it is a specific that never fails. The man who is the pillar of the church, the invaluable and indispensable clerk, the statesman who alone could save the country—we have seen them die—drop out of sight—and things went on just the same, and there wasn't a ripple on the placid surface of events to show where they went down. There were always others just as competent, just as able in every way to do the work, and the indispensable person is never missed two days after the funeral. It ought to gag the mouth of the whiner, too, oughtn't it? If we were the only person on earth who had ever had the misfortune to lose our property, who had ever been stretched on a bed of pain, who had ever gone down into the valley of the shadow with the one who was dearer than life itself to us, there might be some excuse for holding up our acquaintances and telling them our troubles. But there are others. No one escapes sickness and loss and sorrow and we have no right to force our mis-

ery on their attention. They have probably as much of their own as they want. It's a prop, too, when things go wrong, to think you are not the only one. Other men have been in tight places and pulled through, and there's hope in the thought. It's a comfort, too, when your best girl marries another or your trusted friend betrays you to know that there are others. Let a fellow once learn that there are others, and he possesses a good, working philosophy for life."

The total cost of the Pan-American exposition, exclusive of exhibits, is now estimated at \$10,000,000. Of this amount about \$3,000,000 will be expended upon the Midway. The Midway will thus represent more than the total cost of some very pretentious expositions held in former years.

### WATER PROOF WOOD SOLE SHOES



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

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

### "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.



### Children's Shoes

Write for Catalogue.

Hirth, Krause  
& Co.,

Grand Rapids, Mich.

V.C. Eng Co.  
Grand Rapids.



## The Meat Market

Most Wonderful Butcher Shop in the World.

We stopped before a beautiful window dressed in palms and ferns as a background and glowing with brilliantly-colored lights. This was in Muenchen, Bavaria. Dainty, gilded baskets, filled with various kinds of bonbons, were tastefully disposed, satin ribbons of pink and blue being drawn across the tops and tied in handsome bows so as almost to conceal the contents. Many of the candies were enveloped in gilt and silver paper, the ends twisted and fringed. Here and there were candy boxes, some of them of quaint design. The center one, for instance, was a life-sized little pig's head, with glass eyes and an ear of corn in his mouth. Strings of candy kisses, wrapped in gilt paper, were festooned about, and cakes with chocolate and various colored frostings looked tempting. We entered. It was a beautiful room, everything as attractive as the window outside. There was a crowd around so that we couldn't get close, but a bright-eyed little German lassie caught my eye and asked what I would have.

"A pound of chocolate creams, please!" She looked rather bewildered.

"Pardon, I do not understand!"

I judged my German accent was at fault, so repeated, more carefully.

"But—we do not have them!"

"Not have chocolate creams? Curious! Well, then, a pound of your best mixed candy."

"Candy! Ah, we do not have candy. Only meat! This is a butcher shop!"

I looked around for my friend. He stood a little distance off laughing.

"All right," I said. "Laugh! But if this is a butcher shop, it simply extracts the dilapidated linen from off the shrubbery."

Now, I am going to describe this room faithfully, at the risk of being considered forever a falsifier. I did so not long ago to a party of Americans I met in Milan, and the only encouragement I received was, "Oh, come now!" and, "You don't seem to remember the fate of Ananias!" and other insinuations of like nature.

The floor is of white and of green marble, in a neat, conventional pattern. The walls are of majolica tiling, in artistic shades of pale green, Indian red and cream, a border at the top of white water lilies on a green ground. The counters are of solid, hand-carved mahogany, with tops of green and white marble. One door at the sideback is of hand-carved mahogany, and another very large one is of art-stained glass. The scales and hooks are of polished brass, as is also a handrail extending all around the counters. Only two sides of the room are used for sales. On the third is a beautiful fireplace of mahogany, in which gas is burned, a copper reflector behind the blaze producing a brilliant effect. On each side of the fireplace is a plate glass mirror extending to the ceiling. Disposed about are large palms and upholstered mahogany seats. The ceiling, laid off in squares, is of wood painted white, with a bulb for electric light in each alternate square. Over the entrance door is a wrought iron transom.

A closer inspection did, indeed, disclose some hams hanging on the wall, but they seemed so sublimated, so etherealized by the general atmosphere, that they lost all grossness and became

almost decorative in their rich brown color, as did also several pieces of bacon I discovered on one of the handsome brass wall brackets.

"But what of the window and the candies and cakes we saw there!" I exclaimed.

"You'd better take a second look."

Ah! yes! What appeared to be candy kisses in gilt papers now reveal themselves as sausages thus gorgeously arrayed; the gilded baskets, which I had not closely examined, are now proved to contain dainty cutlets, nearly concealed by the white ribbons. What I had supposed to be a candy box is really a pig's head and not a candy box at all. What I thought cakes are huge slices of sausage fancifully decorated. All an enchanting delusion, a captivating fraud!

The "butchers" themselves are seven neat, trim little maids, in immaculate clothing, who were thrown into a flutter of wildest excitement when I returned later and told them I meant to "write up" the establishment, and when I asked that one of them should give me her photograph to use, their agitation increased to an alarming degree.

They all gathered together in a lively circle, and with many little giggles and exclamations discussed the extreme strangeness of this request.—Randall Benton in Pittsburg Dispatch.

### Curing Westphalian Hams.

These hams, which have a justly earned reputation in Europe, come mostly from Hamburg, Germany, and are made from a breed of pigs called the Ravensberg Crossbreed, which are fed to produce very tender meat and a minimum of fat. They are white hogs of large size and with big ears. F. W. Hodson, superintendent of the Ontario farmers' institutes, says that they are fed largely in pens on cooked potatoes, wheat bran and other grains, skim milk and raw cabbage, but that corn is not used. The hams are cut long and narrow and average from fourteen to sixteen pounds.

In curing the hams they are first of all rubbed well with saltpeter and afterward with salt. In order to insure thorough salting, as many cuts as can be made without spoiling the hams are made near the bone and strewn with saltpeter and salt. The hams are then pressed in a pickle tub and entirely covered with cold salt lye, in which they remain, according to their size, from three to five weeks. After this they are taken out and hung up in a shady but dry and airy place in order to become air-dry, a process which requires some weeks to be thoroughly done. If the outside of the ham is not absolutely dry, but is moist or sticky, it must not be put into the smokehouse. Smoking is done in especially prepared large rooms, the hams being hung upon the ceiling. The smoking is done with sawdust and wood shavings, to which are added juniper, beech and alder boughs and chips. The smoking must be carried on slowly. Some smoke the hams for a few days, and then expose them for a time in the fresh air, repeating this process until the hams have become brown enough. They should be actually in the smoke for two or three weeks. After smoking, the hams are kept in a shady, dry, cool and airy room.

### Calls Butchers Pickpockets.

A sign that is causing much comment is being displayed in the Jersey City trolley cars. In large red letters is this, "Beware of Pickpockets," and under it, in black letters almost as large: "And butchers who charge big prices." Then follows the name of the advertiser and some of his prices. The placing of his competitors and of pickpockets in the same class is not likely to create a fondness for him in the trade.

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

WORLD'S BEST

**S.C.W.**

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

SMOKE  
STAR GREEN CIGAR  
BETTER THAN EVER.



USE THE CELEBRATED

**Sweet Loma**

FINE CUT TOBACCO.

NEW SCOTTEN TOBACCO CO. (Against the Trust.)

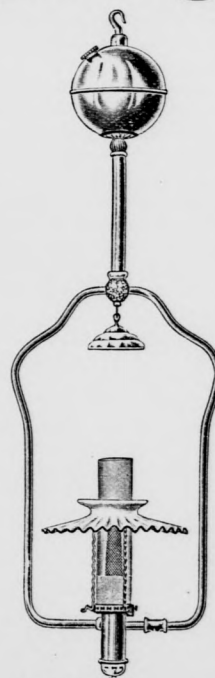
## Store and House Lighting

For the perfect and economical lighting of dwellings as well as stores

**The Imperial Gas Lamp** fills the bill.

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

Write for Illustrated Catalogue.



**THE IMPERIAL GAS LAMP CO.**

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



## Hardware

### Difficulties of Selling Hardware at a Profit.

The question is a very broad one; in fact so much can be said on the subject, one can only take up the most practical points, no two conditions being alike, hence what might apply to one locality would not answer in another.

In my judgment there is no doubt a great many merchants make the mistake of trying to solve the trouble from the wrong standpoint.

I will give my view, trusting it may be a benefit and open up a line of thought along lines I consider most serious. For instance, many consider the catalogue house, department store, the racket and auction houses, through their catchy and misleading advertisements the very worst of evils and enemies of the merchants. While it is true that they damage the trade to a large extent, a close study by any merchant will at once show that they come a long way from giving away their goods. They must pay for use of printers' ink.

No doubt, a great many merchants think, if the evils were removed from our midst, business would again return in its old way, but it would not—hence, any time we may use in fighting or combating that evil is lost, for in doing so we only assist them, and, as I say, they are evils in our midst, but not to the extent we give them credit for. The question might then be asked, "What is the cause for the depressed and competitive condition of our business?" I would reply by pointing out some causes and remedies for them.

Combinations, trusts and syndicates have brought around more central conditions for doing business—hence, stronger competition, which, when added to the strictest lines of economy, proves a barrier hard to overcome.

The spirit of organization is a ruling factor of our day; the remedy could be suggested in legislation and taxation; I consider the evils far more serious than department stores and catalogue houses; in fact, they are the very foundation for all our troubles. It seems the time has passed when one considers it an honor to have his name appear as an individual firm, it must be some corporation or capitalized company with President, Secretary, etc., with capital stock from \$100 to \$1,000,000.

Pride of doing business seems to be fast disappearing and the idea of making money out of every and anything, at any sacrifice, appears to be taking hold, and I venture to say, if the hardware merchants were to be honest in their assertions, very few could assert they have ever actually lost money in their own business, but always, on the other hand, when losses are made, it has been largely by going outside of their business or neglect of business to look after some other line with an idea of making money faster than in their legitimate business, showing conclusively one serious mistake; and that brings me up to the suggestions of how to meet the difficulties of selling hardware at a profit.

A merchant having once laid aside his ideas of the catalogue house, department store, racket and auction houses as being his worst enemy, and having made up his mind to drop all other interests but his hardware business and adhere closely to that alone, by close study of following suggestions I think the average merchant will, in five years, say his business is good and even much

better than it has been for several years past:

1. Have a full line of goods most used and adapted to your locality, marked in plain prices with your mark in cipher, knowing just what profit you have made on every sale at once and not wait for some convenient time to figure it out.

2. Having your stock complete, show courtesy and affability to your customers and if you have not got some little article you think makes no difference, do not let your customer go without it, but offer to get it for him. I can cite a customer of fifteen years' dealing with a hardware merchant where simply a package of tacks was bought from a neighbor rather than let his customer go without; in other words, "Do your utmost to please and satisfy your trade."

3. Keep a clean and well-arranged stock, whether it be large or small, and convenient for your customers to examine, and never tire showing or explaining merits of goods, always showing your higher or best priced goods first, being careful to let your customers ask for a cheaper line if you have it, for first impression of any article is usually the best; also using care not to mention what your competitor is selling or at what price, thereby creating a desire on his part to examine your competitor's stock, but adhere strictly to your own line. Many trades are lost by advertising why your competitor can not do certain things.

4. Endeavor as far as possible to keep your stock up, more especially of those things most in demand. A Want Stock Order Book in a convenient place supplies a forgetful memory; when you find any article has had good sale, do not wait until you are sending in general orders to replace it, but send for it at once, even if in a very small way, but have it on hand as soon as possible after you find you are short. It is not so essential to have a large stock as one well assorted and attractive. Display prominently lines most generally called for, thereby attracting attention of customers to articles of every day use.

5. When you happen to be short of help or should you have more customers than can have immediate attention, use your best endeavors to make them all feel comfortable and as if they were each having your special attention, even to the little child for 5 cents' worth of nails. Never leave one customer who might not be as good a buyer for another who may perhaps have better standing financially, for in so doing you are liable to offend the former, but treat every one alike so far as possible, for oftentimes you make a good customer by your courtesy; also be careful to see that your clerks show no preference; if they do you will be blamed for it and not they. All should have the same courtesy and kind attention, whether they be rich or poor.

6. Never, if possible, allow any argument or discussion to occur in your store on any subject, more especially on some of your friends' qualifications or faults, remembering always to have your place kept so any lady or child may come in without seeing or hearing anything offensive; always being too busy to encourage any loitering or hanging around.

7. Make your stock a study the same as a book, so that you know just where to get articles wanted without delay and after a customer has been served, have your goods immediately put back in their place, thereby keeping your coun-

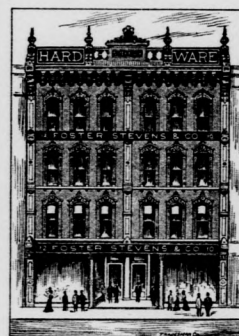
ters and floors free from obstructions unnecessarily caused by clerks waiting opportune time, which very seldom comes until it gets to be quite a task. Some have an idea the more confusion and disarranged condition of stock the more businesslike it looks, but not so; you pay your clerks and porters not to waste but save money for you and large profits are lost annually by poorly-kept stock and the displacement of same. Never allow vacant places in your shelves, but keep space well filled, as it is pleasing to the eye to see on entering a store clean, well-filled space and stock.

8. I would suggest great care in the line of encouraging mail orders to jobbers or manufacturers, but use your very best endeavors to have orders ready for drummers or city salesmen when they call, for even now, some of our jobbers are drifting into mail order departments, which I would suggest is only one step short of a catalogue house; it is not to the interest of our hardware merchants to encourage such, as our best drummers will necessarily be withdrawn in time. I consider our best conditions and success in buying come through our well-paid and well-informed drummer; he can offer conditions we never would know of, can help our stock

selections. He can make many, many suggestions that are profitable to us. I consider the rapid increase of mail order business as dangerous as any catalogue house. The drummer should be considered by far our best friend in relation to our success, even more so than the head of a jobbing or manufacturing house.

How many retail merchants ever meet or do business with presidents, or other heads of corporations? Very few. Keep a good eye on the drummer and make him your friend; he will largely make your profits. He is the one who can assist you in buying right, in discounting your bills at the proper times; in fact, he is the backbone of your success and can not be encouraged too much; his retirement means one more weight to carry of the already too many—hence, do all you can to discourage the mail order department, which is being so kindly offered. A thought and you will realize its final results. No doubt many merchants consider this another step in advancement; it is, but not to the interest of merchants. You only need look at results of other lines controlled by trusts.

9. We should use our best endeavors to keep well posted on current events and condition of market prices of our



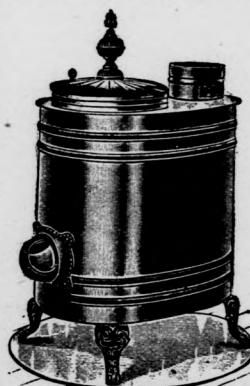
Sporting Goods, Ammunition, Stoves, Window Glass, Bar Iron, Shelf Hardware, etc., etc.

Foster, Stevens & Co.,

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

10 & 12 Monroe St.

Grand Rapids, Mich.



Wm. Brummeler & Sons,

Manufacturers and Jobbers of

Tinware, Sheet Metal Goods, Hardware Specialties, Air Tight Heaters, Stovepipe, Elbows, Coal Hods, Etc.

249-263 South Ionia Street,

Grand Rapids, Mich.



own lines, especially using care to notify your customer of advance and also decline, thereby creating confidence. Your customer will very seldom be caught by a flashy, cheap advertisement when once he knows he will have the benefit of decline in prices as well as to have to pay advance; the confidence of your customer is most necessary to your success. A close observation and any merchant will realize the growing spirit of dissatisfaction that is taking place toward the department store, the time payment and catalogue houses in their not selling what they advertise or represent. The trade drifted away to such places slowly and will return the same, but in time it will be of benefit.

10. I think every retail hardware merchant should be a member of some local or state organization which meets at least once a year and be sure to attend, get acquainted with his associates and exchange ideas; talk on prices, freights, discounts, etc., compare notes and see if a man who sells in your territory does as well as some other man in another territory; learn what your associate's troubles are and explain to him yours, or interchange ideas. Present to your association anything you might think would be of a benefit. Learn what line of goods are the money-makers, that is what manufacturers' associations do. Endeavor to raise the prestige of the association you belong to, thereby creating a spirit of friendliness on the part of jobbers and manufacturers to deal with association members, for I assure you the manufacturer or jobber would rather sell to legitimate retail merchants; they would make more by it, and co-operation is one of the means of stamping out the evils that now exist in our midst; it will help you to buy your goods right, they can then be sold right.

11. I think every merchant should use his best endeavors to discount his bills, saving much possible expense of jobbers and manufacturers collecting accounts. He should also subscribe for one or more trade papers or journals, read them carefully, especially market reports, file them away, occasionally consulting old and new reports, noting different conditions of market, study cause for it; in other words, become thoroughly conversant with your line of business, also absorbing all knowledge you can from salesmen, who may call on you from time to time. Many merchants may consider it a waste of valuable time, but on the other hand a most profitable means of spending your time and becoming posted on general market prices; thereby be prepared at any time to buy goods right and at a profit; although you do not want to buy, when a salesman calls on you have no hesitation in asking prices; they are always willing and anxious to quote prices and impart general information which will be to your credit to know, and your courtesy to him will induce a study for your benefit and profit; same with your trade journals and papers; ask through their columns suggestions for betterment of your surroundings, furnishing, when you have an opportunity, any information that you might think, from your own experience, would be a benefit to your neighbors and associates in their business; it will cost nothing and often a great benefit may occur.

12. The last but not least: One word regarding department stores, catalogue houses, auction and racket houses; you can depend on it their business is not as

profitable as it was formerly; I advise any merchant to notice any of his customers who have had any dealing with such houses and note if in almost every instance there are not some dissatisfied conditions following a dealing with them—hence, I say the public will soon become disgusted and will return to the legitimate merchants.

No doubt the merchant may think it will take too long, but the spirit of dissatisfaction is growing more every day and with the return of prosperous business conditions in our country and a determined effort on the part of our merchants the fake goods and houses will retire, as they can no longer mislead the public; and as to the catalogue house, which in my opinion is no more than a good mail order department of a large jobbing house, if the merchant will discourage its apparent benefits and do as of old in buying goods there will be less of them and those that now exist will, like all other misleading enterprises, find it unprofitable.

I am surprised to find among some salesmen the encouragement of mail order departments, with their houses; they were not formerly encouraged and merchants did business as well and even better. It certainly is an evil, which must at once be checked by the merchant himself, else sooner or later he will find himself face to face buying from catalogue houses.

The source of all our troubles to-day is largely brought about by manufacturers and jobbers alike endeavoring to do business and pay large dividends on stock overestimated in value, hence a cutting off of all manner of expense, whether it benefits or injures the retail merchant, and in many cases going right into their legitimate trade with the proposition. Their expenses are such they can afford to do it.

I would call every retail merchant's attention to the trusts, corporations and syndicates that have been forming in the past few years; examine the result and see the effect and he will at once see why his goods cost more, his profits are less, and any thinking merchant will agree that in the period of trusts, of combinations, it is time to wake up and use the only legitimate means; all American citizens have the ballot for legislation, taxation and laws that will prevent the condition.

I do not want to be understood as saying that capital has no right to form and incorporate, but when it does let it be taxed, the same as we retail merchants are, and bear in proportion its burden of expense and then will the old times return and the retail merchant have his business back to where it formerly was; and not until every merchant has made his business a study and in turn endeavor to educate his customers individually and point out to them the evils and ask their assistance will it change; and no doubt some will think this a task too great and that it should be left for future generations, but a beginning must be made; the task will not be half as hard as sitting around, telling what used to be the conditions and wondering what remedies there are for present conditions; you can depend upon it when competition is honest and all things equal the task will not be hard.

Wake up, fellow merchants, put your hand to the wheel, time was never more opportune than now to better our deplorable condition; look well to your citizenship; defend your position; no business is more honorable or necessary than the good old hardware business, remembering of old when the tax and tea cut a figure, but now let tacks and manhood lead us into a healthy business prosperity. It can and must be done.—John F. Bannon in American Artisan.

## Hardware Price Current

Augurs and Bits			
Snell's	60		
Jennings genuine	25		
Jennings' imitation	50		
Axes			
First Quality, S. B. Bronze	7 00		
First Quality, D. B. Bronze	11 50		
First Quality, S. B. S. Steel	7 75		
First Quality, D. B. Steel	13 00		
Barrows			
Railroad	17 00		
Garden	32 00		
Bolts			
Stove	60		
Carriage, new list	70 & 10		
Plow	50		
Buckets			
Well, plain	\$4 00		
Butts, Cast			
Cast Loose Pin, figured	65		
Wrought Narrow	60		
Cartridges			
Rim Fire	40 & 10		
Central Fire	20		
Chain			
Com.	7 c.	6 c.	5 c.
BB	8 1/4	7 1/4	6 1/4
BBB	8 3/4	7 3/4	6 3/4
Crowbars			
Cast Steel, per lb.	6		
Caps			
Ely's 1-10, per m.	65		
Hick's C. F., per m.	65		
G. D., per m.	45		
Musket, per m.	75		
Chisels			
Socket Firmer	65		
Socket Framing	65		
Socket Corner	65		
Socket Sinks	65		
Elbows			
Com. 4 piece, 6 in., per doz.	net 65		
Corrugated, per doz.	1 25		
Adjustable	40 & 10		
Expansive Bits			
Clark's small, \$18; large, \$26	40		
Ives' 1, \$18; 2, \$24; 3, \$30	25		
Files—New List			
New American	70 & 10		
Nicholson's	70		
Heller's Horse Rasps	70		
Galvanized Iron			
Nos. 16 to 20; 22 and 24; 26 and 28; 27, List 12 13 14 15 16	28		
Discount, 70	17		
Gauges			
Stanley Rule and Level Co.'s	60 & 10		
Glass			
Single Strength, by box	dis 85 & 20		
Double Strength, by box	dis 85 & 20		
By the Light	dis 85 &		
Hammers			
Maydole & Co.'s, new list	dis 33 1/4		
Yerkes & Plumb's	dis 40 & 10		
Mason's Solid Cast Steel	30c list 70		
Hinges			
Gate, Clark's 1, 2, 3	dis 60 & 10		
Hollow Ware			
Pots	50 & 10		
Kettles	50 & 10		
Spiders	50 & 10		
Horse Nails			
Au Sable	dis 40 & 10		
Putnam	dis 5		
House Furnishing Goods			
Stamped Tinware, new list	70		
Japanned Tinware	20 & 10		
Iron			
Bar Iron	2 25 c rates		
Light Band	3 c rates		
Knobs—New List			
Door, mineral, jap. trimmings	75		
Door, porcelain, jap. trimmings	85		
Lanterns			
Regular 0 Tubular, Doz.	5 00		
Warren, Galvanized Fount.	6 00		
Levels			
Stanley Rule and Level Co.'s	dis 70		
Mattocks			
Adze Eye	\$17 00 dis 70—10		
Metals—Zinc			
600 pound casks	7 1/4		
Per pound	8		
Miscellaneous			
Bird Cages	40		
Pumps, Cistern	75		
Screws, New List	30		
Casters, Bed and Plate	50 & 10 & 10		
Dampers, American	50		
Molasses Gates			
Stebbins' Pattern	60 & 10		
Enterprise, self-measuring	30		
Pans			
Fry, Acme	60 & 10 & 10		
Common, polished	70 & 5		
Patent Planished Iron			
"A" Wood's patent planished, Nos. 24 to 27	10 75		
"B" Wood's patent planished, Nos. 25 to 27	9 75		
Broken packages 1/2c 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 75		
20 to 60 advance	Base		
10 to 16 advance	5		
8 advance	10		
6 advance	20		
4 advance	30		
3 advance	45		
2 advance	70		
Fine 3 advance	50		
Casing 10 advance	15		
Casing 8 advance	25		
Casing 6 advance	35		
Finish 10 advance	25		
Finish 8 advance	35		
Finish 6 advance	45		
Barrel 1/2 advance	85		
Rivets			
Iron and Tinned	50		
Copper Rivets and Burs	45		
Roofing Plates			
14x20 IC, Charcoal, Dean	6 50		
14x20 IX, Charcoal, Dean	7 50		
20x28 IC, Charcoal, Dean	13 00		
14x20 IC, Charcoal, Allaway Grade	5 50		
14x20 IX, Charcoal, Allaway Grade	6 50		
20x28 IC, Charcoal, Allaway Grade	11 00		
20x28 IX, Charcoal, Allaway Grade	13 00		
Ropes			
Sisal, 1/2 inch and larger	8		
Manilla	12		
Sand Paper			
List acct. 19, '86	dis 50		
Sash Weights			
Solid Eyes, per ton	25 00		
Sheet Iron			
com. smooth.			
Nos. 10 to 14	com. 3 20		
Nos. 15 to 17	3 30		
Nos. 18 to 21	3 30		
Nos. 22 to 24	3 60		
Nos. 25 to 26	3 70		
No. 27	3 80		
All Sheets No. 18 and lighter, over 30 inches wide, not less than 2-10 extra.			
Shells—Loaded			
Loaded with Black Powder	dis 40		
Loaded with Nitro Powder	dis 40 & 10		
Shot			
Drop	1 45		
B B and Buck	1 70		
Shovels and Spades			
First Grade, Doz.	8 00		
Second Grade, Doz.	7 50		
Solder			
1/2 @ 1/4	21		
The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.			
Squares			
Steel and Iron	65		
Tin—Melyn Grade			
10x14 IC, Charcoal	\$ 8 50		
14x20 IC, Charcoal	8 50		
20x14 IX, Charcoal	9 75		
Each additional X on this grade, \$1.25.			
Tin—Allaway Grade			
10x14 IC, Charcoal	7 00		
14x20 IC, Charcoal	7 00		
10x14 IX, Charcoal	8 50		
14x20 IX, Charcoal	8 50		
Each additional X on this grade, \$1.50			
Boiler Size Tin Plate			
14x56 IX, for No. 8 Boilers, 1/2 per pound..	10		
14x56 IX, for No. 9 Boilers, 1/2 per pound..			
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, Nickleled	30		
Coe's Genuine	30		
Coe's Patent Agricultural, [Wrought, 70 & 10			

## Aluminum Money

Will Increase Your Business.

Cheap and Effective.  
Send for samples and prices.

C. H. HANSON,

44 S. Clark St., Chicago, Ill.



## Dry Goods

### The Dry Goods Market.

**Staple Cottons**—Prices are being firmly maintained on staple cottons in the face of a very small demand for goods of all kinds. Bleached goods are very firm and stocks in the primary market remain small. In the absence of any considerable demand, prices remain at the old level. The lower grade goods are especially strong. The situation as regards brown sheetings and drills is very slow, although there is some talk of certain deals, which were forced to one side when the drop in cotton came, being taken up and given serious consideration again. The situation as regards coarse colored cottons is not materially different from that affecting brown sheetings and drills. Little business is being accepted on wide sheetings by sellers except on an "at value" basis. Bleacheries have contract work in hand sufficient to keep them going busily for a considerable length of time. Some complaints are being made by customers regarding belated deliveries, but we hear of no business being lost on that account. The denim business under way is small. Sellers are not anxious to take much more business at the old price, and as buyers are not inclined to pay higher prices, dullness prevails. The fact that orders for checks and stripes are small does not worry manufacturers of such goods, for they are generally well supplied with business to keep their machinery going for some time to come.

**Prints and Gingham**—A good deal of strength is shown in staple prints of dark hues. Printers have good orders in hand to keep them going for some time. Turkey reds, mournings, grays, royal blues and black and white goods are well situated as regards business in hand. One line of fancy prints has been marked up  $\frac{1}{4}$ c and it is hinted that further advances are likely in the next week or so. The possibility of higher prices does not appear to have much effect on buyers, who continue to buy in a very conservative way. Sheer fabrics, such as lawns and bastistes, are strong. Percales have attracted fair orders at former prices. There is little business under way on staple or dress gingham, but the volume of orders already in hand is such as to guard against any weakness.

**Dress Goods**—The week under review has not tended to develop anything new in connection with the wool and worsted dress goods lines. Only a modest volume of orders has been added to the business previously taken. Some of the mills making staple fabrics are quite well supplied with orders, and it is upon this class of goods, and the more popular ones at that, that the principal business of the week has been done. Only a comparatively small number of agents express satisfaction at the business done to date. The majority are disappointed, and here and there one hears the belief expressed that it would have been better had the opening of spring lines been delayed a month. It is realized that the season was opened before the buyer had made up his mind clearly as to his wants, and the best course to pursue. The unfavorable weather has helped to keep the buyer guessing. In the face of the uncertainties that beset him he has decided to go slowly until he sees his way more clearly. Will the buyer continue to pursue his present conservative course on his

initial purchases or will he let out a link during the next two or three weeks? This will depend very much on the weather and nobody can tell anything about that.

**Lingerie**—Now that embroideries are considerably cheaper than they were a few months ago, many of the popular priced garments are being trimmed with Hamburg edgings and insertings. Lace, however, took so well last season that it is again being used very liberally, and many attractive combinations of lace and embroidery are seen on the spring garments. The flannelette underwear manufacturers have not received as many reorders as they anticipated, but fortunately the first bills they sold were so large they have had plenty to do to keep them busy, and their plants are still working full time. The undershirt houses that sell the jobbing trade have booked quite a number of orders for next year. The goods taken so far have been mostly the popular and low-priced numbers, and therefore the styles are very similar to those now in vogue. Silk skirts promise to be again popular next year. The spring samples are mostly made of plain taffetas, and but few houses intend showing any fancies. Mercerized skirts have proved such a success that they are as prominent as ever in the new lines. As to trimmings, more tucking and hemstitching are seen than for some time, and accordion plaiting is not quite as popular as it has been.

**Notions**—Manufacturers of leather goods are extremely busy at the present time. Not only are they making deliveries on fall goods, but they are preparing spring sample lines, and some, in fact, have taken a large number of orders for next season. The goods being asked for now are the better grades especially adapted to the holiday trade. Pocketbooks of walrus, sea lion, morocco, alligator, seal and various other leathers, with handsome corners and trimmings, are selling readily. Finger purses in many new designs, although not as good as last fall, are still receiving considerable attention. Chatelaine bags are coming rapidly to the front, and men's card cases and pocketbooks are by no means neglected. Leather belts, especially those with gilt trimmings, are in active request for immediate as well as future delivery. In the holiday lines leather occupies a very prominent position. Burnt and carved leather, handsomely decorated in colors and gold, is being made up in numerous articles suitable for this season of the year, such as portfolios, picture frames, cigar cases, glove boxes and waste paper baskets, which are being taken very liberally, notwithstanding they are quite expensive. At one time a large proportion of these goods were brought over from Europe, but now several of the large manufacturers here are making them, and but small quantities have been imported this fall.

**Carpets**—There is still no improvement in the carpet trade. Everything is at a standstill, and probably will be until the wholesale trade will open for the new season. It is thought that the buying will not be heavy at the opening, as present indications point to higher prices. The long continued warm weather has been very much against the retail trade, and when they do not sell the goods, the jobber and wholesaler do not receive the duplicate orders they would otherwise have received. Prominent retailers are of the opinion that with cool, snappy weather

following the opening of the season, the months of November and December will be two very good months in the carpet trade. Manufacturers have not all completed their lines of samples, but they will all be ready by November 15 at the latest. The trade look for a large improvement in business in the spring. Some are anticipating twice the amount of business that has been done this fall. Ingrains have been extremely quiet, due, as we have previously stated, to the stocks carried over by retailers. Retailers did not care to be caught with large stocks on hand, not knowing which way the election would go. Of late there has been more confidence in future conditions, and an improvement in the demand for ingrains is looked for.

### How to Get Your Salary Raised.

An employe has something at stake besides his salary. He has character. There are manhood and womanhood involved, compared with which salary is nothing. The way one does his work enters into the very fiber of his character. It is a matter of conscience and no one can afford to sell himself because his salary is meager.

Besides, if one puts his very best self into every little thing he does—puts his heart and conscience into it, and tries to see how much, and not how little, he can give his employer—he will not be likely to be underpaid very long, for he will be advanced.—Success.

### To See Herself.

Mrs. Givem—Isn't Mrs. Loudleigh rather ostentatious about her charitable works?

Mrs. Roastem—Ostentatious? I should say so. Why, that woman would like to have a pier glass over her mantle of charity.

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.

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

### Collar Button Which Will Not Roll Away.

Speaking of collar buttons and their aptness for losing themselves, their elusive habits, their ability to get out of sight as quickly as young partridges will disappear in the rustle of brown autumn leaves in wooded lanes, men who wear collars and own collar buttons will be pleased to learn that a stay-where-it-belongs collar button has been devised. After we have strained and suffered for centuries a genius has invented and put on the market a collar button that will not roll. It is a combination of imitation ivory and plated gold, the back being an inch long by three-quarters wide, bent so as to rest lightly yet firmly on the clavicle. The head of this article turns to the west for one end of the collar and to the east for the other, and when both are fastened turns south for keeps. When it is turned north everything slips off without a struggle. This is a crowning glory for the ending of the Nineteenth Century. Good Gulliver, fed with words by the immortal Jonathan Swift, gave it for his opinion that whoever could make two ears of corn, or two blades of grass, to grow upon a spot of ground where only one grew before would deserve better of mankind, and do more essential service to his country than the whole race of politicians put together. Jonathan was right as well as Swift. A man who wants office as much as he wants life may go up and down the country shouting himself hoarse on paramount issues without doing any good with his words. The country and states, as Richelieu said of swords, can be saved without them; but the man who has invented a

collar button that will not play the roll out of sight has saved human souls. He who uses profane language must be damned. A man in a hurry, dressing by lamplight to catch an early train, knows what it is to have a nimble collar button get away from him—get away under the lounge, under the bed, under the armoire, under the washstand, under the toilet table, under any old thing, as far away and as mysteriously away as if lost to the world—well a shocked wife knows what language from the loser's mouth follows the rolled away collar button. Intrinsically the collar button isn't worth a— isn't worth the language of condemnation it gets; but it gets it, and the air is blue with the blasphemous words rolled out. Perhaps the button isn't worth a continental sixpence in moments of leisure, when there is time to get another; but when it gets itself lost, and there isn't a moment to spare, the measly button is worth many dollars. That is why it hides itself, and that is why the man swears to the very verge of a soul's risk in another world. Now that the button which will not roll away has appeared there is a chance for salvation, and home happiness and preserved temper of sweetness, and the inventor is easily a human benefactor.

### The Census of 1900.

A booklet giving the population of all cities of the United States of 25,000 and over according to the census of 1900, has just been issued by the Passenger Department of the Chicago, Milwaukee & St. Paul Railway, and a copy of it may be obtained by sending your address, with two-cent stamp to pay postage, to the General Passenger Agent of the Chicago, Milwaukee & St. Paul Railway, Chicago, Ill.

### Lesson From the Leaf of Life.

A millionaire in New York told the writer that, when he was a boy, he let himself out by verbal contract for five years, at seven dollars and fifty cents a week, in a large dry goods store in New York. At the end of three years this young man had developed such skill in judging goods that another concern offered him three thousand dollars a year to go abroad as its buyer. He said that he did not mention this offer to his employers, nor even suggest the breaking of his agreement to work for seven and a half dollars a week, although verbal, until his time was up. Many people would say he was very foolish not to accept the offer mentioned, but the fact was that his firm, in which he ultimately became a partner, paid him ten thousand dollars a year at the expiration of his seven-and-a-half-dollar contract. They saw that he was giving them many times the amount of his salary, and in the end he was the gainer. Suppose he had said to himself, "They are giving me only seven and a half dollars a week, and I will earn only seven and a half dollars a week; I am not going to earn fifty dollars a week when I am getting only seven and a half!" This is what many boys would have said, and then they would have wondered why they were not advanced. —Success.

### Will Have to Endure the Affliction.

From the Philadelphia Enquirer.

The girl who never wore silk stockings wears them this season. It is in the air—a statement less improper than it sounds. Women have suddenly developed a mania for fancy and beautiful hosiery and the stocking counter of a good shop would make a rainbow feel faded. The open-work stockings have

reached a point of filminess that is more marvelous than beautiful and the most modish women prefer fine silk in solid color, hand-embroidered or with inset lace or applique over the ankle.

One woman at Newport has started a fad for plain silk stockings in one solid color and with the owner's monogram exquisitely embroidered on the ankle, and stocking embroidery is becoming a favorite fancy work of the summer girl.

It is prophesied, too, that next Christmas, instead of a deluge of embroidered suspenders and dress shirt protectors, men will receive dainty boxes of silk hose, each pair embroidered at the top in front with elaborate monogram. Of course, the men would rather, far rather, have bright purple hose zigzagged with scarlet lightning, but they will have to endure the affliction the best they can.

### Got Off at the Wrong Station.

It is characteristic of the perversity of human intelligence to find the most amusing things in the midst of the most serious circumstances—such as railway accidents, for instance.

It is related that a solemn-faced woman was once riding on the train from Lansing to Battle Creek. Somewhere between the two stations an accident occurred, and the train rolled down an embankment.

The solemn-faced lady crawled from beneath the wreckage and asked of a broken-legged man who was near:

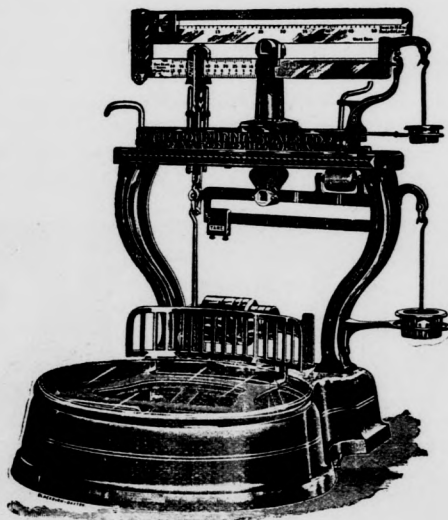
"Is this Battle Creek?"

"No, ma'am," the man gasped.

"This is a catastrophe!"

"Oh, dear!" she answered. "Then I hadn't oughter got off here, had I?"

Meyer Bros. Druggist gives the following recipe for preserving cider in the barrel: Add to each barrel 1 lb. bisulphite of lime. The lime salt should be first mixed with about a gallon of the cider, then poured into the barrel and the whole thoroughly agitated. The barrel should then be bunged and allowed to stand for several days until the action of the sulphite is exerted.



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

### Let Him Sit Down and Count the Cost.

I have known Cholly all his life. I have watched him grow up from chubby childhood into worthy and respected young manhood, so, the other day, when he told me he was going to be married, I gave him my blessing and suppressed my fears. He is an honest and generous-souled young fellow, and his own romance is as healthful and wonderful to him as the dawn of happy love can make it, and I listened with a sympathy that warmed my heart while he discoursed upon the beauty and charms and graces of the girl he had chosen and wondered at his own good luck in winning her. But, finally, when he paused, I asked:

"What sort of a partner is she going to make?"

"What sort of a partner is she going to make?" he repeated after me in surprise, "what do you mean?"

"Precisely what I say," I answered. "You are young. You are just getting a start in life. Your whole fate—whether twenty years from now you will be a merchant prince or will still be occupying the same stool in somebody else's office—depends on the woman you marry. Is she the kind of a woman who will help you on or hold you back, while others win the race? What sort of a partner is she going to make?"

He did not answer and I went on. "Dear boy," I said, "it has been the fashion for thousands of years for the poets and the novelists to idealize marriage. They have represented it as a paradise where there was never a cloud on the sky or a ripple on the placid current of existence; where the birds always sung and the flowers always bloomed and the bill collector never troubled; and they have somehow made us feel that if we could only get within this stockade we would be safe from the trials and vexations of life. They have pictured matrimony as a vale of romance, where nobody is ever hungry or wants new clothes or is bored or out of temper or hard up for money—a kind of elysium where just love is enough, without board and lodging, and where we prefer kisses to beefsteak for breakfast, and the pity of it is that when we are young and in love we are fools enough to believe it. The truth of the matter is that marriage in its very best and highest and happiest estate is an unlimited partnership, where two people pool their capital, divide the work and responsibilities and take the risks together on life's poverty or prosperity, its joys or its sorrows. Nobody who ever goes into it on this basis ever lands in the matrimonial bankruptcy court or finds marriage a failure.

"I know this idea of regarding marriage as a partnership instead of a dream will find no favor with men. In all the length and breadth of masculine peculiarities there is nothing else quite so inexplicable as man's settled determination not to apply any of the business principles he finds so successful in dealing with the rest of the world to his own home. He persists in running that on the impossible paradise theory, and that is the reason he comes to grief so often. No poor man, for instance, would be so idiotic as to take a partner into his business who brought no capital, either in the shape of money or an ability to run his own department, but who, on the contrary, made no secret of the fact that he was utterly ignorant

and incompetent. When a man wants a partner he looks about for somebody possessed of thrift and energy and industry, and the two, working together, generally achieve success and prosperity.

"Does he apply any of this business acumen to picking out the girl who is to be his life partner and who will have just as much influence in making or marring the fortunes of the firm as any man partner could? Never. I have known dozens of girls who were as poor as church mice, yet who boasted of their helplessness and never missed an opportunity of saying that they couldn't sew up a seam or cook a dinner or put on a patch, yet their incompetence never stood in the way of their getting married, and to men who had their own way to make in the world, too—strangest of all to men who expected to succeed, and who complained bitterly, and thought fate had cruelly ill used them, when they found that they could never make headway against their wives' extravagance and mismanagement. If the men who deliberately pick out doll babies would be content to play with dolls until the end of the chapter all would be well. If the men who expect their wives to be good working assistants—helpmeets—would marry women of sense and health there would be no cause of complaint. The trouble comes in when the man looks for the poor little doll baby to pull her oar and do her part in life. The greatest blessing that could befall humanity would be a thorough understanding that matrimony works no miracles. There is no grand lightning transformation act that changes a silly, giggling bride into a thoughtful, helpful woman, and nobody has a right to expect it.

"Suppose, too, that the silent partner in a firm were kept in absolute ignorance of the state of that business, that he didn't know when notes were coming due, nor when business fell off, yet was permitted to run indiscriminate bills that the firm had to pay. Is there anybody so dull as not to foresee disaster, and cry out against the unbusinesslike way in which affairs were managed? Yet that is the way nearly all married women are treated. They are members of the firm; they have put their all in it, too, and must suffer if it fails, yet only too often they are permitted to wreck it through sheer ignorance and lack of understanding the conditions that surround it. A woman is told nothing. She comes to think of her husband as a kind of animated cash register, who pays bills with more or less grumbling or can be coaxed into extravagance. He never tells her why he is so careworn, or just why they can not have something this winter they had last, and some fine morning she wakes up to find him posted as a defaulter or bankrupt, and then everybody blames her.

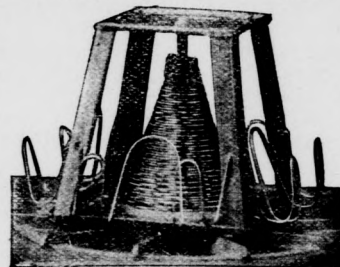
"My dear boy, women are as afraid of debt as they are of death, and not one in a million will take any risk on it. Tell a woman just how matters stand and she will retrench and do without things every time. Any man who doesn't confide his business affairs to his wife makes the mistake of his life, and does her a great injustice beside, because she has no basis on which to figure out her expenses—she doesn't know what they can afford and what they can't. If men would only regard their wives as full partners in their business, with an equal right to the assets, instead of pensioners on their

bounty to whom money must be doled out by the nickel and dime, they would not only settle the vexed financial question which is at the bottom of half the domestic wrangles, but they would get an able coadjutor, alert to push on the fortunes of the firm. Of course, there are husbands who will say their wives can't be trusted—well, if a man has married a woman with so little discretion she blabs everything she knows, and so little sense and principle she can't be trusted with a pocketbook, it is his own fault. He picked her out and he deserves all he gets.

"It must be confessed, however, that as a general thing men come better prepared and with better faith into this matrimonial partnership than women do. No man who is worthy of the name is willing to marry until he has at least the reasonable prospect of being able to

## 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.

## We Offer \$100

For every ounce of adulteration or impurities of any kind found in a can of

## Queen Flake Baking Powder

We do this because we are positive that it is absolutely pure. Manufactured and sold only by

**NORTHROP, ROBERTSON & CARRIER**  
LANSING, MICHIGAN

## Fleischmann & Co.'s Compressed Yeast



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

Fleischmann & Co.,

419 Plum Street, Cincinnati, Ohio.

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

# BOUR'S COFFEES MAKE BUSINESS



provide for a wife, and unless he has either inherited money or has made a safe position for himself, we feel that we are justified in protecting a girl from intrusting her future to him. The first question a father asks the suitor who wants to marry his daughter is, 'What means have you of supporting her and making her as comfortable as I have always done?' Who looks out for the man? What girl ever thinks getting ready to be married means anything but getting a lot of new clothes? Who dares question her and ask, 'What ability have you to make my son as comfortable a home as his mother has always made him?' Nobody. The crime of the age is the way we raise our girls and the helpless, useless, extravagant pieces of bric-a-brac we foist off as wives on ignorant and inexperienced men.

"The truth is that none of us want our sons to marry the kind of girls we are raising up for some other man. We are not teaching our Marys and Susies and Jennies anything they will need to know. They are as ignorant as a baby about practical housekeeping; they couldn't cook a meal that wouldn't kill an ostrich; they wouldn't know any more how to market economically than they would how to fund the national debt; they couldn't keep their household accounts straight to save their lives, and if their servant left they wouldn't know anything to do but sit down and weep. But heaven preserve our sons from marrying no-account women like that! We know no man can succeed if his wife is extravagant and we will be down on a daughter-in-law who isn't economical. We know a man can have neither peace of mind nor health of body unless he has well cooked food and a comfortable home, and we don't want any ignorant girl learning how to cook at the expense of our son's digestion. We know so well just how a good wife can help a man and a poor one hinder him that it is a wonder we don't oftener try to turn out a better brand. We shall never do this until we quit thinking of marriage as a lottery or a miracle and recognize it as a partnership where the wife's ability to do her part counts for just as much as a man's in the sum of success.

"I am not blaming any young man who falls in love with one of the pretty, dainty creatures who toil not, neither do they spin or cook. Alas! we all prefer the luxuries to the necessities of life, but before he invests his all in acquiring one, let him sit down and count the cost. Somewhere in the stress of existence there will come a time when he will not need a parlor ornament, but a good working assistant, on whose judgment and sense and loyalty he can rely. Then his success or failure depends on the kind of a partner he has in his wife." Dorothy Dix.

**Sensible Suggestion By a Stateswoman.**

The long-cherished belief that women have not the making of statesmen in them has just been given a jar by the Illinois Women's Suffrage League, which demands that the General Government establish a "Portfolio of Home and Child," whose executive officer shall be a member of the President's Cabinet. A department of the interior which looks after the interior of man, instead of being a red-tape-bound affair for dealing with the Indians, is getting right down to business. It is something that meets a long-felt want, and comes

pretty near to being statesmanship of the highest order.

We have a Department of Agriculture and our business men are petitioning for a creation of a Department of Commerce. Why shouldn't we have a Department of the household, with somebody in it qualified to pass upon questions affecting the management of the home and the child? It is just as important to know how to cook a potato as it is how to raise it, and it is a deal more difficult for a woman to save money, as we all know, than it is for a man to earn it. Nor need any statesman in the land think it is beneath his dignity to accept the portfolio of home and child. He will need to be as great a diplomat as the Secretary of State; he will need to understand the wise administration of finance as well as the Secretary of the Treasury; he will need to know how to settle the disputes of quarreling factions as deftly as the Attorney General; he will need to be as strict a disciplinarian as the Secretary of War or the Navy, and the combined wisdom of the Supreme Court won't be a bit more than he will need every day of his life in dealing with the questions that come up before him. A composite picture of the man competent to fill such a position would show him a Hay for tact, a Dewey for rushing in and doing things without considering the hidden dangers, a Hobson for kissing, a Miles for etiquette and discipline and a Russell Sage for being able to make one dollar do the work of two.

As for the crying need for such a person, it is self-evident. Everybody admits that no other art or science known to civilized man is in such a rudimentary state as housekeeping and no other business is conducted on such wasteful and slap-dashy lines. If we need expert advice anywhere on earth it is here. It is a matter that affects everybody, rich and poor, high and low. Most of us, except about election time, don't know that there are any issues before the country, but there is a burning issue that we must face every day of the year. It is comparatively unimportant to most of us whether the United States keeps the Philippines or lets them go, but our peace and happiness depend on our being instructed in some way to keep a good cook. What is the pacification of Cuba to us compared to the

pacification of the hired girl! Even the money question that worries us is not a 16 to 1 ratio, but how to spread a \$15 allowance over the house rent and the cook and the gas and water and grocery bills, and send the children to school, and still leave enough for an occasional matinee ticket.

When it comes to dealing with our children, we are still more in need of light. We want somebody who can speak authoritatively on the subject, and who will pass upon such problems as at what age should a girl be allowed to have beaux, and whether it is best to give a boy his head or keep him tied to his mamma's apron strings. These are much more important matters to every mother than settling the Chinese question, and as a scene for the exercise of diplomacy and the concealed force that is typified by the steel hand in the

velvet glove, they offer pretty much the same scope.

Every thinking person will hope to see the Illinois Suffrage League suggestion carried out. Then we shall not only have the full dinner pail, but its contents will be properly cooked. The constitution should follow the home and the child. Cora Stowell.

**Clearly Defined.**

"Papa, what is the unpardonable sin?"

"My son, anything I do that your mother doesn't like."

Eastern milliners who operate in a large way complain that, although willing to pay good wages, they are unable to secure bright and capable women to work for them. The girls prefer employment in offices or large dry goods stores at less money.

Can not  
stand still. Must  
go forward or  
backward.

**Uneeda Biscuit**

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

**NATIONAL  
BISCUIT COMPANY.**

**They all say**

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

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



## Fruits and Produce.

**Bigger Seed Stores There than Elsewhere.**  
From the New York Sun.

"I saw the other day in a busy downtown street," said the town traveler, "a show window filled with a display of pumpkins and squashes—just pumpkins and squashes and nothing else; but these in all sorts of sizes and colors and shapes, and strikingly and symmetrically arranged. Well, now, I've been about the city more or less, and I'm not inclined to be surprised at anything I see, but that window full of all sorts of pumpkins and squashes in a busy city downtown business street certainly did for a moment seem a little odd. But, of course, it was extremely simple—this was the window of a seedsman's establishment, and the pumpkins and squashes simply showed just how the matured products of certain kinds of seeds would look.

"One not accustomed to passing through those streets in the city in which the dealers in seeds and plants are principally located might not look for seed stores in the city—who plants seeds here? But the biggest seed stores in the country are right here, big concerns dealing only in seeds and bulbs, and that sort of thing. These are not sold to be planted in Broadway, nor yet in Fifth avenue, nor even in Fifty-ninth street; but they are sold, some to be planted in the suburbs, and many more to buyers all over the country, for the seedsman here has customers everywhere.

"As it is, for example, in dry goods, which, as everybody knows, are here to be found in far greater stocks and in a greater variety than anywhere else, so that in New York, there is to be found anything that is wanted, precisely so is it with seeds. In small places there would be found for sale seeds such as the community demanded; here there are assembled seeds for the supply of every demand, including not only those of the commoner kinds, but those, too, of the rarer and costlier plants for which in many localities the demand would be small, or irregular, or for which indeed there might be no demand, so that it would not pay to keep them there at all.

"But these scattering demands, from whatever quarter and for whatever seeds, can, as everybody knows, all be supplied here and brought together thus, to flow through one channel, such demands amount to enough to add materially to the volume of the New York seedsman's trade.

"And from here seeds and bulbs of one kind and another, gathered from various parts of the country, are exported to various foreign lands; and here there is received from all quarters of the world whatever there may be that is new in them, to be distributed hence throughout this country; so that this city becomes not only a great home market, but a place of exchange as well, and altogether the center of the trade in this country.

"So, when you come to think it over for a minute, and although this is not an agricultural community, there is really nothing to be surprised at in a show window full of pumpkins and squashes, all different, in a busy downtown street, any more than there would be in a windowful, say, of harness and saddlery, or one in which there might be nothing but photographs of pumps big enough to pump rivers dry, such, for example, as might be seen in the same part of the city, for New York is headquarters for seeds, as it is for everything else."

**Great Year For Oranges and Lemons.**  
From the San Francisco Chronicle.

During the citrus year which closed on Oct. 31 there were shipped from the southern counties of this State 17,821 carloads of citrus fruits, of which about 2,000 carloads were lemons, leaving 15,821 cars of oranges. This immense crop has been sold at good prices. In 1895, 1896 and 1897 the crops disposed of were 7,575, 6,915 and 7,350 carloads respectively. And in those years it

was almost impossible to dispose even of that comparatively small quantity at living prices. The orange growers, in fact, were in despair. The past year more than doubles the quantity ever sold, and growers contemplate without dismay the task, during the coming year, of selling a crop of from 20,000 to 23,000 carloads. In the first place, the increase of the duty to an amount which equalizes the freight enables our oranges to be sold in the United States instead of those from foreign countries, and, in the second place, the result of the settlement of financial questions and the firm establishment of the principle of protecting home industries have raised the purchasing power of the country to the highest point ever reached. And now let us keep it there.

### Natural Result of Reading Trade Papers.

I was in a hardware store the other day, and noticed several up-to-date innovations that were somewhat out of keeping with my previous knowledge of the proprietor.

"How did you happen to think of that?" I asked, pointing to an attractive showcard.

"Oh," said he, laughing, "I didn't think of it; that's one of George's hobbies."

"That is an excellent hobby," I said; "where did George get the idea?"

"Oh, he got it out of his trade paper. Nothing would do but I must get that paper, and now it's George's Bible; he looks up all the new ideas and I let him go ahead."

"Well, they're good ideas; you find they help trade, don't you?"

"Yes, that's so; they're all right; George is a good boy."

I thought as I walked away that George would be a partner there before many years. A clerk who studies his trade paper and avails himself of every hint to gain business will not be a clerk forever.

A traveling salesman was telling me of his experience with a clerk who reads. He said: "I had just taken Mr. B.'s order for a nice line of goods, and good quantities of each size, when his clerk came in. Mr. B. said: 'Tom, I am getting a line of —; see if this is your idea of quantities.' I opened my book and showed Tom the order as I had written it down. He suggested one change, which his employer at once ordered to have made, and Tom then asked what the discounts were. I said 60 per cent. He left us without a word and went to the desk, turned over some papers for a minute or two, and then brought a trade journal to Mr. B. They looked it over together and Mr. B. said to me: 'See here, these goods are quoted at 65 per cent. discount; if you can't give me the bottom price I don't want them.' I had to come down as gracefully as I could, for I wanted the order. That's what we get from these trade journals that quote bottom prices to Tom, Dick and Harry!"

I fancied that I could also hear Mr. B. saying to his clerk: "That's right, Tom; post yourself up as to prices and keep a sharp lookout for the extra 5 per cent."

### Progressive Economy.

An old book-keeper declares that it is surprising to see how many valuable things a man can buy if he simply economizes in little things.

"I once made up my mind I would become the possessor of a good gold watch. I saved up the money for it in this way: When I felt like eating a fifty-cent luncheon, as I often did, I ate a twenty-five-cent one instead and put the other quarter aside for my watch fund. You will hardly believe it, but in less than six months I had saved money enough to purchase the watch."

"But you don't seem to have purchased it," said his friend, observing that there were no outward signs of such a purchase.

"Well, no. When I found how easily I could get along without fifty-cent lunches I concluded I could get along just as easily without the gold watch, and the watch fund is growing into a house and lot fund now."

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.

## 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.

## R. Hirt, Jr.

### Wholesale Produce Merchant

Specialties, BUTTER, EGGS, CHEESE, BEANS, ETC.

34 and 36 Market Street.

Cold Storage 435-437-439 Winder Street, DETROIT, MICH.

References: City Savings Bank, Commercial Agencies and trade in general.

## 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

## 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

We want

## BEANS

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

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



# The New York Market

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

New York, Nov. 10.—The situation from now on is likely to be one of full confidence. Whatever the Administration wants to do will go through and business men can depend on good times for an indefinite period. A walk through the jobbing districts discloses everybody in a happy frame of mind and all pitching in to make a joyful Thanksgiving. Holiday buyers are here in droves and they are filling up as perhaps never before.

The coffee market shows signs of weakness, owing to the big supplies reported every day as arriving at Rio and Santos. The cables from Europe have been weaker and altogether the week closes quite a little duller than the last. Rio No. 7 closes at 8¼¢ and is shaky at that. In store and afloat the amount of coffee aggregates 1,200,711 bags, against 1,246,307 bags at the same time last year. A fair trade in roasted coffee is reported and prices are about unchanged. Mild grades continue slow and, in fact, there is hardly anything doing. Good Cucuta is still held at 10¢, and this seems to be quite firmly maintained, although possibly some discount would be made for round lots, if necessary. Little has been done in East India growths and quotations are practically without change.

The drop in sugar quotations has not, as yet, caused any great amount of rushing. On the other hand, the situation is very quiet and orders seem to be for the smallest possible lots—just enough to get along with. The motto of the trade seems to be "Sufficient unto the day is the evil thereof." Raw sugars are entirely without change.

Not much actual business is being done in teas. Holders express confidence in the future and say that stocks have been much reduced and that retailers will be forced pretty soon to come to the front and make some purchases worth while. No changes have been made in prices and quotations appear to be well held.

For the most desirable grades of rice the demand has shown some improvement over last week. Still there is no great amount of business being done and prices are about as last mentioned. Prime to choice, 4½¢@5½¢. Foreign grades quiet and unchanged as to quotations.

As the holiday season draws nearer the trade in spices shows steady improvement and, while there is no appreciable advance in quotations, the prices made are adhered to more firmly and altogether the outlook is encouraging for the holder.

There has been a good trade in the better grades of molasses and the situation shows decided improvement. Stocks are not large and, if the improvement continues, we shall have advanced rates, although the appreciation will probably not be large. Syrups are in fair request and refiners are not overstocked. Prices are firm.

The canned goods market is flat. Just what the future has in store can not be told; but certainly there seems no likelihood of any immediate great improvement. Now that election is over matters will probably show some activity, but until the turn of the year matters are likely to remain about as now. One of the duller articles is tomatoes. The quotations range from 82½¢@87½¢ for No. 3 standards, with gallons of New Jersey pack at \$2.15@2.25 here. Salmon is quiet, although there is something doing all the time.

In dried fruits, most of the trading is in a jobbing way. Increased activity is shown in many lines and altogether the outlook is more encouraging than for some time, owing undoubtedly to the season. Currants are especially firm and, while not notably higher, there is a firmer feeling. Cleaned in barrels are worth 12@12½¢. Raisins are doing better. Nuts are in fair request and prices are firm.

Lemons are very quiet and little business is doing. Quotations range from \$3.25@4.50 for 300s, the latter for fancy stock. Oranges are attracting more and more attention and boxes sell from \$3.50 @4 per box, as to quality. Bananas are firm and orders this week have come to hand from many points by mail and wire. Firsts, per bunch, are worth from \$1@1.25.

Apples are in quite liberal supply and the best grades fetch fairly satisfactory prices. Other fruits are practically unchanged. Low prices prevail, as a rule, and supplies are ample.

Colder weather and lighter receipts, together with improved demand, have all tended to make a firmer market for butter and we now have the figure of 23½¢ pretty well established for best Western creamery; firsts to seconds, 19 @22½¢; Western factory, 14½@15½¢.

The cheese market is weak and there is not an item of interest to be picked up. Full cream, large size, is worth 10¼¢, with little doing. Exporters are making some enquiries, but actual business is small.

Eggs are scarce and high. Fancy Western are worth from 22½@24¢; fair to good, 19@20¢.

The bean market for almost all kinds is in pretty good shape and prices are well sustained. Choice pea beans are worth \$2@2.05; choice marrows, \$2.40.

## How To Cook Sweet Potatoes.

From the New York Sun.

"I see that there is to be an exceptionally large crop of sweet potatoes this year," observed the Southerner in the party. "And I am sure that the news would be much more thrilling to New Yorkers if they knew the proper way to prepare the vegetable. Now, I flatter myself that I do know, for the sweet potato is an appreciated vegetable in the South and the manner of cooking it has not been carelessly considered. I have never eaten sweet potatoes in any but one form since I tasted them first, and in that way they first become known to most Southerners, who indeed continue to eat them so during most of their lives. The potatoes should be peeled and boiled until they are thoroughly but not too well cooked. Then they should be cut into four pieces lengthwise and placed in a tin baking pan. Butter and sugar should be placed over the potatoes abundantly before they are put in the oven to bake slowly. After a while, the butter and sugar, mingling with the juice of the potatoes, form a delicate crust that should be cooked until it has almost reached the point at which it is candy. Under this crust is a thick, rich syrup of the sap of the potatoes, sugar and butter. Anybody who has eaten sweet potatoes in this way will never be satisfied with any other way of cooking them. The principal merit of this method lies, of course, in having them thoroughly cooked. The fire must be slow and the cooking must continue until the sugar and butter on top of the potatoes have formed a crust.

It is this unwillingness to cook things long enough that interferes with the success of many New York dishes. Take a boiled ham, for instance. Few of the boiled hams in New York are cooked. They are generally more or less raw in the center, merely because nobody is willing to take the necessary time to have them thoroughly boiled. One hotel in New York had for years a reputation for the ham served at its free lunch. It was good, but merely because it had been sufficiently cooked. The old rule, and the one that is followed in the South to-day, is to boil a ham one-half hour for every pound. Thus a ten-pound ham ought to be allowed to boil for five hours, and in that way, the meat will be kept firm, dry and sweet throughout, instead of raw and wet in the center and cooked until it is as dry as a bone at the ends. That is the method of cooking that makes a ham in the South so very different from the kind New York eats."

Conceit is valuable only when it makes you like your own misfortunes better than those of other people.

## Raising Sweet Potatoes and Peanuts.

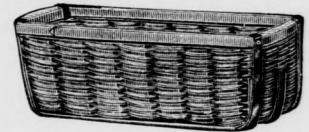
From the Kingsley Hustler.

Northern Michigan is not so far behind the more Southern States when it comes to raising sweet potatoes and peanuts. Jas. Dennis, of this village, has raised this season five bushels of sweet potatoes which are well developed and thoroughly ripe. He has also a quantity of peanuts growing which he has not yet harvested.

A woman was taken before a French magistrate and asked her age. She said 28. The judge looked up and said: "Madam, you were before me ten years ago, and you gave the same age." Said the woman: "I do not doubt it. I am not a woman that will say one thing to-day and another thing to-morrow." Her constancy won the judge.

To run across people who don't like tea is as great a mental blow as running across people who don't like poetry.

## 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.

## Geo. N. Huff & Co.,

WHOLESALE DEALERS IN

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

COOLERS AND COLD STORAGE ATTACHED.

Consignments Solicited.

74 East Congress St., Detroit, Mich.

GRASS  
SEED,  
PRODUCE,  
FRUIT,  
ETC.

## POULTRY, EGGS, ETC.

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

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

References: All mercantile agencies and Park National Bank.

WANTED: 1,000 Bushels White Rice Pop-Corn.

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

WHOLESALE DEALERS IN

BUTTER, EGGS AND POULTRY,

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

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

## J. B. HAMMER & CO.,

WHOLESALE

FRUIT AND PRODUCE DEALERS

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

125 E. Front Street, Cincinnati, O.

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

## We 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.



## Clerks' Corner.

**Making Customers Feel at Home.**  
Written for the Tradesman.

For some reason which Old Man Means of Springborough had never been able to fathom the Ellicotts, halfway to Conneant, had always turned a cold shoulder to the Springborough store. This had been something of a thorn in the flesh for the proprietor, for the family were of considerable importance in their locality. Mrs. Ellicott's butter was known far and near for its excellence and from that one fact whatever was raised on the Ellicott place was sure to sell. The Squire—he had been Justice of the Peace for a good many years—was sociable enough when chance had brought the two together. One or two trifling transactions had taken place between them, but there the relations between them ended until finally the storekeeper gave it up as a bad job and made up his mind to think no more about it. He was rather annoyed, therefore, when his clerk opened up the unpleasant subject in the abrupt fashion of youth:

"I'd like to know what's the reason that Ma Ellicott never buys anything here. She goes right by here time and again to Lakeville, and they give 'er an awful soaking every time; but somehow she never comes in here. Once or twice when I've been standing in the door I've seen 'er jerk on the reins, woman fashion, to kiss the nag into a livelier jog so's to get by sooner. What you laughing at?"

"Kiss the nag!" and the Old Man laughed uproariously.

"Well, how else can you say it? It's the same sound exactly and it's made the same way and it wasn't a bit louder than the smack Dave Kennedy gave Sue Wallace at the party the other evening. 'Twasn't a ktl, 'twas just 'kiss,' exactly as I said. Quit your laughing."

"Do you know, I'd like to get the Ellicotts to coming here. The other night I ran into that chub clerk over at Lakeville and he did more bragging to the square inch than I've heard for a year because the Ellicotts pass us and trade over there. I'd like to change that and I believe I can. What's the rumpus anyway? Quit trying to give the phonics for kiss and get down to business. Did you and Ma Ellicott ever get to making faces at each other?"

"No, but I've never been willing to roll over for any trading Mrs. Ellicott has ever been willing to do, and she seemed to expect it. That's all I know about it. If she'd rather trade at Lakeville and have them beat her every time she tries it I've no objection, I can stand it as long as she can. Somehow we've managed to thrive without 'em and I've an idea we can keep on doing so."

All that day and the next Carl Hustleton gnawed his left thumbnail. Old Man Means watched the vigorous inroads upon it, wondering if it would hold out until the crisis, whatever it was, was over. Before the quick was reached the boy sidled along towards the desk in a quiet time of the day and abruptly asked when Mrs. Ellicott was there last.

"Two years ago."

"Did you act as if you were glad to see her?"

The Old Man straightened his shell-rimmed eyeglasses and looked at his clerk as if he intended to impale him. "Act as if I was glad to see her! What do you mean?"

"What I say. You have a way with you, when you meet folks you don't like, which says plainer than words can, 'Don't bother about sitting down, but hurry and be off about your business.' Now I'm going to get the Ellicotts' trade from Lakeville and when I get the thing under way I don't want you to blunder in and break it all up. I'll tell you right now she's coming here to trade before long and when she gets in here I don't want you to come in with any of your Good-Lord-what-have-I-done-now ways and shoo her out as if she were a hen in the garden."

"Well, upon my word!" was the only response and the Ellicotts ceased to be the subject of conversation.

At the end of a week Carl asked if he could take the horse and buggy to drive his mother to Conneant. The road was fine, the air clear and the October sunshine had been doing some gorgeous leaf painting along the creek that the road followed a good share of the way. The Ellicott homestead, that crowned the hilltop, looked kindly down upon the valley spread out before it and the maple in scarlet that guarded the front gate, sentinel though it was, seemed to invite them to come in.

"I believe, mother, we'd better stop here. I happen to know that this is Mrs. Ellicott's churning day and a drink of buttermilk will do me good."

The young tradesman's purpose was forwarded by finding one of the girls in the front yard and as the carriage approached she came down to the gate to exchange greetings if nothing more. It happened just as he knew it would and, while the girl, fair as Hebe, stood beside him with the pitcher in her hand and the generous glass of "the best buttermilk I ever tasted in all my life"—the young liar!—he held was half consumed in his own, the conversation easily and pleasantly drifted to the butter, and that led to a visit to the springhouse, Mrs. Ellicott leading the way; and the result of that was that Carl expressed such longing for all the butter like that he could buy that Mrs. Ellicott, out of mere curiosity, wanted to know "how much they were giving for butter now at Springborough," when Carl promptly gave the "usual price," but declared his willingness to do better than that for such butter as hers, smacking his lips at the generous taste the proud dairywoman gave him, and it did not take long to bring matters to a point satisfactory to both parties, with the promise of that day's churning on Saturday.

Good so far and the rest was easy:

"I've wondered a good while, Mrs. Ellicott, why we have never had any of your butter before. Has there really been any reason?"

"Well, I have a reason, although husband says it's only a woman's 'because,' which never amounts to anything. Somehow I have never been able to feel at home in the Springborough store. That is the only thing I have to complain of. The store is always as bright as a new pin, the goods are tidy and in good order, the clerk—this was before you were there—was always attentive and as nice as he could be, but somehow Mr. Means had a way of looking at me that made me feel glad that I didn't take my knitting along to visit a little! I didn't like that. Of course, nobody expects to do it, but a store that says as plainly as a place of that kind can, 'I'm in a hurry to-day and have no time to fool around,' is a place that some women don't like to 'fool around' in anyway, and I'm one of them. That was a good while ago, though, and I guess I've got over my foolishness by this time. I'll try it anyway."

She did. The next Saturday saw the Ellicott farm wagon at the Springborough store door and Carl Hustleton hitching the horse for her and helping her out and carrying that box of precious butter into the store. Old Man Means stood on the threshold and with a manner that would have delighted a Duchess did the honors of the house as only he could when he felt like it and the two so changed the air of the establishment from chill to cheer that not only the Ellicotts but the other good families of that neighborhood came to Springborough to do their trading.

"I've noticed," said the exultant Carl, some weeks later, "that that chump of a grocer's clerk over at Lakeville isn't so much on the crow as he used to be!"

Richard Malcolm Strong.

## Geo. S. Smith

99 N. Ionia St.

Phone 1214

Grand Rapids, Mich.

MAKER OF

Store and Office

Fixtures

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



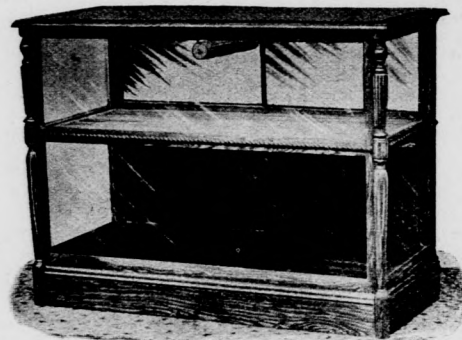
The above cut represents our Bakery Goods Floor Case No. 1.

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

McGRAFT LUMBER CO., Muskegon, Mich.

## GRAND RAPIDS FIXTURES CO.

Cigar  
Case.  
One  
of  
our  
leaders.



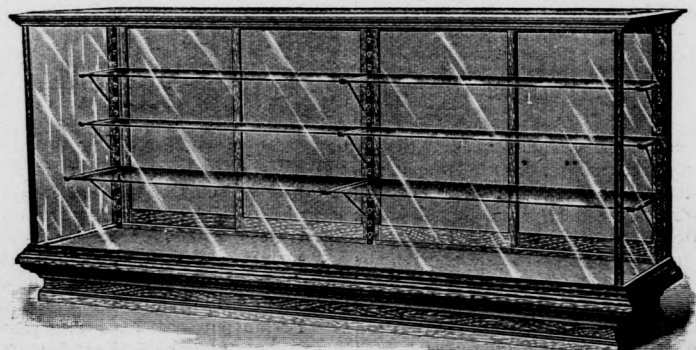
Shipped  
knocked  
down.  
First  
class  
freight.

No. 52.

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

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

## OUR BUSY SALESMAN NO. 250



We manufacture a complete line of fine up-to-date show cases. Write us for catalogue and price list. BRYAN SHOW CASE WORKS, Bryan, Ohio



## Commercial Travelers

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

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

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

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

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

### Gripsack Brigade.

A. Blake Gibson, for the past seven years behind the counter for White & White, has accepted a position as traveling representative for Bauer & Black, of Chicago, his territory comprising the entire State of Michigan. He will visit the retail trade every three months and the wholesale trade every six weeks.

Detroit Tribune: A. J. Franklin, an old resident of Detroit, died Monday afternoon at his residence, 42 East High street. Mr. Franklin was 67 years of age and had been a resident of the city since 1862, when he came here from Syracuse, N. Y. A few months after locating in Detroit he went into the employ of Heavenrich Bros., with whom he has been uninterruptedly ever since. He was one of the best known and most popular salesmen on the road, being a favorite with his employers because of his honesty and straightforwardness. He leaves quite a large competency to his wife and three children who survive him. Mr. Franklin was a member of a large number of lodges, including Detroit Lodge No. 1, F. & A. M., Royal Arcanum, Pisgah Lodge, and the Montefiore society. He was also a prominent member of Temple Beth El, being choirmaster of that congregation.

At the coming convention of the Michigan Knights of the Grip, the local attendance will naturally be so large that Grand Rapids can capture either the presidency or treasurership of the organization. In all fairness, the Tradesman sincerely hopes that the Grand Rapids boys will not undertake to capture either office. They are the hosts of the occasion and, with due regard for the proprieties, they should not improve their opportunity to elect an officer who might not be satisfactory to the rank and file of the membership in case the convention were held at some other place. Grand Rapids had candidates before the Detroit and Kalamazoo conventions and were turned down in both cases. They can now afford to be magnanimous by entertaining the convention as well as they know how and refusing to accept any office within the gift of the organization.

A meeting of the Grand Rapids traveling men will be held at Sweet's Hotel Saturday evening of this week to take up the preliminary work of preparing for the entertainment of the Michigan Knights of the Grip at the annual convention to be held here between Christmas and New Years. It is understood that Chairman Jones will take the bull by the horns at this meeting and supersede the soliciting committee he appointed some weeks ago by a general committee of five, which shall have entire charge of all matters pertaining to the raising of funds and the expenditure

of the moneys so raised for entertainment purposes. Unauthorized reports are being given out by certain interested persons to the effect that those who attend the convention will be entertained by a banquet and ball, the same as has been the custom heretofore. These reports are entirely unauthorized and should have no weight with any traveling man in deciding the amount of his contribution to the fund, because none of the details in regard to the entertainment features of the convention have yet been decided upon, and all efforts made to prejudice the situation are unfortunate and unreliable.

### How a Traveling Man Helped a Church. From the American Artisan.

A Michigan traveling man put up a good bluff on a sleek and unctuous fraud the other day. This fraud, whom we will call Mr. Bullion, attended service in the church in the little town where he was born. It so happened that the church was badly in debt at the time, and the day had been set apart to take up subscriptions to pay it. After the minister's earnest plea for funds to save the church everyone turned expectantly to Bullion to head the list. He arose, and in his smooth and oily way said:

"I will be most happy to contribute to such a good cause. I am informed that the debt is \$2,000. Now, I will be one of two to pay the entire debt, thus leaving what may be subscribed to that to furnish the church."

Bullion sat down and beamed as the congregation cheered him. He knew full well that there was no one else in the town able to put up the other half, and that after a frantic effort to find such a man the thing would die a natural death.

But for once in his life he was fooled. As soon as the applause had died away a stranger arose and said he would be most happy to subscribe the other half.

Bullion's face was a study. The stranger came forward and said as he was leaving on the first train out they might as well settle the matter right there by drawing checks for the amount that they had agreed to give. Bullion was carried off his feet and left without the shadow of an excuse, so he made out his check for the amount.

His check was, of course, on the local bank, and the church soon had the money, and one-half the debt was paid off at once. The stranger's check was on a distant bank, and finally came back marked "no funds."

So the humble traveling man was the agency through which \$1,000 was contributed to a good cause.

### No Cause to Shun Frozen Meats.

As an evidence of the absurd statements sometimes published and which have their effect upon minds ready to be thus influenced, the following from the Sanitary Record is an excellent example:

Should a person attempt to live on cold storage foods alone he would soon have indigestion, diarrhoeal troubles, lose weight and suffer those indescribable pangs which accompany chronic want. In time he would starve to death. The diarrhoeal disturbances so common at summer resorts, and usually ascribed to change of water or climate, are in most cases due to the innutritious character of cold storage food.

This will be news to many who, on board ship and other places, have lived and thrived on cold storage food for months. Presumably this authority had never heard of the Siberian mammoths, whose flesh, embedded in the Arctic ice, and thus kept, not for months but for unknown centuries, was eaten, and that without injurious effects to the eater. Fortunately, the time has passed when such a diatribe as the above would be taken seriously, although some may be frightened into unnecessary alarm over imaginary evil by such a report.

### THE COMMERCIAL TRAVELER.

**What the Disgusted Book-keeper Said of Him.**  
Written for the Tradesman.

The manager of the wholesale grocery house was not in when I called and I sat down in the private office to await his return. The head book-keeper was the only person in the place at the time, and he was whirling about on his high revolving stool in a most discontented manner.

"How is business?" I asked, by way of opening conversation.

"The house's business is tip-top," was the reply.

"And I hope yours is also," I said.

"Mine? Oh, I haven't any business," was the reply. "I go with the office furniture."

There was silence for a moment and then he continued:

"If I ever have a son, I mean to make a producer of him."

"A producer?" I asked.

"Certainly."

"And what sort of a producer?" I questioned.

"The sort of a producer who goes out in the mysterious region known as 'on the road' and brings in wads of money."

"The life of a traveling salesman is not one of unmixed joy," I ventured.

"Oh, of course not," was the reply, "but neither is that of a book-keeper."

There are no easy places in commercial life—I know that well enough—but an office man may slave and grind away at a desk until he is too old to work and then go to the county house, for all his employers care. If he seeks to live like a gentleman, he is as poor when he is discharged for being old as he was when he entered the office a bright-faced, hopeful boy.

"And the aged commercial traveler?" I asked.

"There never are any old commercial travelers," was the reply.

"What becomes of them?" I asked.

"They get into the firm or engage in some business for themselves before they become old; that is, if the convivial life they live doesn't finish them off early."

"Do book-keepers never get into firms?" I asked.

"Rarely. The directors reason that anyone can keep books. They are the brains; the book-keeper is the machine. But the drummer," I thought he used

the old-fashioned name with a fierce joy, "oh, the drummer can not be replaced! He brings in money! He has a number of customers who might go over to a new house if he should become dissatisfied and quit! The producer is the man to receive consideration!"

"There is a great deal of truth in the remark," I said.

"Truth in it? I should say so. I've been thinking over the matter for any number of years. In manufacturing, who gets the money? Who is presented with stock? Who is invited to the annual dinners? Why, the drummers. The men in the office and the men in the shops belong with the desks and the machinery. In nine cases out of ten some man in the shop invents the machinery which makes it possible to manufacture cheaply. Does he get any credit for it? Never! The low-browed drummer who sells the perfected product of the shop is taken into the firm and the inventor is fired when he gets old. Men in business never see beyond the hand that lays down the money. They never think of turning a thought to the men who make it possible to sell the

goods, without whom the drummer couldn't take an order a month."

I knew that the book-keeper was speaking a good deal of truth, but I remained silent.

"It's the same in the newspaper business," he finally said. "Who gets the big salaries there? The advertising men! Not the editors who make the paper a desirable advertising medium by making it readable, but the advertising men, who grow fat and lazy and work three hours a day!"

I could not smother a laugh, for I had had much experience in the newspaper business.

"No, sir," resumed the book-keeper, "men in business can't forget that the drummers bring in the money. Why, they act like dunces over the matter. It's like worshipping the boy who brings money from a bank after some one else has deposited it, this bowing before drummers. It makes me sick."

"But," I suggested, "it is claimed that good office men are plenty and that good traveling men are scarce. What about that? The law of supply and demand, you know."

"Law of fiddle-sticks!" said the book-keeper. "There isn't a man traveling out of this house that could keep these books, while I, with a month's experience, could sell goods as well as the best of them."

"Why don't you try it?"

"They won't give me a chance. They want me here, and here I have been for twenty years, during which time a dozen drummers have been jumped over me. Bah!"

The book-keeper was plainly becoming excited.

"What makes a successful salesman?" he asked, presently. "First, he must represent a responsible house. Second, the inside men must so manage the affairs of the house that he can compete with his rival drummers. Third, he must handle the best goods in his line. Fourth, he must be a good judge of humankind. There you have it! The three most important things are supplied to the drummer, the fourth he furnishes himself. Yet he is the big toad in the puddle. Oh, yes, he brings in the money!"

"What would you think of a farmer that paid all his money to the hired man who milked the cow and let the man who supplied the feed and the shelter starve to death? I can't express myself more clearly than that. Not if I tried a month."

"Well," I said, "some of the commercial travelers of to-day are pretty good milkers, and if they couldn't sell the milk there would be no use for the man of feed and shelter."

"You are like all the rest," said the book-keeper, with a sniff of disgust. "Well, if I ever have a son he is going to be a producer, I can tell you that."

"And bring in wads of money?" I asked.

"Yes, money that the inside men made it possible for him to secure. And I'm going to teach him to swell himself up and claim to be the mainstay of the house. The man that brings in the money! Rats!"

With this ejaculatory conclusion the head book-keeper went back to his accounts and I failed to get another word out of him.

I don't suppose commercial travelers will like the sentiments he expressed—in short, I am sure they will censure me for reporting them—but some day I mean to ask a traveling man what he thinks of the book-keeper's notions, and I suspect that the conversation that will follow ought to be printed in red ink.

Alfred B. Tozer.



## Drugs--Chemicals

### Michigan State Board of Pharmacy

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

### Mich. State Pharmaceutical Association.

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

### How to Fail in the Retail Drug Business.

I have come to the conclusion that there are men in the retail drug trade who are anxious to gain more points as to the best and quickest way to fail in business, and so I have collected from a few has-beens of my acquaintance some ideas upon the subject, which, being in the nature of expert testimony, should be useful.

There are many ways of treating the people who come into your store, some of which are worth your notice if you really wish to fail. For instance, the anxious-looking woman who rushes in with a prescription in her hand, or the New York City man who is in a chronic state of hurry and wants things rushed—with both these classes of customers your mode of procedure should be the same. Walk slowly toward them with your eyes fixed upon some other object; the wooden Indian outside the tobacco store across the way will do; put on an unconscious look, so as not to give the impression of being interested in your customer. This is of vital importance as people who frequent drug stores have troubles of their own and seem to think you have nothing else to do but to give them what they want right away, with an air of sympathy thrown in, as though you were really sorry for them. You may feel sorry for them, but beware of allowing any evidence of it to appear in your manner or conversation, as they might come back again; human beings are built that way.

Now as to night calls. Should you be so unfortunate as to have a good customer of whom you are anxious to get rid—a man who somehow prefers to deal with you in preference to the other fellow on the next corner—a good way to get rid of him is to wait until he rings you up in the night to fill a prescription for his sick wife; fill it and then charge him three times as much as you ought to. He will demur, of course, but when he does so and endeavors to point out to you that he is a good customer and spends a lot of money in the store, why, tell him that, although you are a pharmacist, it's going to cost any one a dollar extra who wakes you from your slumber just to supply some medicine; that it does not alter the case because he happens to be a good customer; and people ought to know better than to be sick after you have closed the store for the night, etc. Should the man still persist in persecuting you with his custom it's a bad case, and the only course is to have him arrested as a stray lunatic. This is a free country anyway, and if you do not want customers the law should protect you.

Much could be said about prescription work as a valuable aid to failure, but space being limited, only a few leading points can be given. The aspirant for failure should write his label in a slovenly manner and indistinctly, so the patient may worry about what dose to take; of course, the ingredients of the prescription should be pitched to-

gether just as they are written on the prescription; if it is a mixture and there is a sediment at the bottom, a shake label is a mere refinement and unnecessary.

Be careful when called upon to refill a prescription to send it out in the returned bottle; don't wash the bottle or write a fresh label, since by doing so you would only be wasting time that is valuable to your creditors.

There is another good point to be studied, and that is the prices you charge; these should vary every day or oftener; people get into the habit of paying a certain price for a thing and think you are robbing them when you charge a different tariff every time for the same article; this point is worth considering.

It is advisable not to make any fresh display in the window, as the public, not knowing what you are aiming at, may be tempted to judge you by the outside view of the store and bring trade you do not want. Let the same old goods remain on show year after year, and people will not bother you, as they catch onto your idea; in time, and after the auctioneer has sold you up, a little more or less dirt and rubbish from the windows for the landlord to clear out will not worry him much. Possibly he will be glad to get you out; some persons are never appreciated.

Should it be your earnest desire to fail the above points may help, but bear in mind that it rests entirely with yourself how to run your business, as many opportunities present themselves every day where you can drive trade away, and these should be taken advantage of; and let rudeness and discourtesy toward your customers be your motto. You do not want their patronage anyway; what you want is bankruptcy, and you will get there if you try hard enough. Do not be discouraged. Edward Swallow.

### To Cut Castile Soap.

For cutting castile soap the following apparatus is recommended by F. N. Strickland as being preferable to a wire:

To a piece of smoothly planed board, eighteen inches long, six inches wide, and two inches thick, nail another piece of board of the same thickness, but four inches wide and eight inches high, to the further right-hand edge. Now place the edge of a long, thin-bladed butcher knife (one having a sharp point) upon the plank and prick the point of it into the middle of the upright piece of wood. Remove the knife, and where the point entered the wood, or just above it, drive in a small wire nail bent in the shape of a letter U. This prevents the knife wearing out too large a place in the board, and gives a better fulcrum. The cutter is now ready for use. Stick the point of the knife into the wood and under the nail just driven, raise the handle up, and slide under the bar of soap. Push down the knife handle, on the principle of a lever, at the same time pushing gently in to prevent the knife slipping out, and the soap is easily and quickly cut into cakes of any desired thickness.

### Efficacious Application For Burns.

A correspondent relates how he applied to an uncomfortable burn on the wrist from a stove a saturated aqueous solution of chloretone which he happened to have conveniently by. The pain was immediately relieved. This experience suggests that an ointment of chloretone, say 10 per cent. in strength, would be an excellent household remedy for burns, scalds, and the like. The drug, an excellent local anesthetic, would bring prompt relief, while the ointment fat would give that protection from the air which is essential in the treatment of burns. Chloretone is also a good antiseptic.

### The Drug Market.

Opium—The continued drought in Smyrna, with the prospect of a small crop, has advanced the price about 15c in the past week.

Powdered Opium—Is also higher.

Morphine—Is as yet unchanged, but an advance is looked for daily.

Quinine—Is steady at the decline noted last week.

Carbolic Acid—The demand is less active at this season of the year and foreign advices report a lower market. There has been no change here.

Bisulphite Carbon—Has been out of market for some time, but manufacturers can now deliver.

Lycopodium—On account of small stocks, has been advanced and higher prices are looked for.

Haarlem Oil—Some importers have advanced their price. As stocks are small higher prices are looked for.

Oil Wintergreen—Is in small supply and has advanced.

Arnica Flowers—Stocks are small and there is little offering from abroad. Prices have advanced and are tending higher.

Buchu Leaves—Have advanced, on account of scarcity.

Golden Seal Root—Stocks are small and there is very little offering. Prices are very firm with an advancing tendency.

### At Least Look Busy.

Always aim to have the busiest store of its kind in town. Some one's store must be the busiest—why not yours? Best methods and best merchandise will do it. If yours are "not as good as your neighbor's," it would be well to find out where the trouble is and try to improve on past efforts. Remember, the proof of superiority lies not in imagination, but in results. Shake off poor business. Once allow yourself to be entangled in its deadly folds and the sheriff may have to be called in to rescue yourself and your creditors.

Don't expose castile soap where the sun will bear upon it. If you do it will shrink and shrivel. A direct ray of sunlight will aid but a few things about the store.

Your store may be a small one and your stock may be complete, but don't be so imprudent as to overload your counters. Give your scales a little elbow room, a few inches to the right and to the left, and yourself a chance to wrap a package that's a little more than three by four.

It costs but little energy to be polite. Courtesy is all powerful. "It transmutes aliens into trusting friends," and makes and holds trade. Do you always express thanks when a sale is made? Many fail to. R. H. Kimball.

### Fourteen Received Full Papers and Seven Assistant.

Saginaw, Nov. 10.—The Michigan Board of Pharmacy held a meeting at Lansing, Nov. 7 and 8. There were fifty-five applicants present for examination, forty for registered pharmacist certificate and fifteen for assistant papers. Fourteen applicants received registered pharmacist papers, and seven assistant papers. Following is a list of those receiving certificates:

Registered pharmacists—B. Friendlander, Reese; G. J. Johnson, Whitehall; X. A. Jones, Jackson; A. A. Jackola, Calumet; A. F. Knowles, Saginaw; John Layman, Mt. Morris; R. H. Leece, Munith; C. Lane, Lowell; W. J. Mead, Detroit; W. W. Reburn, Grand Rapids; P. A. Ralston, Bay City; T. W. Sibilski, Eagle River; O. Shau-man, Greenville; A. V. Williams, Saginaw.

Assistant pharmacists—F. M. Buffum, Clio; Geo. S. Barnard, Benton Harbor; Hugo C. Cotterfeld, Saginaw; Thos. A. Major, Manistee; E. J. Poetter, Saginaw; J. E. Paulson, Grand Rapids; A. Snowman, Standish.

All members of the Board were present at the meeting. The next meeting of the Board will be held at Detroit, January 8, 1901.

Henry Heim, Sec'y.

### No Tongue Can Tell.

Dr. Jalap—"Let me see your tongue, please."  
 Patient—"Oh, doctor, no tongue can tell how bad I feel."

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

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

## Ginseng Wanted

Highest price paid. Address

**Peck Bros.,**  
 Grand Rapids, Mich.

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

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

FLAVORING EXTRACTS AND DRUGGISTS' SUNDRIES

# Delay No Longer

Buy your HOLIDAY GOODS NOW before our assortment is broken  
 Our line comprises everything desirable in Holiday Articles for the Drug, Stationery, Toy and Bazaar trades. You can get it all here and at the right price. If not convenient to visit our sample room your order by mail will have best attention. Send for circular.

## Fred Brundage, Wholesale Druggist,

32 and 34 Western Ave.,  
 Muskegon, Mich.



## WHOLESALE DRUG PRICE CURRENT

Advanced—Buchu Leaves, Gum Opium.  
Declined—

<b>Acidum</b>			<b>Conium Mac.</b>			<b>Scilla Co.</b>		
Aceticum, \$	60¢	8	Copaiba	50¢	60	Tolutan	50	50
Benzolium, German.	70¢	75	Cubebæ	1 15¢	1 25	Prunus virg.	50	50
Boricæ	40	17	Exechthitos	1 20¢	1 25			
Carbolicum	30¢	42	Erigeron	1 00¢	1 10	<b>Tinctures</b>		
Citricum	45¢	48	Gaultheria	1 10¢	1 20	Aconitum Napellis R	50	60
Hydrochlor.	30¢	5	Geranium, ounce	2 20¢	2 30	Aconitum Napellis F	50	60
Nitrosum	80	10	Hossipil, Sem. gal.	1 40¢	1 50	Aloes	50	60
Oxalicum	12¢	14	Juniperæ	1 50¢	2 00	Aloes and Myrrh	50	60
Phosphoricum, dil.	12¢	14	Lavendula	1 50¢	2 00	Arnica	50	60
Salicylicum	55¢	60	Limonia	1 50¢	1 60	Assafoetida	50	60
Sulphuricum	1 10¢	1 20	Mentha Piper	1 40¢	2 00	Atrope Belladonna	50	60
Tannicum	38¢	40	Mentha Verid.	1 50¢	1 60	Aurant Cortex	50	60
Tartaricum	38¢	40	Morruha, gal.	1 20¢	1 25	Benzoin	50	60
<b>Ammonia</b>			Myrica	4 00¢	4 50	Benzoin Co.	50	60
Aqua, 16 deg.	40	6	Olive	75¢	3 00	Barosma	50	60
Aqua, 20 deg.	60	8	Pisces Liquida, gal.	10¢	12	Cantharides	50	60
Carbonas	13¢	15	Ricina	1 00¢	1 08	Cardamum	50	60
Chloridum	12¢	14	Rosmarini	1 00¢	1 00	Cardamum Co.	50	60
<b>Aniline</b>			Rose, ounce	6 00¢	6 50	Castor	50	60
Black	2 00¢	2 25	Succini	40¢	45	Catechu	50	60
Brown	45¢	50	Sabina	90¢	1 00	Cinchona	50	60
Red	2 50¢	3 00	Santal	2 75¢	7 00	Cinchona Co.	50	60
Yellow	2 50¢	3 00	Sassafras	60¢	65	Columba	50	60
<b>Baccae</b>			Sinapis, ess. ounce	1 50¢	1 60	Cubebæ	50	60
Cubebæ, po. 25	22¢	24	Sigilli	1 50¢	1 60	Cassia Acutifol	50	60
Juniperus	6¢	8	Thyme	1 40¢	1 50	Cassia Acutifol Co.	50	60
Xanthoxylum	75¢	80	Thyme, opt.	1 40¢	1 50	Digitalis	50	60
<b>Balsamum</b>			Theobromas	15¢	20	Ergot	50	60
Copaiba	50¢	55	<b>Potassium</b>			Ferri Chloridum	50	60
Peru	60¢	65	Bi-Carb.	15¢	18	Gentian	50	60
Terabin, Canada	45¢	50	Bichromate	13¢	15	Gentian Co.	50	60
Tolutan	40¢	45	Bromide	52¢	57	Guaiac	50	60
<b>Cortex</b>			Carb	12¢	15	Hyoeyamus.	50	60
Ables, Canadian.	18	20	Chlorate, po. 17	16¢	18	Iodine	50	60
Cassia	12	14	Cyanide	34¢	38	Iodine, colorless.	50	60
Cinchona Flava.	18	20	Iodide	2 60¢	2 65	Kino	50	60
Eunonymus atropurp.	30	32	Potassa, Bitart. pure	28¢	30	Lobelia	50	60
Myrica Cerifera, po.	20	22	Potassa, Bitart. com.	15	15	Myrrh	50	60
Prunus Virgin.	12	14	Potass Nitras, opt.	70¢	10	Nux Vomica	50	60
Quillaja, gr'd.	12	14	Potass Nitras	60¢	8	Opil.	50	60
Sassafras, po. 20	15	15	Prussiate	23¢	26	Opil, comphorated.	50	60
Ulmus, po. 15, gr'd	15	15	Sulphate po.	15¢	18	Opil, deodorized.	50	60
<b>Extractum</b>			<b>Radix</b>			Quassia	50	60
Glycyrrhiza Glabra.	24¢	25	Aconitum	20¢	25	Rhatany	50	60
Glycyrrhiza, po.	28¢	30	Althea	22¢	25	Rhel	50	60
Hematox, 15 lb. box	11¢	12	Anchusa	10¢	12	Sanguinaria	50	60
Hematox, 15	13¢	14	Arum po.	10¢	12	Serpentaria	50	60
Hematox, 1/4s.	14¢	15	Calamus	20¢	40	Stromonium	50	60
Hematox, 1/4s.	16¢	17	Gentiana, po. 15	12¢	15	Tolutan	50	60
<b>Ferru</b>			Glycyrrhiza, pv. 15	16¢	18	Valerian	50	60
Carbonate Precip.	15	15	Hydrastis Canaden.	75¢	80	Veratrum Veride	50	60
Citrate and Quinia.	2 25	25	Hydrastis Can. po.	12¢	15	Zingiber	50	60
Citrate Soluble	75	75	Hellebore, Alba, po.	12¢	15	<b>Miscellaneous</b>		
Ferrocyanidum Sol.	40	40	Inula, po.	15¢	20	Æther, Spts. Nit. 4 F	30¢	35
Solut. Chloride	15	15	Ipecac, po.	4 25¢	4 35	Æther, Spts. Nit. 4 F	30¢	35
Sulphate, com'l.	2	2	Iris plox, po. 35	35¢	40	Alumen	2 3¢	3
Sulphate, com'l, by	80	80	Jalapa, pr.	25¢	30	Alumen, gro'd, po. 7	30¢	4
bbi, per cwt.	7	7	Maranta, 1/4s.	22¢	25	Annatto.	40¢	50
Sulphate, pure	7	7	Podophyllum, po.	22¢	25	Antimoni, po.	40¢	50
<b>Flora</b>			Rhel	75¢	1 00	Antimoni, Potass T	40¢	50
Arnica	15¢	18	Rhel, cut.	1 25	1 25	Antipyrin	20	25
Anthemis	22¢	25	Rhel, pv.	75¢	1 35	Antifebrin	20	25
Matricaria	30¢	35	Spigelia	35¢	38	Argent Nitras, oz.	10¢	12
<b>Folia</b>			Sanguinaria, po. 15	40¢	45	Arsenicum	10¢	12
Barosma	35¢	38	Serpentaria	60¢	65	Balm Citied Buds.	38¢	40
Cassia Acutifol, Tin-	20¢	25	Senega	40¢	45	Bismuth S. N.	1 90¢	2 00
nevelly	20¢	25	Smlax, officinalis H.	10¢	12	Calcium Chlor., 1s.	9	9
Cassia, Acutifol, Alix.	20¢	25	Smlax, M.	10¢	12	Calcium Chlor., 1/4s.	10	10
Salvia officinalis, 1/4s	12¢	20	Scilla	10¢	12	Calcium Chlor., 1/4s.	10	10
and 1/4s	8¢	10	Symplocarpus, Foti-	10¢	12	Cantharides, Rus. po	15	15
Uva Ursi	8¢	10	dus, po.	10¢	12	Capsel Fructus, af.	15	15
<b>Gummi</b>			Valeriana, Eng. po. 30	15¢	20	Capsel Fructus, B. po	15	15
Acacia, 1st picked...	45	45	Zingiber a	14¢	16	Caryophyllus, po. 15	12¢	14
Acacia, 2d picked...	45	45	Zingiber j.	25¢	27	Carmine, No. 40	3 00	3 00
Acacia, 3d picked...	45	45	<b>Semen</b>			Cera Alba	50¢	55
Acacia, sifted sorts.	45¢	45	Anisum, po. 15	12¢	15	Cera Flava	40¢	42
Acacia, po.	12¢	14	Apium (graveleons).	13¢	15	Coccus	40	40
Aloe, Barb. po. 15	12¢	14	Bird, 1s.	4¢	6	Cassia Fructus	35	35
Aloe, Cape, po. 15	12¢	14	Cardui	12¢	13	Centaria	10	10
Aloe, Socotri, po. 40	55¢	60	Cardamum	1 25¢	1 75	Cetaceum	45	45
Ammoniac	55¢	60	Coriandrum	8¢	10	Chloroform	55¢	60
Assafoetida, po. 30	28¢	30	Cannabis Sativa	4 5¢	5	Chloroform, squilbs	1 10	1 10
Benzolium	50¢	55	Cydonium	75¢	1 00	Chloral Hyd Crst.	1 65¢	1 90
Catechu, 1s.	13	13	Chenopodium	10¢	12	Chondrus	20¢	25
Catechu, 1/4s.	13	13	Dipterix Odorate	1 00¢	1 10	Cinchonidine, P. & W	38¢	48
Catechu, 1/4s.	13	13	Feniculum	10¢	12	Cinchonidine, Germ.	38¢	48
Camphora	69¢	73	Foenugreek, po.	7¢	9	Cocals, list, dis. pr. et.	70	70
Euphorbium, po. 35	69¢	73	Lini, gr'd.	4¢	5	Creosotum	25	25
Galbanum	65¢	70	Lini, gr'd. bbl. 4	4¢	5	Creta, prep.	25	25
Gamboge	65¢	70	Lobelia	35¢	40	Creta, prep.	25	25
Guaiacum, po. 25	30	30	Pharlaris Canarian.	4 1/2¢	5	Creta, Rubra	8	8
Kino, po. 30.75	30	30	Rapa	4 1/2¢	5	Crocus	15¢	18
Mastic	60	60	Sinapis Alba	9¢	10	Cudbear	24	24
Myrrh, po. 45	40	40	Sinapis Nigra	11¢	12	Cupri Sulph.	6 1/2¢	8
Opil, po. 5.00 to 5.20	3 60¢	3 65	<b>Spiritus</b>			Dextrine	70¢	10
Shellac	25¢	35	Fruentil, W. D. Co.	2 00¢	2 50	Ether Sulph.	75¢	90
Shellac, bleached	40¢	45	Fruentil, D. F. R.	2 00¢	2 25	Emery, all numbs.	8	8
Tragacanth	50¢	80	Fruentil	1 25¢	1 50	Emery, po.	8	8
<b>Herba</b>			Juniperis Co. O. T.	1 65¢	2 00	Ergota, po. 90	85¢	90
Absinthium, oz. pkg	25	25	Juniperis Co.	1 75¢	3 50	Flake White	12¢	15
Eupatorium, oz. pkg	25	25	Saacharum N. E.	1 90¢	2 10	Galla	23	23
Lobelia, oz. pkg	25	25	Spt. Vini Galli.	1 75¢	6 50	Gambler	8¢	9
Majorum, oz. pkg	25	25	Vini Oporto.	1 25¢	2 00	Gelatin, Cooper	60	60
Mentha Vir. oz. pkg	25	25	Vini Alba	1 25¢	2 00	Gelatin, French	35¢	60
Rue, oz. pkg	25	25	<b>Sponges</b>			Glassware, flint, box	75 & 5	5
Tanacetum V oz. pkg	25	25	Florida sheeps' wool	2 50¢	2 75	Less than box	70	70
Thymus, V. oz. pkg	25	25	Nassau sheeps' wool	2 50¢	2 75	Glue, white	11¢	13
<b>Magnesia</b>			carriage.	2 50¢	2 75	Glycerina	17 1/2¢	25
Calcined, Pat.	55¢	60	Velvet extra sheeps' wool, carriage.	2 50¢	2 75	Grana Paradisi	25	25
Carbonate, Pat.	18¢	20	Extra yellow sheeps' wool, carriage.	2 50¢	2 75	Humulus	25¢	55
Carbonate, K. & M.	18¢	20	Grass sheeps' wool, carriage.	2 50¢	2 75	Hydrarg Chlor Mite	1 00	1 00
Carbonate, Jennings	18¢	20	Hard, for slate use.	2 50¢	2 75	Hydrarg Chlor Cor.	1 10	1 10
<b>Oleum</b>			Yellow Reef, for slate use.	2 50¢	2 75	Hydrarg Ammoniat	1 20	1 20
Absinthium	6 50¢	7 00	<b>Syrups</b>			Hydrarg Unguentum	50¢	60
Amygdalæ, Dulc.	38¢	45	Acacia	50	50	Hydrargyrum	85	85
Amygdalæ, Amaræ.	8 00¢	8 25	Aurant Cortex	50	50	Ichthyobolla, Am.	65¢	70
Anisi	2 10¢	2 20	Zingiber	50	50	Indigo	75¢	1 00
Aurant Cortex	2 25¢	2 30	Ipecac	50	50	Iodine, Resubi.	3 85¢	4 00
Bergamit	2 75¢	2 85	Ferri Iod.	50	50	Iodoform	3 85¢	4 00
Caliputi	80¢	85	Rhel Arom.	50	50	Lupulin	80	85
Caryophylli	80¢	85	Smlax Officinalis	50	50	Lycepodium	80	85
Cedar	65¢	70	Senega	50	50	Macis	65¢	75
Chenopadii	1 30¢	1 40	Scilla	50	50	Liquor Arsen et Hy	25	25
Cinnamoni	35¢	40	Scilla	50	50	Liquor Potass Arsenit	10¢	12
Citronella	35¢	40	Scilla	50	50	Magnesia, Sulph.	2¢	3
						Magnesia, Sulph, bbl	1 1/4	1 1/4
						Mannia, S. F.	50¢	60

## Drugs

We are Importers and Jobbers of  
Drugs, Chemicals and Patent Medicines.

We are dealers in Paints, Oils and  
Varnishes.

We have a full line of Staple Drug-  
gists' Sundries.

We are the sole proprietors of Weath-  
erly's Michigan Catarrh Remedy.

We always have in stock a full line  
of Whiskies, Brandies, Gins, Wines and  
Rums for medicinal purposes only.

We give our personal attention to  
mail orders and guarantee satisfaction.

All orders shipped and invoiced the  
same day received. Send a trial order.

**Hazeltine & Perkins**  
**Drug Co.,**

Grand Rapids, Michigan



## GROCERY PRICE CURRENT

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

ADVANCED		DECLINED	
White Mustard Seed		Sugars	
Splint Clothes Baskets		Florida Oranges	
		German Sago	
		Shot	

ALABASTINE		CANNED GOODS		COCOA	
White in drums	9	3 lb. Standards	80	Webb	30
Colors in drums	10	Gallons, standards	2 30	Cleveland	41
White in packages	10	Blackberries		Epps	42
Colors in packages	11	standards	75	Van Houten, 1/4s	42
Less 40 per cent discount.		Beans		Van Houten, 1/2s	20
AXLE GREASE		Baked	1 00@21	Van Houten, 1s	38
400#2 doz. gross	55 6 00	Red Kidney	75@	Colonial, 1/4s	35
Castor Oil	60 7 00	String	85	Colonial, 1/2s	35
Diamond	50 4 25	Wax	85	Havler	43
Frazer's	75 9 00	Blueberries	85	Wilbur, 1/4s	41
IXL Golden, tin boxes	75 9 00	Standard	85	Wilbur, 1/2s	42


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

AMMONIA		HOMINY		LOBSTER	
Arctic 12 oz. ovals	85	Standard	85	Star, 1/2 lb.	1 85
Arctic pints, round	1 20	Star, 1 lb.	3 40	Picnic Tails	3 40
BAKING POWDER		Mustard, 1 lb.	1 75	Mackerel	
Acme		Soured, 1 lb.	1 75	Soured, 2 lb.	2 80
1/4 lb. cans 3 doz.	45	Soured, 2 lb.	2 80	Tomato, 1 lb.	1 75
1/2 lb. cans 3 doz.	75	Tomato, 2 lb.	2 80	Mushrooms	
1 lb. cans 1 doz.	1 00	Hotels	18@20	Buttons	22@25
Bulk	10	Cove, 1 lb.	1 00	Oysters	
6 oz. Eng. Tumblers	90	Cove, 2 lb.	1 80	Peaches	
EGG		Pie	1 65@1 85	Pears	
Arctic		Yellow	70	Standard	70
Fog Baking		Fancy	80	Fancy	80


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

JAXON		RASPBERRIES		SALMON	
1/4 lb. cans, 4 doz. case	45	Standard	90	Columbia River	2 00@2 15
1/2 lb. cans, 4 doz. case	85	Good	75	Red Alaska	1 40
1 lb. cans, 2 doz. case	1 60	Fancy	85	Pink Alaska	1 10
QUEEN FLAKE		Standard	1 50	Shrimps	
3 oz., 6 doz. case	2 70	Sardines		Standard	1 50
6 oz., 4 doz. case	3 20	Domestic, 1/4s	4	Domestic, 1/2s	8
9 oz., 4 doz. case	4 80	Domestic, 3/4s	8	Domestic, Mustard	17
1 lb., 2 doz. case	4 40	California, 1/4s	22	French, 1/4s	22
5 lb., 1 doz. case	9 00	French, 1/2s	28	Strawberries	
ROYAL		Standard	85	Succotash	
10c size	86	Fancy	1 25	Fair	90
1/4 lb. cans 1 30		Good	1 00	Good	90
6 oz. cans 1 80		Fancy	1 20	Fancy	1 15
1/2 lb. cans 2 40		Tomatoes		Gallons	2 50
1 lb. cans 4 65		Fair	90	CATSUP	
3 lb. cans 12 75		Good	95	Columbia, pints	2 00
5 lb. cans 21 00		Fancy	1 15	Columbia, 1/2 pints	1 25


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

BLUING		CATSUP		CHEESE	
Small 3 doz.	40	Acme	@12 1/2	Acme	@12 1/2
Large, 2 doz.	75	Amboy	@12 1/2	Carson City	@12 1/2
Arctic, 4 oz. per gross	4 00	Elsie	@12 1/2	Gold Medal	@11 1/2
Arctic, 8 oz. per gross	6 00	Gem	@12 1/2	Ideal	@12 1/2
Arctic, pints, per gross	9 00	Jersey	@12 1/2	Jersey	@12 1/2
BROOMS		Riverside	@12 1/2	Brick	14@15
No. 1 Carpet	2 75	Edam	@9 00	Limburger	13@14
No. 2 Carpet	2 50	Leiden	@9 00	Pineapple	50 @75
No. 3 Carpet	2 25	Limburger	13@14	Sap Sago	19@20
No. 4 Carpet	1 75	Walter Baker & Co.'s		CHOCOLATE	
Parlor Gem	95	German Sweet	23	Premium	36
Common Whisk	2 50	Breakfast Cocoa	26	Breakfast Cocoa	26
Fancy Whisk	1 25	Runkel Bros.	41	Vienna Sweet	21
Warehouse	3 50	Vanilla	28	Premium	25
CANDLES		Bulk	5	CHICORY	
Electric Light, 8s.	12	Red	7		
Electric Light, 16s.	12 1/2				
Paraffine, 6s.	10 1/2				
Paraffine 12s.	11				
Wicking	23				

Package		Pearl Barley		MOLASSES	
New York Basis.		Common		New Orleans	
Arbuckle	13 00	Chester	2 75	Black	12 1/2
Dillworth	13 00	Empire	3 15	Fair	16
Jersey	13 00	Grits		Good	20
Lion	12 00	Walsh-DeRoo Co.'s Brand.		Fancy	21
McLaughlin's XXXX				Open Kettle	25@35
McLaughlin's XXXX sold to				Half-barrels 20 extra	
dealers only. Mail all orders				MUSTARD	
direct to W. F. McLaughlin &				Horse Radish, 1 doz.	1 75
Co., Chicago.				Horse Radish, 2 doz.	3 50
				Bayle's Celery, 1 doz.	1 75


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

Extract		Peas		Rolled Oats	
Valley City 1/4 gross	75	Green, Wisconsin, bu.	1 30	Steel Cut	4 00
Felix 1/4 gross	1 15	Green, Scotch, bu.	1 35	Monarch, bbl.	3 60
Hummel's foil 1/4 gross	85	Split, bu.	3	Monarch, 1/2 bbl.	1 95
Hummel's tin 1/4 gross	1 43			Monarch, 90 lb. sacks	1 75

Substitutes		Sago		PICKLES	
Crushed Cereal Coffee Cake		East India	2 1/2	Medium	
12 packages, 1/2 case	1 75	German, sacks	3 34	Barrels, 1,200 count	4 50
24 packages, 1 case	3 50	German, broken package	4	Half bbls, 600 count	2 75

COCOA SHELLS		Tapioca		Small	
20 lb. bags	2 1/2	Flake, 110 lb. sacks	4 1/2	Barrels, 2,400 count	5 50
Less quantity	3	Pearl, 1 0 lb. sacks	4	Half bbls, 1,200 count	3 30
Pound packages	4	Pearl, 2 1 lb. packages	6	PIPES	

CLOTHES LINES		Wheat		Clay, No. 216	1 70
Cotton, 40 ft. per doz.	1 00	Cracked, bulk	3 1/2	Clay, T. D., full count	65
Cotton, 50 ft. per doz.	1 20	24 2 lb. packages	2 50	Cob, No. 3	85
Cotton, 60 ft. per doz.	1 40	FLAVORING EXTRACTS		48 cans in case	
Cotton, 80 ft. per doz.	1 60	DeBoe's		Babbitt's	4 00
Jute, 60 ft. per doz.	80	Vanilla D. C. 2 oz 1 10 4 oz 1 80		Penna Salt Co.'s	3 00
Jute, 72 ft. per doz.	95	Lemon D. C. 2 oz 70 4 oz 1 35		RICE	

CONDENSED MILK		Carolina head	7	Imported	
Gail Borden Eagle	6 75	Carolina No. 1	5 1/2	Japan, No. 1	5 1/2@6
Crown	6 25	Carolina No. 2	4 1/2	Japan, No. 2	4 1/2@5
Daisy	5 75	Broken	4 1/2	Java, fancy head	5 @5 1/2
Champion	4 50			Java, No. 1	5 @
Magnolia	4 25			Table	@
Challenge	4 00			SALE RATUS	
Dime	3 35			Packed 60 lbs. in box	

COUPON BOOKS		Church's Arm and Hammer	3 15	SALT	
50 books, any denom.	1 50	Deland's	3 00	Diamond Crystal	
100 books, any denom.	2 50	Dwight's Cow	3 15	Table, cases, 24 3 lb. boxes	1 40
500 books, any denom.	11 50	Emblem	2 10	Table, barrels, 40 7 lb. bags	2 50
1,000 books, any denom.	20 00	L. P.	3 00	Table, barrels, 28 14 lb. bags	2 50

Credit Checks		Butter, barrels, 20 14 lb. bags	2 50	Butter, barrels, 20 14 lb. bags	2 50
500, any one denom.	2 00	Butter, sacks, 28 lbs.	27	Butter, sacks, 56 lbs.	60
1,000, any one denom.	3 00	Butter, sacks, 56 lbs.	60	Common Grades	
2,000, any one denom.	5 00	100 3 lb. sacks	2 15	60 5 lb. sacks	2 05
Steel punch	75	28 10 lb. sacks	1 95	28 10 lb. sacks	1 95

CREAM TARTAR		56 lb. sacks	40	56 lb. sacks	40
5 and 10 lb. wooden boxes	30	28 10 lb. sacks	1 95	28 10 lb. sacks	1 95
Bulk in sacks	29	56 lb. sacks	40	56 lb. sacks	40

DRIED FRUITS		56 lb. sacks	40	56 lb. sacks	40
Apples		28 10 lb. sacks	1 95	28 10 lb. sacks	1 95
Sundried	@4	56 lb. sacks	40	56 lb. sacks	40
Evaporated, 50 lb. boxes	@5	28 10 lb. sacks	1 95	28 10 lb. sacks	1 95

California Fruits		56 lb. sacks	40	56 lb. sacks	40
Apricots	@10	28 10 lb. sacks	1 95	28 10 lb. sacks	1 95
Blackberries	@11	56 lb. sacks	40	56 lb. sacks	40
Nectarines	@11	28 10 lb. sacks	1 95	28 10 lb. sacks	1 95
Peaches	@11	56 lb. sacks	40	56 lb. sacks	40

California Prunes		56 lb. sacks	40	56 lb. sacks	40
100-120 25 lb. boxes	@	28 10 lb. sacks	1 95	28 10 lb. sacks	1 95
90-100 25 lb. boxes	@4 1/2	56 lb. sacks	40	56 lb. sacks	40
80-90 25 lb. boxes	@5	28 10 lb. sacks	1 95	28 10 lb. sacks	1 95

Citrus		56 lb. sacks	40	56 lb. sacks	40
Lemon American 19 lb. bx.	13	28 10 lb. sacks	1 95	28 10 lb. sacks	1 95
Lemon American 10 lb. bx.	10 1/2	56 lb. sacks	40	56 lb. sacks	40
Orange American 10 lb. bx.	10 1/2	28 10 lb. sacks	1 95	28 10 lb. sacks	1 95

Currants		56 lb. sacks	40	56 lb. sacks	40
Cleaned, bulk	13 1/2	28 10 lb. sacks	1 95	28 10 lb. sacks	1 95
Cleaned, packages	14	56 lb. sacks	40	56 lb. sacks	40

Peel		56 lb. sacks	40	56 lb. sacks	40
Citron American 19 lb. bx.	13	28 10 lb. sacks	1 95	28 10 lb. sacks	1 95
Lemon American 10 lb. bx.	10 1/2	56 lb. sacks	40	56 lb. sacks	40
Orange American 10 lb. bx.	10 1/2	28 10 lb. sacks	1 95	28 10 lb. sacks	1 95

Raisins		56 lb. sacks	40	56 lb. sacks	40
London Layers 2 Crown	2 15	28 10 lb. sacks	1 95	28 10 lb. sacks	1 95
London Layers 3 Crown	2 75	56 lb. sacks	40	56 lb. sacks	40
Cluster 2 Crown	2 75	28 10 lb. sacks	1 95	28 10 lb. sacks	1 95

Farinaceous Goods		56 lb. sacks	40	56 lb. sacks	40
Dried Lima	6 1/2	28 10 lb. sacks	1 95	28 10 lb. sacks	1 95
Medium Hand Picked	1 95	56 lb. sacks	40	56 lb. sacks	40
Brown Holland		28 10 lb. sacks	1 95	28 10 lb. sacks	1 95

Cereals		56 lb. sacks	40	56 lb. sacks	40
Cream of Cereal	90	28 10 lb. sacks	1 95	28 10 lb. sacks	1 95
Grain-O, small	1 35	56 lb. sacks	40	56 lb. sacks	40
Grain-O, large	2 25	28 10 lb. sacks	1 95	28 10 lb. sacks	1 95

Farina		56 lb. sacks	40	56 lb. sacks	40
24 1 lb. packages	1 25	28 10 lb. sacks	1 95	28 10 lb. sacks	1 95
Bulk, per 100 lbs.	3 00	56 lb. sacks	40	56 lb. sacks	40
Haskell's Wheat Flakes		28 10 lb. sacks	1 95	28 10 lb. sacks	1 95

Hominy		56 lb. sacks	40	56 lb. sacks	40
Barrels	2 50	28 10 lb. sacks	1 95	28 10 lb. sacks	1 95
Flake, 50 lb. sacks	90	56 lb. sacks	40	56 lb. sacks	40
Maccaroni and Vermicelli		28 10 lb. sacks	1 95	28 10 lb. sacks	1 95

MOLASSES		56 lb. sacks	40	56 lb. sacks	40
Domestic, 10 lb. box	60	28 10 lb. sacks	1 95	28 10 lb. sacks	1 95
Imported, 25 lb. box	2 50	56 lb. sacks	40	56 lb. sacks	40



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 bricks.....	6 @ 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.	85
Norwegian.....	85
Round 100 lbs.	3 15
Round 40 lbs.	1 55
Sealed.....	16
Bloaters.....	

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 60
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.	1 30
No. 1 10 lbs.	85
No. 1 8 lbs.	71

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

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

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

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

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

WASHING POWDER	
Rub-No-More.....	3 50
No. 4, 3 doz in case, gross.....	3 50
No. 6, 3 doz in case, gross.....	7 20

SNUFF	
Scotch, in bladders.....	37
Maceboy, in jars.....	35
French Kappie, 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.....	5 85
Cut Leaf.....	6 00
Crushed.....	6 00
Cubes.....	5 75
Powdered.....	5 70
Coarse Powdered.....	5 70
XXXX Powdered.....	5 75
Standard Granulated.....	5 60
Fine Granulated.....	5 60
Coarse Granulated.....	5 70
Extra Fine Granulated.....	5 70
Conf. Granulated.....	5 85
2 lb. bags Fine Gran.....	5 70
5 lb. bags Fine Gran.....	5 70
Mould A.....	5 85
Diamond A.....	5 60
Confectioner's A.....	5 40
No. 1, Columbia A.....	5 25
No. 2, Windsor A.....	5 20
No. 3, Ridgewood A.....	5 20
No. 4, Phoenix A.....	5 10
No. 5, Empire A.....	5 10
No. 6.....	5 05
No. 7.....	4 95
No. 8.....	4 85
No. 9.....	4 75
No. 10.....	4 70
No. 11.....	4 65
No. 12.....	4 60
No. 13.....	4 60
No. 14.....	4 55
No. 15.....	4 55
No. 16.....	4 55

SYRUPS	
Corn	
Barrels.....	18
Half bbls.....	20
1 doz. 1 gallon cans.....	3 10
1 doz. 1/2 gallon cans.....	1 75
2 doz. 1/4 gallon cans.....	90
Pure Cane	
Fair.....	16
Good.....	20
Choice.....	25

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

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

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

Young Hyson	
Choice.....	30
Fancy.....	36

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

English Breakfast	
Medium.....	27
Choice.....	34
Fancy.....	42

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

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

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

WICKING	
Rub-No-More, 100 12 oz.....	3 50
No. 4, per gross.....	20
No. 1, per gross.....	25
No. 2, per gross.....	35
No. 3, per gross.....	55

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

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

Clothes Pins	
Boxes, 5 gross boxes.....	65

Mop Sticks	
Trojan spring.....	85
Eclipse patent spring.....	85
No. 1 common.....	75
No. 2 patent brush holder.....	80
No. 2 cotton mop heads.....	1 25

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

Tubs	
20-inch, Standard, No. 1.....	7 00
18-inch, Standard, No. 2.....	6 00
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

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

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

Crackers	
The National Biscuit Co. quotes as follows:	

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

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

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

Sweet Goods—Boxes	
Animals.....	10
Assorted Cake.....	10
Bent's Water.....	16
Buttercups.....	12
Cinnamon Bar.....	9
Coffee Cake, Iced.....	10
Coffee Cake, Java.....	10
Cocanut Taffy.....	10
Cracknels.....	16
Creams, Iced.....	8
Cream Crisp.....	10
Crystal Creams.....	10
Cubans.....	11 1/2
Curran Fruit.....	12
Frosted Cream.....	12
Frosted Oyster.....	9
Ginger Gems, lg. or sm.....	8
Ginger Snaps, N.B.C.....	8
Gladiator.....	10
Grandma Cakes.....	9
Graham Crackers.....	8
Graham Wafers.....	12
Grand Rapids Tea.....	16
Honey Fingers.....	12
Iced Honey Crumpets.....	10
Imperial.....	12
Jumbles, Honey.....	12
Lady Fingers.....	12
Marshmallow.....	16
Marshmallow Walnuts.....	16
Mary Ann.....	8
Mixed Picnic.....	11 1/2
Milk Biscuit.....	7 1/2
Molasses Cake.....	8
Molasses Bar.....	12 1/2
Moss Jelly Bar.....	12 1/2
Newton.....	12
Oatmeal Crackers.....	8
Oatmeal Wafers.....	12
Orange Crisp.....	9
Orange Gem.....	8
Penny Cake.....	8
Pilot Bread, XXX.....	7 1/2
Pretzels, hand made.....	7 1/2
Sears' Lunch.....	7 1/2
Sugar Cake.....	8
Sugar Cream, XXX.....	8
Sugar Squares.....	8
Sultanas.....	13
Tutti Frutti.....	16
Vanilla Wafers.....	16
Vienna Crimp.....	8

Grains and Feedstuffs	
Wheat	
Wheat.....	73

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 55
Ceresota 1/2s.....	3 85
Diamond 1/2s.....	3 85

Worden Grocer Co.'s Brand	
Quaker 1/2s.....	3 90
Quaker 1/2s.....	3 90

Spring Wheat Flour	
Clark-Jewell-Well's Co.'s Brand	
Pillsbury's Best 1/2s.....	4 75
Pillsbury's Best 1/2s.....	4 65
Pillsbury's Best 1/2s.....	4 55
Pillsbury's Best 1/2s paper.....	4 55
Pillsbury's Best 1/2s paper.....	4 55

Ball-Barnhart-Putman's Brand	
Duluth Imperial 1/2s.....	4 50
Duluth Imperial 1/2s.....	4 40
Duluth Imperial 1/2s.....	4 30

Lemon & Wheeler Co.'s Brand	
Wingold 1/2s.....	4 55
Wingold 1/2s.....	4 45
Wingold 1/2s.....	4 35

Olney & Judson's Brand	
Ceresota 1/2s.....	4 55
Ceresota 1/2s.....	4 55
Ceresota 1/2s.....	4 45

Worden Grocer Co.'s Brand	
Laurel 1/2s.....	4 60
Laurel 1/2s.....	4 50
Laurel 1/2s.....	4 40
Laurel 1/2s and 1/4s paper.....	4 40

Washburn-Crosby Co.'s Brand	
Compound.....	5 1/2
Kettle.....	7 1/2
Vegetable.....	6

Lards—In Tierces	
Compound.....	5 1/2
Kettle.....	7 1/2
Vegetable.....	6



## Window Dressing

Trims Appropriate to the Thanksgiving Season.

Now that the President has issued the annual Thanksgiving proclamation it is time for the merchant to begin to plan for a window trim that shall appropriately and effectively bring to mind, not only the general prosperity, but his own goods as well. A simple trim is as follows: The bars and other window fixtures are bound with corn husks which cover the metal work completely. From the bars are hung apples, bright and rosy, and ears of red Indian corn, alternating with undershirts hung by the shoulder from the bars or drawers hung in the same manner. The floor can be spaced with window stands and small pumpkins or squashes alternating, while from the side arms of the window a mass of ropes of corn husks and apples are dependent.

A more elaborate trim can be made to represent an old-time kitchen, with the customary preparations for Thanksgiving in progress. In the middle of the back appears an old-fashioned fireplace. The back and sides of the window are covered with cheesecloth in colors or plain white. The fireplace is built out from the back of the window also is made of wood covered with black cloth. It has a very deep mantel and above it a musket is hung on the wall, and an appropriate framed motto, with a branch of autumn leaves adorning it. The back and sides of the interior of the fireplace are covered with red cheesecloth, which is painted to represent bricks. At one side of the fireplace is the door of an old-fashioned oven, such as was used in colonial days, which is slightly open. The hearthstone is represented by a piece of red cheesecloth, which is painted to represent bricks. In the fireplace is a crane with a kettle swung upon it and andirons with logs piled upon them and the fire made ready for lighting. At one side in an old armchair sits a woman dressed in a calico dress. A knife and half-peeled apple are in her lap, with the peel hanging down her dress, and at her side on the floor is a pan full of apples. At the other side of the fireplace is a kitchen table with cooking utensils upon it—a chopping bowl, etc.—and on the floor are piled pumpkins, squashes, apples and corn, with such other autumn fruits as are available. At the table stands another woman with rolling pin beside her and flour, as if she were just engaged in making the Thanksgiving pies. The sides and immediate foreground can be occupied with a display of goods. In order to get the accessories of such a scene correct it would be necessary to make a study of some illustrations of life among our forefathers. Pictures of the interiors of old New England farm houses and the advice of a woman in regard to arranging the domestic utensils would be necessary to secure an accurate reproduction of the scene.

Another idea is as follows: The back and floor of the window are covered with white cheesecloth, which is plaited in simple folds on the back and slightly puffed on the floor. The back of the window is occupied by a raised platform about a foot in height, which is also covered with white cheesecloth, and on it, built against the wall, is an altar covered in white cheesecloth. On the altar is a rustic cross, made with the

bark upon it and the ends rudely blunted. Autumn leaves are scattered over the altar and the floor, and the cross is bound about by ropes of wild pine which trail to the floor. Branches of autumn leaves are tacked against the wall, ears of corn with apples are scattered over the top of the altar and the step is piled with the larger autumn vegetables, while a sheaf of wheat or oats, with the sickle thrust through the band, leans against the altar at one side. As objections are sometimes raised to a window trim of a religious nature it might be well to place small sheaves of wheat in a row on the back of the altar and cover the front with fruits—autumn flowers and the like. Care should be taken not to crowd too many things into the window. A huge pile of pumpkins, squashes, apples and other articles are not nearly as effective as a small quantity of the autumn fruits artistically arranged. An altar as described could be made of old packing boxes and would be about two feet and a half deep by four feet long, or in proportion. It should have a slightly projecting top and the front could well be covered with branches of autumn leaves. It would be well to have the larger quantity of fruits grouped at one side, and if possible secure the effect of having them appear to stream over one side of the altar.

Perhaps, for various reasons, it may be desirable to introduce a simple feature into a window trim that shall be a reminder of Thanksgiving without being elaborate. If one has a large picture relating to Thanksgiving, for instance, the Pilgrims on their way to church, the landing of the Mayflower, or a similar scene, it could be used effectively after the following fashion: A large frame could be made for it of rough boards, which could be covered with white or dark red cheesecloth puffed. A rope of corn husks braided together could be used for a finish for the edge and autumn leaves, either natural or artificial, could be attached on it at intervals. Ears of corn could also be attached to it at intervals. Such a picture thus framed could be set up in the window on an easel and the rest of the space devoted to a display of goods.

New and Successful Swindle.  
From the Cincinnati Commercial Tribune.

An entirely new and successful swindle, by which it is known five Cincinnati firms have been victimized, has been reported to Chief of Detectives Hazen, and officers are now trying to locate the party who has been working the scheme. Its very simplicity insures success almost every time, the crook managing at the same time to keep himself so well in the background that the police have not even a description of him. The scheme is this:

The man first obtains the name and address of some workman employed in a large establishment. He generally selects one who lives quite a distance from his place of employment. The next step is to go to a telephone, call up the establishment and ask the party answering the telephone to either call the workman or take a message to him. In either case the message is that some member of the family has been seriously injured or taken ill suddenly and that the workman is wanted at his home immediately. The result is that the workman hurries home.

During his absence another telephone call is sent to the place. The party working the swindle represents himself as the workman, and says, owing to the serious danger of the wife, mother or child, or whoever is supposed to be injured, he must remain home several days. He adds that he must have

money, and requests his employer to give what is due him on the week's work to a messenger to be sent at once. Of course the firm agrees, thinking its employee is in need, and when a messenger boy calls no question is asked, but the wages due are handed over in an envelope.

Instead of the workman sending for it, it develops an hour or so after—when the man returns to the establishment—that the boy was sent by some man he does not know and generally from some downtown store. The swindler gets the money, pays the boy for delivering the message, and is well away before the workman has returned from his home, where, of course, the supposed accident or sudden illness had not been heard of.

### Preferred the Companionship of Lions.

Frau Hingstermeier, the wife of Herr Hingstermeier, the lion tamer, was what may be termed—to put it mildly—a virago, and held Hingstermeier in absolute subjection. The lion tamer returned to the family caravan one evening in a state of hilarity which made him feel that he would better postpone an interview with his better half until his condition had worn off. He therefore concluded not to sleep in the family quarters. The next morning his wife called him to account, and he explained that he had been having a little jollification and did not wish to disturb her slumbers on his return.

"Where did you sleep?" she demanded.

"In the cage with the lions," he replied meekly.

"Coward!" hissed Mrs. Hingstermeier, with a look as one robbed of her just dues.

### Hesitated a Long Time.

"She said I might kiss her on either cheek."

"What did you do?"

"I hesitated a long time between them."

# ALABASTINE

THE ALABASTINE COMPANY, in addition to their world-renowned wall coat—

ALABASTINE through their Plaster Sales Department, now manufacture and sell at lowest prices in paper or wood, in carlots or less, the following products:

### Plasticon

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

### N. P. Brand of Stucco

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

### Bug Finish

The effective Potato Bug Exterminator.

### Land Plaster

Finely ground and of superior quality.

For lowest prices address

Alabastine Company,  
Plaster Sales Department  
Grand Rapids, Mich.

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.

THE **Keeley**  
Cure

Long Distance  
Phone 634.

### GRAND RAPIDS, MICH.

Alcohol,  
Opium,  
Tobacco,  
Neurasthenia

Drunkness, Drug Using and Neurasthenia absolutely cured by the Double Chloride of Gold Remedies at The Keeley Institute, Grand Rapids, Mich. Correspondence strictly confidential. Write for particulars.



# PURELY RECIPROCAL.

## Relation of the Traveling Man and the Retailer.

It is all foolishness to think that the jobbing interests can get along without the commercial traveler or, as the funny papers are delighted to call him, the drummer, and I will tell you why.

The commercial man of to-day representing a large house is utterly different from the character who is shown in the funny papers. He has made progress in business methods like the rest of us and I am sometimes inclined to think that he has made more progress than a great many of us.

Time was when the traveling man entered a store with his grips, greeted the proprietor profusely, spun off seven or eight good stories, one after the other, and got the retailer to feeling good, then pulled out his order book and told more stories between each item he jotted down. After that, perhaps, if the proprietor was a drinking man he had to go out to the nearest saloon and buy a round of drinks and tell more stories to those assembled there. That kind of a traveling man was the starting point for the humorous jokes which appear in our illustrated papers, and altogether he wasn't the most desirable citizen at times, for he frequently got drunk and did the other things of which the moral citizens of the community did not approve.

The commercial man of to-day is just as much different from that type of traveler as it is possible to conceive. I doubt if one of the old kind of travelers could do business with many of our retailers now. For the most part the retailers of our Northwestern cities and towns represent the best element. They believe in morality, in temperance, and they are so busy they haven't the time to listen to long-winded stories and while away three or four hours in this sort of pleasure.

The commercial traveler of to-day gets down to business right away when he calls upon a retailer. He does not delay to pave the way for the selling of goods except in rare instances. After he has sold his goods he expresses his thanks and then if he has time to talk it is along business lines. Occasionally he may tell a funny story, but the bulk of his talk is educational. If he recognizes a place where the retailer is weak, diplomatically he tries to make him see his mistake by telling him how some other retailer in some other town does business. If he sees where his customer can make more of a success of business he advises him along the right lines.

The commercial traveler of this age does more to shape the destinies of the successful retailer than credit is ever given him for doing. He travels everywhere, he knows everything, he picks up valuable information about merchandising here and there and if he is a successful traveler he makes good use of it in communities where the information is not obtainable by the trade. This he does without making himself obnoxious to the retailer or without displaying his knowledge in an egotistical sense.

The commercial traveler of to-day realizes that the more successful a retailer is the better will be his trade. He works, or should work, upon the principle that a successful retailer makes a successful customer for him and their interests are therefore mutual. I know of a retailer in the northwestern part of the State who has his windows dressed twelve times a year, and his window dressing effects are the envy of the other merchants in the town. He struck a bargain one day with a certain traveler who calls upon him to dress his windows on every trip. The commercial man said he would do it free if part of his goods could be displayed in the window, and the merchant consented. As a result the man's business has increased and he has just enough gratitude to attribute it to the window dressing displays and the work done by the drummer.

I know of another merchant who, when a certain traveler comes into his stores, tells him to look over his stock

and see what he needs. The traveler understands the town and the needs of the people in that town. He knows what they will buy and what will be left on hand as dead stock. As a result of this carte blanche order to the traveler, the retailer rarely if ever gets stuck with dead stock in that line, and he is making money.

Not alone do the traveling men do little acts of this kind, but after they have made the rounds several times and show that they are reliable and trustworthy, that their word can be depended upon (and a reputable house will not have any other kind), they are called upon for advice upon every conceivable subject. If a merchant is short of ready money and wants to increase his available capital, the traveler, when approached, generally gives him good advice how to obtain the funds from his local banker or gives him a pointer where he can get the money.

If a retailer is making more money than he needs in his business, and does not know how to invest it, in nine cases out of ten, if he asks the commercial traveler he is given valuable information on this subject that he can obtain from very few other sources. Even in the domestic affairs of his family the retailer many times appeals to the traveler for advice and he generally gets good counsel that can be depended upon and which it is for the best interests of the retailer to follow.

On the other hand it seems to me the retailer should show more appreciation of the commercial traveler than he does. When he is asked the question, why he doesn't reciprocate, in nine cases out of ten he will say that he does; he gives the traveler all his custom, isn't that reciprocity? The traveler is working for his living, if he didn't get trade he couldn't live. By giving him trade the retailer helps him to live. The commercial traveler would not do these things for the retailer if his selfish interests did not make it necessary. That is the argument used and if it is not given out openly it is the thought that runs through the mind of the retailer.

To a certain extent the commercial traveler is selfish, perhaps, but his side of the case should be heard before it is stated that the selfishness is all on his side of the fence. It is not fair to say that all his acts are actuated by selfish motives. There are many things he does for his customers which by no method of business reasoning could be included in his duty to the customer.

On the other hand, he is entitled to be treated with business consideration so long as he shows himself to be a gentleman, and if he is not a gentleman he should not be retained by his house. Oftentimes it happens that he goes into the store to sell goods. The retailer whom he has benefited by his advice and in other ways will busy himself about some trivial matter and delay him for an hour or two. When he does get the ear of the retailer, the latter will say, 'Well, can't you come in tomorrow, I am very busy to-day?' and will make him wait over a day and then give him an order, the profit on which doesn't pay his hotel bill for the extra time.

I had such an instance come to my attention recently. One of our travelers went to a little town in the southern part of the State. It is one of the few towns where we have only one customer. He went in and the retailer was waiting upon a little girl. This retailer spoke to him good naturedly, but when he got through waiting on the girl began pulling the goods down from the shelf and went on with his work, delaying him unnecessarily. Finally the traveler got tired of waiting and began to talk business to the retailer.

'I am busy to-day, can't you come around to-morrow?' asked the merchant.

The commercial traveler felt like telling him he was busy, too, but he didn't and only said:

'Can't I see you this afternoon or to-night?'

'I am going to a funeral this afternoon and I will be busy this evening.'

The commercial traveler had in mind

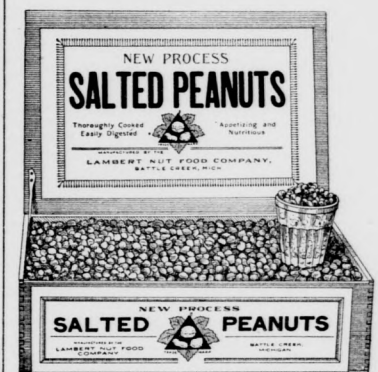
a 9 o'clock train on which he might leave town in the morning, but the retailer would not agree to talk business before the next afternoon, although he could have placed his order in the time it took to make the arrangement to stay over.

The next afternoon the commercial traveler, after losing a day and a half, walked into the store. The retailer was out and would not be in for an hour. Twice the commercial man dodged into the store and did not find him, but late that afternoon he managed to corner him. He got him to look over the samples and managed to obtain a small order, but his bill of expenses was larger than the profits on the goods. When he was through with the retailer the commercial man thanked him and then went out in the alley and kicked himself. I believe if that retailer had been a little more considerate it would have lost him nothing and he would have the traveler for a friend instead of having the latter loathe him. This is the plan a great many retailers follow. Any old time for the commercial traveler will do. Knowing that he must wait for their convenience, many retailers make it as difficult as possible for him to sell goods. They ought to be educated to understand that one good turn deserves another and if the traveler helps them in their business methods, helps to educate them, helps them to make business a success, they should reciprocate by making it easier for him to transact his business and go along about his work. Isn't that so?—Commercial Bulletin.

**ALUMINUM TRADE CHECKS**  
\$1.00 PER 100.  
Write for samples and styles to  
**N. W. STAMP WORKS,**  
ST. PAUL, MINN.  
—Makers of—  
Rubber and Metallic Stamps  
Send for Catalogue and Mention this paper.

## Lambert's Salted Peanuts

### New Process

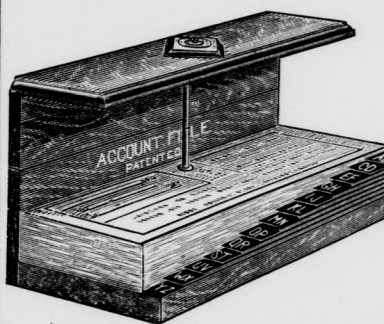


Makes the nut delicious, healthful and palatable. Easy to digest. Made from choice, hand-picked Spanish peanuts. They do not get rancid. Keep fresh. We guarantee them to keep in a salable condition. Peanuts are put up in attractive ten-pound boxes, a measuring glass in each box. A fine package to sell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

The Lambert  
Nut Food Co.,

Battle Creek, Mich.

## Simple Account File



A quick and easy method of keeping your accounts. Especially handy for keeping account of goods let out on approval, and for petty accounts with which one does not like to encumber the regular ledger. By using this file or ledger for charging accounts, it will save

one-half the time and cost of keeping a set of books.

Charge goods, when purchased, directly on file, then your customer's bill is always ready for him, and can be found quickly, on account of the special index. This saves you looking over several leaves of a day book if not posted, when a customer comes in to pay an account and you are busy waiting on a prospective buyer.



**TRADESMAN COMPANY, Grand Rapids.**



## IS THE BANK BOGUS?

Sealy Appearance of Pettis & Co.'s Reference.

The Tradesman took occasion last week to warn its readers against making any consigned shipments of produce to Chas. L. Pettis & Co., who purport to carry on business at 204 Duane street, New York City, and are inviting the attention of the trade through cards in the local newspapers throughout the State, the orders to the newspapers being accompanied by a facsimile letter of recommendation from Daniels & Co., who claim to be bankers located at 6 Wall street and 96 Broadway, New York.

The Tradesman declined the advertisement of Pettis & Co., although it was accompanied by check, and immediately brought the warning regarding the responsibility of that house to the attention of such newspapers as are running the advertisement. In acknowledging the courtesy, the editor of the Freeport Herald replied:

Your article referring to Chas. L. Pettis & Co. at hand. By the recommendation sent from Daniels & Co., bankers, we supposed they were reliable.

Mr. Godfrey, the writer of the letter above quoted, happened to enclose the facsimile letter from Daniels & Co.,

Tradesman may be fully informed as to whether the banking house of Daniels & Co. is as unworthy and irresponsible as the commission house for which they stand sponsor.

## Most Expensive Sausage Made.

"The costliest of all sausages," says a well-known Chicago sausage importer, "is Lyons sausage imported from France. Lyons sausage sell in Paris at 2 francs and more a pound. The Lyons sausage made in this country is even finer than the imported but sells here, however, for less.

"Lyons is rather a large sausage. It is put up in the largest size hog casings and it is made of beef and pork. The meats used in making it are of the very best, and they are prepared with the greatest care. From the beef all the sinews and veins are removed, and there are left only the selected parts of the meat. The beef is chopped very fine—so fine as to make of it practically a paste. The pork used is from the back fat of hogs. This is not chopped fine, as the beef is, but is cut into irregular-shaped pieces, which show in the sausage when it is cut. The spices used in the seasoning are, of course, of the choicest. The Lyons sausage is hard-smoked.

"The art of sausagemaking has so improved in this country that now, you can say without reservation, the finest sausages produced in the world are made in the United States. The Amer-

## "Still Harping on My Daughter."

Written for the Tradesman.

One great difference between Solomon and Polonius is, one was wise enough to stop when he got through and the other wasn't. The one, wisdom-crowned, was gathered to his fathers, leaving no issue; the other, dying in his second childhood, left an uncounted progeny to torment a long-suffering humanity by a never-ending twanging of the same old string. It makes but little difference what the success has been, the man who has made it—it is a masculine characteristic—at once becomes Sir Oracle; and when he speaks let no dog bark! Just now the young man is the subject of the twanging string. He is not having a chance. The world is getting to be all tied up. Be he endowed as he may, he prepared with all that the best of the schools can give, let industry claim him for her own, let grit grasp him and a will as unbendable as the laws of the Medes and the Persians control him, and the times—these times—are such that in a world of opportunity there is no chance for him to escape from starving to death.

When the voices of experience and conviction talk like that there is no use in discussion. Belief is so much fact; and fact has simply to be looked unflinchingly in the face. If, then, there is no chance for the young man in the world of business today, and he must starve to death, let him. Admit that the world is all tied up. That's the fact. Admit that the string is tied in a hard knot. If the young man in question gets hungry, as young men must, and it gets to be a matter of opening the tied-up world or of going without what he wants in that package, and he can't get it open, the best place for that sort of young man is under ground and the quicker he is put there the better.

Is it true, however, that experience and conviction expect to attend any such funeral? Is it a fact that they really believe that the tied-up world will remain tied up and that the kind of young man we are talking about will stand looking at the knot and wondering what is going to be done about it? So thought Gordius as he tied the pole of his chariot to the yoke with his famous knot; and so thought the oracle who declared that the man untying it should be master of Asia; but a single stroke from the sword of the youthful Alexander cut the Gordian knot, and settled the ownership of Asia at the same time. "It can't be done," said the condensed wisdom of civilized Europe when attempt after attempt had proved it impossible to stand an egg on end. "Here goes for the impossible!" exclaimed Columbus as with dainty but sufficient force he commanded the egg to stand on end and it obeyed him. A hemisphere was wrapped up and tied in the package that challenged him. Very near to the starving point he came when the same manhood that is "stumped" to-day by the tied-up world untied the string and lo, the Western world!

There is no doubt about the existence of difficulty, nor is there any doubt about every young man's having his chance at it. There is another fact about which there should be no doubt: that all the knot-cutters and egg-breakers did not die with Alexander the Great nor with Columbus. The world is full of them; and that part of it which this country controls is fairly running over with them. The world tied up? Then see the young American cut the Gordian

knot. No chance for the young Columbus to get on in the world? Then look out, for, if the present earth-limits are found to be inadequate for him, without waiting for Isabella to pawn her jewels, by the lever of his genius he will pry out of the ocean another continent and so repeat the story of the knot and the eggshell and refute the idea that now or at any time the world will be so tied-up that a young American has no chance to make a living! R. M. Streeter.

## She Knew the Custom.

Teacher—How many pounds in a ton of coal?

Ann Thracite (whose father sells coal)—It depends on the weight of the driver.

A man's fame is not measured by the number of dollars he makes.

## Business-Wants

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

## BUSINESS CHANCES.

WANTED—MERCHANTS TO CORRESPOND with us who wish to sell their entire stocks for spot cash. Enterprise Purchasing Co., 153 Market St., Chicago, Ill. 585

FOR SALE—TRAINED FERRETS FOR catching rats, rabbits, etc. Will clean rats from building in twenty-four hours. Millar Bros., South Haven, Mich. 584

FOR SALE—DRUG STOCK INVOICING \$2,000, in good corner store in the best town in Western Michigan. The best of reasons for selling. Address No. 583, care Michigan Tradesman. 583

SEVERAL STOCKS OF CLOTHING, SHOES and dry goods, 70 cents on the dollar, hardware, general and grocery bargains, for sale and trade. Clark's Business Exchange, Grand Rapids. 587

FOR RENT—A GOOD BRICK STORE IN good business town on Michigan Central Railroad; good living rooms above; good storage below; city water and electric light. Address Box 298, Decatur, Mich. 588

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

FOR SALE AT A BARGAIN—ELEVATOR and feed mill located twenty-four miles south of Grand Rapids in country town; good paying business. For particulars address Box 75, Bradley, Mich. 576

WANTED—TO SELL HALF INTEREST IN a good drug business to a graduated pharmacist with good references. Geo. M. Jordan, Reese, Mich. 574

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

FOR SALE—COMPLETE 22 FOOT, TWO cylinder, 4 h. p. gasoline launch; in water only two months; regular price \$650. Will sell cheap for cash. R. E. Hardy, 1383 Jefferson Ave., Detroit, Mich. 535

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

FOR 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

PARTIES HAVING STOCKS OF GOODS of any kind, farm or city property or manufacturing plants, that they wish to sell or exchange, write us for our free 24-page catalogue of real estate and business chances. The Derby & Choate Real Estate Co., Lansing, Mich. 259

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

## MISCELLANEOUS.

LOCATION WANTED BY REGISTERED pharmacist or physician, or both. Write No. 586, care Michigan Tradesman. 586

## DANIELS &amp; COMPANY, BANKERS,

DEAL IN LISTED & UNLISTED SECURITIES, EXECUTE TRUSTS, ASSISTERS STOCKS, BONDS, MORTGAGES, ACT AS RECEIVERS, ADMINISTRATORS & ASSIGNEES. INTEREST PAID ON DEPOSITS.

## MAIN OFFICES:

6 WALL STREET & 96 BROADWAY, NEW YORK. LONG DISTANCE TELEPHONE, 5091 CORTLANDT.

## BRANCH OFFICES:

LONDON, ENGLAND. PHILADELPHIA, PA. SAN FRANCISCO, CAL.

NEW YORK, September 28th, 1900

To whom it may concern:—

This is to certify that we have investigated Messrs. Chas. L. Pettis & Co., Buyers of country produce, and find them to be worthy of all credit and financially able to fulfill any contract that they might make, and cheerfully recommend them to all dealers in produce, as a sound financial house to sell to.

Yours truly,

DANIELS & COMPANY, BY *J. Daniels*

Reduced Reproduction of Facsimile Letter.

and it occurred to the Tradesman that it might be a good idea to investigate the responsibility of the bankers, as it had already looked up the house which the bankers were so anxious to assist by giving it an unqualified endorsement. The September reference book of R. G. Dun & Co. contained no bank by the name of Daniels & Co., whereupon recourse was taken to the Bankers' Register, which is supposed to contain the name of every banking house in the country. This authority failed to disclose the name of Daniels & Co. As a final resort, appeal was taken to Stumpf & Stuewer's American Bank Report, without result. The only conclusion to be drawn from the investigation is that either Daniels & Co. are beginners in the banking business or that Pettis & Co. have conceived and executed a gross fraud, by creating and disseminating an imaginary recommendation from a bogus bank for the purpose of deceiving newspaper men and country shippers. As the Tradesman received the facsimile letter only the day before its last forms go on the press, it has not had sufficient time to institute a full investigation, but before another week has elapsed, full and complete information will be obtained as to the identity and responsibility—if any—of Daniels & Co., to the end that the readers of the

ican Lyons sausage, for example, is better than the imported. Some American Lyons is exported to France and sold there, and some of that thus exported is reimported and sold here as imported Lyons."

## How One Butcher Built Up Trade.

There is a butcher in one of the New Orleans markets who has built up an immense family trade entirely by reason of his dexterity in doing up parcels of meat. His modus operandi is very ingenious. If he is handling a porterhouse he places it between two squares of pasteboard, uses a sheet of pearl-gray manila paper as a wrapper, and ties it up with baby-blue string. The result is a neat rectangle, which has every appearance of having come from some fashionable drug store or confectioner's. Chops and such like he stows away in neat little cardboard tubes, and he keeps a supply of one-pound candy boxes especially for chicken livers and chopped sausage. The system is very effective.

Some years ago a parrot seller had a grievance against a butcher. He bided his time. One day he came with a fine green and red bird, which said, "Lovely meat! Lovely meat!" The butcher at once became the purchaser at a big price. But he soon repented, for the treacherous seller had taught the bird to say, "Don't tell the lady what the meat weighs, tell her what it comes to."

The mirror is not sarcastic, but it does cast reflections.