

MICHIGAN TRADESMAN

Nineteenth Year

GRAND RAPIDS, WEDNESDAY, SEPTEMBER 25, 1901.

Number 940

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Tradesman Coupons

IMPORTANT FEATURES.

Page.

2. New Possibilities.
3. Observations by a Gotham Egg Man.
4. Around the State.
5. Grand Rapids Gossip.
6. Touched Elbows.
8. Editorial.
9. Editorial.
10. Dry Goods.
11. Getting the People.
12. Shoes and Rubbers.
14. Clothing.
16. Village Improvement.
17. Children in the Store.
18. Clerks' Corner.
19. Why Many Men Fail.
20. Woman's World.
22. Fruits and Produce.
23. The New York Market.
24. Window Dressing.
25. Commercial Travelers.
26. Drugs and Chemicals.
27. Drug Price Current.
28. Grocery Price Current.
29. Grocery Price Current.
30. Grocery Price Current.
31. The Meat Market.
- Hardware Price Current.
32. Poor Policy.

IT IS GOD'S WAY.

Since the death on Calvary violence has recorded no submission to the will of Heaven more sublime or more complete than that of the President at Buffalo. "It is all right. It is all for the best. It is God's way;" and with this last public utterance he died.

While this submission to the God is in every way commendable to the man and the nation in times of calamity, there still comes an afterthought that after all this is not God's way. Distress, affliction, disaster have fallen upon nations and peoples before now. Disease and pestilence and famine have stricken them and they have bent, as we are bending now, under the sorrow that has been placed upon us, but later times have proven that, if they had only known, the calamity might have been prevented and that through utter ignorance the ounce of prevention was not depended upon for the pound of cure.

We need not go back so far as the London plague to find that disease and pestilence are not indications of Heaven's displeasure. What once was considered one form of Heaven's vengeance, science has traced to polluted well water. Cuba was the breeding spot of a pestilence that yearly ravaged the island and the shores of the adjacent continents; but reason cleansed the island, the plague was stopped. More than once in recent years the cholera has threatened modern civilization, but the terror of that disease has been tracked to the filthy sections of Asia and to other spots reeking with uncleanness and its ravages have been staid. In every instance intelligence has traced the effect to its cause and found that the deplorable results are not due to the wrath of God and His desire for vengeance.

While the laws that govern the physical world differ from those of the mental, the analogy between them is marked enough to believe that a better knowledge of mental phenomena will lead to results no less startling than those in material things. There it is known already that certain causes will produce certain results. It is no longer

questioned that early surroundings have much, if not everything, to do with the mature life of the child. Mental starvation is as fatal as that resulting from the lack of food. A sound mind thrives best in a sound mental atmosphere and there is but one outcome for the training of moral filth. We do, indeed, sometimes see a human lily gladdening with its stainless petals the surface of the water whose sickening slime below has sustained its life, but it is the acknowledged exception to the rule. So, too, from the fairest surroundings comes occasionally a life that is sin personified. It is not too much to say that these unexpected results have legitimate causes and it is not too much to expect that the connection between them will some day be clearly known and thoroughly understood. The optimist believes that that day is not far off. This dreadful condition of things must lead to vigorous investigation and discovery. There must be a reason for such mental disease, and it remains for those versed in the science of the mind to do what their brothers have done in the medical world. If there is mental typhoid and mental cholera and mental yellow fever, let them trace these diseases to their source and find if even there is germ life to be exterminated. It is not unreasonable to suppose that such germs exist, and while, until they are found, human weakness can do no better than to bend in submission to the will of Heaven, there is every reason to believe that it will some day be seen that the death of the President is not due to the Divine decree, that it is not all right, that it is not all for the best, that it is not God's way unless, indeed, this death is necessary to drive home the fact that such calamities will continue to occur until cause and effect are understood and provided for on purely scientific grounds.

There are many who in times of obvious crisis, when the bugle summons to battle, cheerfully make great sacrifices, even unto death; but who in the "weak, piping time of peace," are unwilling to give a little time and effort for the public good. They are too busy to attend to politics. They sacrifice the public good to private gain; which is precisely the indictment we bring against the demagogue. The men who wash their hands of public concerns are as truly responsible for municipal misrule as are the men who are in politics "for revenue only." The former neglect politics for their private interests; the latter manipulates politics for their private interests. Touching municipal affairs they are alike selfish and it is the selfishness of the former which gives the selfishness of the latter its opportunity. Evidently the "good citizen" is the accomplice of the bad. We are afflicted with the bad citizenship of good men. We expect bad men to be bad citizens, but when good men are bad citizens, public interests "go to the bad" with a rush.

Buy close to your wants and you will keep close to your bank account.

THE LAW'S DELAY.

The law's delay has been proverbial in every civilized country for ages, because the people, when the right of trial for offenses was wrung from the unwilling despots by force, undertook to surround the proceeding with such safeguards as would protect the accused, and particularly political prisoners, from the machinations of malignant tyrants.

It was then that all the cumbrous and tedious details of judicial formulary were contrived, and although they appeared at times even absurd, they were strictly designed to secure the ends of even-handed justice. The methods of the European law courts have been greatly improved, particularly in eliminating voluminousness and verbosity in the pleadings, and trials can be consummated with all the promptness and dispatch consistent with a due regard for careful investigation and ascertainment of facts.

There is no wonder, as is reported by telegraph, that a judge of the High Court of King's Bench, in London, has declared that:

In criminal trials it seems to be the main object of the American courts to discover a jury who will liberate the prisoner, not carry out the law.

Absurd questions are asked—whether the veniremen or jurymen have read about the case; whether such reading has led to the formation of an opinion on the merits of the case so as to prejudice the verdict; whether they are acquainted with prisoner or victim.

This absurd straining for loopholes, which the courts appear to encourage, is, in my opinion, the first step toward anarchy.

The English jurist quoted was criticizing the conduct of a case in the United States courts only. In the State courts the conditions are no better. Possibly they are no worse, but the situation is such that in many of the states, when a crime of unusual atrocity is committed, the indignant and incensed people, recognizing the unbearable slowness of the machinery of justice, without criticising its lack of reliability, if they can lay hands on the criminal, at once resort to summary methods.

It is useless, in face of facts that are recognized not only at home, but in foreign countries, where they are made the subject of invidious remark, to keep up the stereotyped ravings about lynch law. Popular justice is a great evil, but it is an expression of the popular distrust in the efficiency of the courts to meet serious and hideous crimes, and, all things considered, is no worse than the evil it intended to remedy. Of course, one wrong can never right another; but if the deficiencies of the machinery of justice are permitted to be perpetuated and even to grow worse, there need be no hope of putting a stop to lynching. Make the courts sufficient to satisfy all the demands of justice as far as any human institution can do so, and lynching will come to an end, because there will be no need for it.

It sounds awful nice to talk about a man's wealth of love, but that kind doesn't buy many mutton chops.

NEW POSSIBILITIES

In the Way of Profit-Making to the Merchant.

The general merchant who handles a wide variety of goods, including many items which in themselves have a considerable value, will find it to his advantage if he makes arrangements to sell goods on the installment plan, permitting the purchaser to pay a small sum of money down, and so much each month until the goods are fully paid for. Not only will he be enabled to secure a larger profit in this way, but he will be able to make many sales among the people in his community that he otherwise might not make. This especially applies to furniture, stoves, heavy articles in the hardware line and house furnishing goods.

The general merchant, when he understands the theory on which this line of business is conducted, will readily see that it is to his advantage to make some provision for carrying those who purchase from \$25 to \$250 worth of goods. He can protect himself by requiring that installment payments shall call for a sufficient sum of money down and sufficient monthly installments to more than cover the wear and tear on the goods, and can require the purchaser to sign a "lease" so that he can recover the goods eventually, if they are not fully paid for. Undoubtedly the success of the New England Furniture and Carpet Company of Minneapolis, Boutell Bros. and other leading retail house furnishing and furniture establishments is due, not so much to the fact that the prices at which they offer goods are lower than those of other merchants, for they are not, but to the easy terms on which the man with small means can purchase a fair quantity of goods from them.

The difficulties encountered in selling goods on the installment plan in the large cities, where people are constantly moving from one place to another and where a close surveillance over them can not be maintained for this reason, are immeasurably greater than in the smaller cities and towns of the state. Yet the firms mentioned have built up a most successful business based on this plan, and are making large profits. Frequently they sell goods at a profit of 50 to 60 per cent. on the installment basis, and then if these goods are taken back and are slightly worn they sell them at secondhand for cash for enough to pay the first cost of them.

It recently happened that the writer of this article was informed on the wholesale price for a certain iron bed, elaborately trimmed. The merchant paid \$9 for this bed, and a visit to one of the installment stores a few days later revealed that it was being offered as a genuine bargain at \$20. This was a profit of over 100 per cent. and certainly gave the dealer enough margin so that he could afford to extend some courtesies in the way of installment payments.

The general merchant may follow this policy after a little careful study. On purchases amounting to \$25 he should exact a cash payment of \$5. On purchases of \$50 or over, he should exact a cash payment of \$10 down and \$5 or \$10 a month, as the customer can pay to the best advantage. On purchases of one hundred dollars, the initial payment should amount to at least \$15 or \$20, and no less than \$10 a month; and, on purchases of \$200, the cash payment should be at least \$25, with \$15 monthly payments. Merchants should arrange a

complete schedule of installment prices and should let this be publicly known through their advertising. Advertise the sale of goods on easy terms, so that such advertising will appeal to the consumer. Any lawyer can draw you a blank form of lease that will hold the goods, and at the same time will be fair to the consumer.

The merchant who goes into this installment business should make his selling price larger than he would if he were doing a cash business, and at the same time he can make prices to cash customers on a lower basis. For instance, if he adds a gross profit of 40 per cent. to the cost of the goods, including freight, and a customer offers to pay spot cash he can discount the selling price 10 per cent. or 12½ per cent., in order to bring it down to the cash selling price of his competitors. This is a fair proposition, from the standpoint of both the retailer and the consumer. The retailer, in buying his goods from the manufacturer or the wholesale merchant, will find that if he pays cash or discounts his bills, he will be able to get better prices than if he pays his bill to the jobber and manufacturer in small dribbles, and is always indebted to them. The theory is the same in the installment business at retail. The customer who is ready to pay spot cash should obtain better prices than if he paid for the goods on the installment plan.

This installment plan of selling goods is a positive benefit to many consumers all over the country. There is the laboring man or man on the salary who wishes to buy a new stove or add new furniture, and there is the young man who wishes to get married, but who hasn't sufficient money to pay for his household goods at once. All of these are benefitted when they can make their purchases paying so much down and a small sum of money each month. On the face of it the consumer who buys in this way appears improvident, but we are informed by one who has been in the installment furniture business in this city that the proportion of those who fail to pay their monthly installments is very small. In a country community the line can not be drawn too closely in exacting the payment each month on the exact date provided, but neither should too much leniency be permitted. The purchaser of installment goods who does not come in within a day or two of the time the payment should be made to explain why he did not make the payment should be brought to time very promptly.

It is stated that in the large cities where there are many of these installment houses and where nearly every department store has an installment department, such firms sell more of the better quality of stoves and steel ranges, of the better quality of iron beds, of furniture and many other lines than the regular retailers in those lines of trade, even although the retailers may sell at lower prices.—Commercial Bulletin.

Partly True.

A person of an investigating turn of mind has taken the trouble to run down one of the miraculous cures.

"Is it true," he asked, "that you have been a sufferer from neuralgia for seventeen years?"

"Yes, sir," replied the man. "Is it true that you have been cured of it by taking six bottles of Dr. Rybold's celebrated Extract of Umpy-gump?"

"Well, that's partly true. I've taken the six bottles."

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Detroit, Mich.

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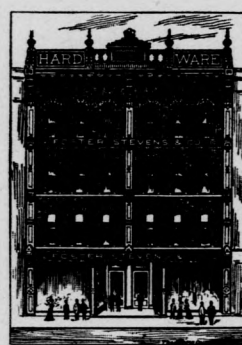
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TRADESMAN COMPANY, Grand Rapids, Mich.

Observations by a Gotham Egg Man.

There has been a good deal of complaint lately as to the quality of much of the Western stock arriving and in order to get a more detailed report of the trouble I recently interviewed a few of the egg receivers as to their experience.

"Yes," said a Harrison Street man, "our small marks of eggs have lately run down considerably in average quality, even those from northerly sections. There are a great many badly shrunken and weak eggs in them and there are also more rots and spots. We have often been compelled to sell marks fully 1c lower than we were getting for them early in the month."

A Warren street egg salesman said: "Some of our marks of closely candled eggs have held up pretty well in quality, but eggs from shippers who do not candle their stock closely have been running down in quality and we have had a sick market for them."

"To what do you attribute the loss of quality?" I asked.

"Well, you see," said he, "during the unfavorable market conditions that prevailed early last month country collectors were paying very low prices and some of them refused to continue operations at all; at that time there must have been a good many eggs produced for which there was no satisfactory outlet and many were doubtless held back in cool cellars, etc., by farmers and country storekeepers. With the later advance in paying prices in the country, and a more general resumption of business by collectors, these held goods have been coming in at shipping stations and many of them show serious effects of age."

This seems a very reasonable explanation of the matter and is undoubtedly the true one.

A Reade street receiver said: "Many of our receipts are rank. Here is a mark of eggs from an Iowa shipper whose goods I sold ten days or so ago at 16c at mark without difficulty; the last arrivals of them I have had to cut down to 14c and it is not easy to sell them at that. The reduction is chiefly owing to the greater quantity of shrunken, weak and spotted eggs, but it is partly due to the unfavorable condition of the market for the lower qualities."

These reports are a fair criterion of the general testimony of egg receivers here during the past ten days, and they indicate that egg collectors should be pretty careful in buying stock now coming in or they are in danger of paying more than the goods are worth.

* * *

The general situation of the market for storage eggs has looked a little less favorable of late. The arrivals of fresh gathered stock in Eastern markets have shown considerable increase and have run quite a little in excess of last year since the first of September. The use of refrigerator stock still continues but has lately been a good deal reduced and the movement out of the warehouses has lately been very moderate. Sales from first hands have been more difficult and the business reported has been at slightly easier prices. There are still a good many holders who express confidence in the future and who would not consider the acceptance of any lower rates on their finest goods, but they are making few sales. Others have shown a disposition to sell more freely and buyers have had some advantage. There are a few special marks of exceptionally fancy April packings for which 17½c or even a little more may be paid in

rare instances, but buyers generally claim to have stock offered to them in quantity at 17c which compares favorably with the best. There is a good deal of fair to good May and June stock offering at 15@16c and more of these are being used at present than of the higher priced qualities.—N. Y. Produce Review.

Disappointment of an Inventor Who Thought He Had Succeeded.
From the Boston Journal.

"Would it be possible for me to invent some simple attachment by which the cheery but piercing notes of the early-crowing chanticleer could be prevented without injury to the bird?" This was the question that Edward P. Howard, of Brockton, asked himself not long ago. He was confined to his home at the time with an attack of the grip, and the dulcet tones of the pet bantams belonging to his son were not conducive to the enjoyments of the needful 'beauty' sleep."

Now, Brockton is the home of inventors—not only of shoe machinery, but of many other "Yankee notions"—for was it not in the Shoe City that a wise and thoughtful married man invented the anti-snoring machine? This boon to heads of families was an arrangement of steel springs and padded clamps, by means of which the relaxation of the jaws so necessary to the well-rounded and able-bodied snore was prevented automatically. It was so planned that the farther the jaws were opened the tighter the machine's grip, and thus the snore was cut off before its birth without effort on the part of the wearer.

Mr. Howard remembered the success of this anti-snoring device, which, by the way, was successfully patented, and he set out to conquer the crowing of the troublesome roosters in a similar manner. The bantams upon which the first experiments were made were not the only feathered bipeds in the immediate vicinity, for his residence on West Elm street is in the heart of a beautiful residential district, and he dared to hope that were the effort successful at home, he might persuade some of his neighbors to try the effect of the "anti-crower" upon several lusty songsters of the Plymouth Rock variety.

With copper wires, pliers and a stout heart Mr. Howard essayed the task he had chosen. There was no danger of catching any contagious disease from the bite of the little things, for, as he told a Journal man, "the bantams were as tame as kittens." Experiment after experiment was made until the proper shaped yoke of bright new wire had been properly fitted to the roosters' bills. But let Mr. Howard describe the apparatus in his own words:

"The device is fastened to the bill of chanticleer after he has gone to roost by a simple clasp, and does not interfere in any way with his respiration, circulation or digestion. Mr. Rooster dozes comfortably until perhaps 1:30 a. m., when he awakes and decides to arouse the neighborhood. He arises from his perch, throws his head back, and opens his mouth to its full extent. Here is where the fine work of the invention comes in, as it gently but firmly closes the open mouth, and Mr. R. subsides with a gasp of astonishment, to be similarly 'turned down' at each attempt to give his sleep-destroying call.

"It was my fond hope," continued Mr. Howard, "to rear in time a breed of non-crowing fowl, since aside from the great boon to humanity which a breed of noiseless fowl would be, the financial side would certainly be worth considering as fraught with great possibilities. It is well known that the exertion of crowing causes the neck of the ordinary fowl to become lean, tough and stringy, while with the non-crowing fowl the neck should become fat, tender and juicy, thus changing what has been considered a 'piece de resistance' to what gourmards would term a 'bonne bouche.'"

Unfortunately the secret did not carry out the fond hopes of the inventor, for the roosters immediately boycotted the invention and sought relief from the

clutches of the muzzles in every manner known to birddom. Such ground and lofty tumbling, such contortion acts in fowlyard, and such gymnastics as those poor fowls indulged in would have put to shame a high salaried artist of the "greatest show on earth." Indeed, the antics of a pet dog with his teeth stuck together with molasses taffy would be Delsarte as compared with the frantic scratchings and headlong plunge of those two bantams, and so, being a kind-hearted man, Mr. Howard released the victims of his ingenuity and sorrowfully relinquished all idea of a niche in the American gallery of national benefactors.

"It was indeed a sad blow to me," said Mr. Howard, "but what could I do? I had to take my fowls as I found them. If I could obtain a breed of domesticated fowls that could be trained to the wearing of my anti-crower, in time, no doubt, by proper breeding, I could develop a race of crowless bantams, which as blooded fowls would be of the blue ribbon variety."

Despite his disappointment at the outcome of his experiments Mr. Howard heartily subscribed to the sentiments of the editorial writer who recently said: "Sancho Panza invoked blessings on him who first invented sleep, and the man who compels the myriad roosters of this poultry loving land to silence will do more to relieve the misery of noise-worried, nerve-racked mankind than any other since Dr. Morton discovered anaesthesia."

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In exchange for Lime, Hair, Fire Brick, Sewer Pipe, Stucco, Brick, Lath, Cement, Wood, Coal, Drain Tile, Flour, Feed, Grain, Hay, Straw. Distributors of Sleepy Eye Flour. Write for prices.

Thos. E. Wykes,
Grand Rapids, Mich.

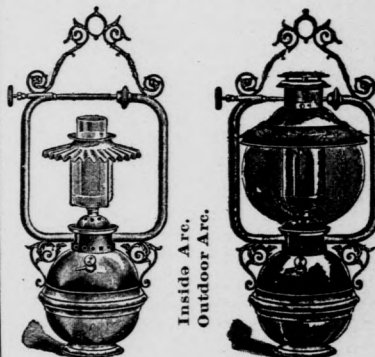
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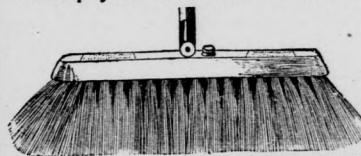
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STORE NEWS

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GRAND RAPIDS, MICHIGAN

Around the State

Movements of Merchants.

Ispeming—Johnson J. Leonard has discontinued the grocery business.

Farwell—Asa Leonard has purchased the grocery stock of Lester F. Leonard.

Detroit—E. F. & W. E. Metzger are closing out their stock of retail furniture.

Newberry—W. H. Chittenden has removed his grocery stock to Sault Ste. Marie.

Coldwater—H. P. Eldridge & Son have sold their drug stock to Roby & Bailey.

Lawton—Jeter & Body succeed E. M. Stanton in the general merchandise business.

Saginaw—The new Metropolitan Dry Goods Co. will open for business in a few days.

Markel—A. T. Gill & Son have sold their general merchandise stock to M. N. Dawson.

Saginaw—Bailey & Hall is the style of the new grocery firm which succeeds R. H. Bailey.

Sturgis—Larcom & Sidener, agricultural implement dealers, have discontinued business.

Saginaw—John Geske has purchased the dry goods and grocery stock of C. Marienthal & Co.

Bendon—H. H. Olds has sold his grocery stock and store building to Arthur Allen, of Harrietta.

Lapeer—Fitch & Britton have engaged in the grocery business, having purchased the stock of C. Reamer & Son.

Ann Arbor—The Eberback Drug & Chemical Co. has opened a branch store on State street. The stock will consist of laboratory supplies.

Saginaw—E. M. Floss, formerly of Caro, has opened a shoe store at 213 Genesee avenue. He will be assisted by his two sons, Harry and Charles.

Allegan—Albert Lockhart has sold his interest in the meat firm of Wiley & Lockhart to Harry McAlpine. The new firm will be known as Wiley & McAlpine.

Edmore—The Edmore Mercantile Co. has been incorporated by H. A. Maley, who holds 400 shares, J. F. Snyder, who holds 400 shares and Geo. Snyder, who holds 200 shares.

Benton Harbor—W. B. Parker, who recently opened a store here known as the Central Flour and Produce House, has closed up shop and skipped town, owing many small bills.

Lowell—The N. B. Blain dry goods stock has been sold by the assignee to Marks Ruben and Frank T. King, who will continue the business under the style of M. Ruben & Co.

Charlotte—W. B. Harmon has concluded to locate at Bellevue. He has purchased the stock of W. E. Preston and is now the owner of a combined grocery, crockery and china business.

Galesburg—C. W. Cook, of Kalamazoo, has leased the Charles Towsley store building, formerly occupied by Lawrence & Pulver, and will open a drug store there about the middle of next month. Mr. Towsley is getting the building in readiness as fast as possible.

Lansing—The dry goods firm of T. Rork & Co., whose place of business has been for many years on Turner street, has leased the building on Franklin avenue, now occupied as a bazaar by S. C. Scofield, and the store

next, and will have the two fitted up for an up-to-date place of business, and will occupy it as soon as it is ready. Mr. Scofield has rented the old Shank store on Franklin avenue and will open his bazaar there.

Norrisville—W. E. Greilick has gone to California to attend to the picking and marketing of his olive crop. The trees were set out five years ago and this is the first year they have borne fruit. The crop is estimated at forty-five tons.

Hastings—E. Y. Hogle announces his intention of removing his dry goods and grocery stock to Saginaw. The store thus vacated will be occupied by Phin Smith as a portion of his department store. Mr. Smith will shortly add a stock of groceries.

Detroit—At the recent annual election of officers of the Fletcher Hardware Co., Theodore G. Fletcher was made Vice-President, to succeed W. D. Edwards, while Robert Shiell assumes the position of Secretary and Treasurer, formerly occupied by Mr. Fletcher.

Rockford—E. E. Hewitt and C. H. Carlyle have formed a copartnership for the purpose of buying and shipping fruits and produce under the style of E. E. Hewitt & Co. They have leased the McMillan building, and will make beans and potatoes their specialties.

Three Rivers—The first suit commenced under the new Nevins garnishment law before Justice Vanhorn did not pan out very heavy for the complainant. The amount sued for was in the shape of a note for \$5.61, which included interest. On the day of return an offer of settlement was made, and the debtor paid \$5. The costs, including the servings of the garnishment summons, was \$3.75, which left the complainant \$1.25 as the proceeds from his claim of \$5.61.

Manufacturing Matters.

Holland—Work on the foundation for the Guthman, Carpenter & Telling shoe factory is progressing rapidly.

Detroit—The Detroit Manufacturing Co., Limited, is succeeded by the Detroit Churn & Separator Co., incorporated, in the manufacture of churns.

Decatur—Geo. E. Adams and Geo. L. Quantrell, of Charlotte, have purchased the flouring mill of E. B. & A. W. Copley. Extensive repairs will be made upon the property.

Holland—Work at the plant of the Toronto Shoe Manufacturing Co. is moving along as fast as possible. Most of the machinery is in place and W. J. Hodge, the superintendent and general manager, states that work will be commenced in about two weeks.

Detroit—The William W. Vaughan Co. has been incorporated to make table relishes, etc., and capitalized at \$100,000, half common and half preferred stock, \$75,000 paid in. William W. Vaughan holds 950 shares, Edward B. Goodnow 40 and W. B. Vaughan 10.

Menominee—The A. W. Clark Lumber Co. will build a large addition to the sash and door plant which it purchased of the Menominee Sash & Door Co., providing for a factory and sawmill, and will not rebuild on the site of the mill which was destroyed by fire.

Carrollton—The Central Sugar Co. has been organized at Saginaw, with a capital stock of \$300,000, the factory to be located here, on land owned by Gov. Bliss, who is a stockholder. W. C. Penoyer, of Bay City, is President, and F. T. Woodworth, of Bay City, General Manager.

Bay City—The Michigan Chemical Co. expects to begin the manufacture of alcohol within a few weeks. Machinery is arriving daily and is put in place with all possible haste as the company has contracted to accept molasses from the sugar factories as soon as manufactured.

Harbor Beach—The Huron Sugar Co. was organized at Saginaw Saturday, with a capital stock of \$500,000, the factory to be located here. F. W. Gilchrist, of Alpena, is President; George L. Burrows, of Saginaw, Vice-President; F. R. Gilchrist, of Cleveland, Secretary and Treasurer.

Three Rivers—This city has added another institution to the many located here—the National Fur & Tanning Co.—composed of Three River and Chicago capitalists. The firm has leased what is known as the old brewery buildings in the third ward, and will at once put in the necessary machinery and vats for carrying on the work.

Detroit—Articles of association have been filed by the Frazer Paint Co., the purposes of the company being to mine, manufacture and sell at wholesale and retail paint pigments and to manufacture and retail and wholesale paints. The company is capitalized at \$40,000, Judge Robert E. Frazer holding 2,100 shares. The incorporators include some of the best known men in Detroit. The company will develop the paint deposits on Judge Frazer's Virginia farm.

Review of the Poultry Crop in the West.
Chicago, Sept. 24—The reports received this year from my correspondents indicate a material decrease in the supply of ducks and geese, a rather liberal supply of chickens, but no larger than last year, and a smaller crop of turkeys. Weather conditions have been of such a variable and unseasonable character as to have had a very important effect on the production of poultry in its various stages of growth. In the first place, the cold and unusually late and wet spring worked very unfavorably against the early hatches. This was particularly the case with turkeys, many of the young birds dying from cold and wet, and their growth was greatly retarded from the same causes. Then came the excessively hot weather during July, the hottest experienced for years, with the thermometer ranging continuously for weeks from 100 to 110 at different points, and pretty much all over the country. The fertility of the eggs was affected, and many hatchings did not bring out half a brood during this period, but the later hatchings met with better success, and the early failures induced farmers to put out a larger quantity and thus in the case of chickens particularly the early losses were made up. But the very hot weather and absence of rain, especially in the West and Southwest, had a decided effect on the crop of ducks and geese. Water is an important factor in the raising of the web-footed fowls, and ducks and geese suffered seriously. The creeks and ponds dried up, and in many places there was no water to be had, and besides the losses in dead stock, a great deal of stock was shipped to market during the summer and much earlier

than usual, and these facts create the belief that the coming supply for winter will be smaller than for several years.

As a result of the drouth, the corn crop is not much over half of that of last year, and this induced farmers to sell off a considerable portion of their stock earlier than usual.

Turkeys. The crop of turkeys, it is estimated, will be fully 15 per cent. short of last year, or about 85 per cent. of a full crop. Last year was considered about a full crop. The crop is about the same as during the year 1899, possibly a little larger. Our reports in nearly all instances claim the turkeys are much poorer than usual this year, and the scarcity of feed, it is argued, will bring in a large quantity of turkeys around Thanksgiving of a poorer quality than last year. Christmas turkeys are likely to bring good prices.

Chickens. The majority of our reports indicate an increased crop, some of the correspondents in their sections giving as much as 25 per cent. increase, while a fair proportion give less than last year. It probably would be fair to place the crop this year at about 95 as compared with last year. The early hatchings were smaller than in former years, but the later settings made up for a good share of the shortage, and while we estimate the crop a little short of last year, it might develop that the crop may by late hatchings be larger than last year. Old chickens have been marketed rather freely, and may have been sold off more closely than in former years on account of the drouth scare.

Ducks. Everything points to a smaller crop of ducks, if our correspondents can be relied upon. From the estimates given it would be fair to place the crop fully 10 per cent. short of last year. Last year the crop was fully 20 per cent. less than the year 1898, but as the crop that year was way above an average crop, we are justified in saying that the production this year will not be much below an average crop. Prices realized have not been giving much encouragement to farmers to raise ducks. They seem to have been marketed freely on account of the anticipated scarcity of feed and the short water supply.

Geese. Another shrinkage in the crop is indicated by this year's reports of about 10@15 per cent. as compared with last year, making a showing of about 70, against 80 last year, or some 30 per cent. less than the crop of 1898, which was considered a full crop.

P. H. Sprague.

New Counterfeit Bill.

Washington, Sept. 23—A new counterfeit \$10 treasury note has reached the Secret Service Bureau. It is a photolithographic production on two pieces of Japan tissue, between which red and blue silk fibre has been distributed. The work is poorly done and the seal is brick red. The lathe work is lost and the back of the note is a muddy green. The note in hand has the check letter B, series 1880, portrait of Webster; Lyons, register; Ellis H. Roberts, treasurer.

Hon. Frank Hamilton, President of the Hamilton Clothing Co., Traverse City, who was called to Soco, Me., to attend the deathbed of his mother, did not arrive at his destination until after she had passed away.

WROUGHT IRON PIPE

Notwithstanding the strike we have a large stock on hand— $\frac{1}{2}$ to 7 in. Black, $\frac{3}{8}$ to 3 in. Galvanized, including 2 in. Plugged and Reamed—Cast Iron and Malleable Fittings, Valves, etc. Write for prices.

GRAND RAPIDS SUPPLY COMPANY
20 Pearl Street, Grand Rapids, Michigan

HONEY WANTED

Will pay cash; write or see us before selling.

M. O. BAKER & CO., Toledo, Ohio

Grand Rapids Gossip

The Produce Market.

Apples—Fancy stock easily fetches \$3 @3.50 per bbl. and cooking stock commands \$2.25@2.75.

Bananas—Prices range from \$1.25@1.75 per bunch, according to size. Jumbos, \$2; extra jumbos, \$2.25.

Beans—The new crop is coming to market in good shape. The yield proves to be ahead of the expectations of the growers and the predictions of the dealers. Moseley Bros. estimate the Michigan crop to be 3,250,000 bushels—a quarter of a million bushels larger than last year's crop.

Butter—Extra creamery is in strong demand at 20c. Dairy grades range from 11c for packing stock to 15c for fancy tubs and crocks.

Beets—\$1.25 per bbl.

Cabbage—\$2 per crate of three to four dozen.

Carrots—\$1.25 per bbl.

Cauliflower—\$1@1.25 per doz.

Celery—15c per doz.

Corn—Evergreen, 8@10c per doz.

Crabapples—Siberian are scarce and high, commanding \$1@1.25 per bu.

Cucumbers—18c per 100 per pickling; 40c for bu. for large.

Eggs—The cool weather has greatly improved the quality of all receipts and local dealers meet with no difficulty in obtaining 16c for candled and selected stock. Jobbers are paying 14@15c.

Egg Plant—75c per doz.

Frogs' Legs—Large bulls, 40c; medium bulls, 20c; large frogs, 15c; small frogs, 5@10c.

Grapes—Concords fetch 10@11c for 8 lb. and 9c for 4 lb. baskets. Delawares command 15c for 4 lb. and Niagaras 12c for 8 lb. baskets.

Green Onions—10c for Silverskins.

Honey—White stock is in light supply at 14c. Amber is slow sale at 13c and dark is in moderate demand at 11@12c.

Lettuce—Garden, 50c per bu.; head, 60c per bu.

Maple Syrup—\$1 per gal. for fancy.

Musk Melons—Osage, 65c per doz; Cantaloupes, 75c per doz.

Onions—In strong demand at 75c per bu.

Parsley—20c per doz.

Peppers—Green, 60c per bu.

Plums—Blue Dawsons are in small supply at \$2 per bu. Green Gages are in ample supply at \$1.50 per bu.

Peaches—Elbertas, \$1.35; Barbers and Late Crawford, \$1@1.25; Barnes and Old Mixons, 75@90c; Chilis, 75@85c; Gold Drops 50@75c.

Pears—Flemish Beauties, \$1.50; sugar, \$1; Bartletts, \$1.75@2.

Potatoes—65@75c per bu.

Poultry—The market is without particular change. Live hens command 6½@7½c; spring chickens, 8@9c; turkey hens, 8@9c; gobblers, 8c; young turkeys, 10c; spring ducks, 7@9c. Pigeons are in moderate demand at 50@60c per doz., and squabs are taken readily at \$1.20@1.50.

Quinces—\$1.40 per bu.

Radishes—12c for China Rose; 10c for Charters.

String Beans—75c per bu.

Summer Squash—50c per bu. box.

Sweet Potatoes—\$3.25 per bbl. for Virginias; \$3.50 for genuine Jerseys.

Tomatoes—50@60c per bu.

Watermelons—14@15c for home grown.

Wax Beans—75c per bu.

The Grain Market.

Wheat has run an even tenor and there is nothing exciting in the situation. However, we may note an advance of 2c in the winter wheat sections. Lack of speculation has kept future prices down. The Northwest receipts are large, being 1,044 cars to-day, against 2,339 cars one week ago and 850 cars for the corresponding week last year. The exports have kept up so that the visible only increased 1,753,000 bushels. The exports to-day were 722,000 bushels, leaving the visible 32,600,000 bushels against 55,000,000 bushels for the corre-

sponding week last year. Receipts in the Southwest have dwindled down to considerable less than last year and way below what was expected on this large crop. Prices remain about stationary and nothing seems to start the price from present low figures. The markets appear to be in a waiting mood.

Corn is strong. There seems to be old corn coming forward to fill the demand at this high price. A frost in the corn belt gave the market a stronger tone.

Oats are about 1½c higher and very strong at that. They will probably remain there as the demand is fully up to the offerings; in fact, the market could absorb more at present.

Rye is also stationary. The export demand is fair, with nothing startling to enhance prices from present quotations—45c per bushel from wagons.

Beans also remain in about the same position, as regards price. However, there seems to be a weak undertone, as the crop has turned out much better than was earlier anticipated.

Flour is steady, with an upward tendency, as cash wheat is very scarce and not much is being offered in carlots. The receipts from farmers' wagons are small—the smallest we have seen at this time of the year in a long time. Mill feed is still in good demand from local as well as Eastern dealers. The high price of corn will keep mill feed up. Bran is \$18 to jobbers.

Receipts of carlots of grain have been as follows: wheat, 43 cars; corn, 2 cars; oats, 2 cars; rye, 1 car; hay, 2 cars; potatoes, 8 cars.

Millers are paying 70c for wheat.

C. G. A. Voigt.

Hides, Pelts, Tallow and Wool.

All markets in our line have had a summer outing and quite a rest, while the operators caught fish. On the strength gained, the hide market booms with a sharp advance and a demand beyond all offerings. Stocks are held above tanners' views, but the quantity is not ample, and asking prices are obtained. Sellers are not anxious, as they find it difficult to renew their stocks. As cold weather comes, the kill will increase, but at present receipts are light and at high values, which are not likely to be sustained.

Pelts are in good demand at old prices, which are low. While values per piece are higher, the quality is better, thus keeping the relative values the same as a month back. No immediate change is looked for.

Tallow is in small supply and the demand is fair, with a slight advance. Holders feel strong and hopeful of the future and look for further advance in price. Foreign markets are well sold up.

Wool does not change in values. Sales of a month back are not being duplicated at present. While large quantities have been and are being ground up, the stocks are ample for all present wants. Holdings East and West are large and prices are so close to importing point, with large offerings from abroad, that there is not likely to be much change in values. At the present rate of consumption, these stocks will be wanted, but it is doubtful if wanted at higher values for some time to come. Much wool is being held in the State and at higher prices than it will bring in Eastern markets. Manufacturers are well supplied for immediate wants and the demand is checked. It is hoped that the October market will improve in amount of sales, if not in values, which are not likely to be lower. Wm. T. Hess.

The Grocery Market.

Sugar—There is nothing to warrant any immediate change for the better in the raw sugar market, which is quiet and unchanged, with the price still 3¼c for 96 deg. centrifugals. There are practically no sugars offered and in the absence of anxious buyers, business during the past week was almost at a standstill. The lifeless condition of the raw sugar market had a somewhat depressing effect on the refined market and buyers are very cautious about making purchases. Shipments are now being made quite promptly and refiners are getting caught up on their orders. It is believed that a quiet market will be experienced the rest of this month, but a material reduction is looked for soon. Whether it will come Oct. 1 or 15 is a matter of considerable speculation among the trade.

Canned Goods—The canned goods market is still very active. There are numerous enquiries from all sources and for all classes of goods, which if they result in orders will bear out our previous statement that there will scarcely be enough of the staple lines to fill the wants until next season, and there will be a cleaning up of all lines such as we have not experienced in a number of years, and everything points to higher values for all lines of canned goods during the winter and spring. By far the principal item and the one attracting the most attention is tomatoes.

There is a general awakening to the fact that there is going to be a shortage in tomatoes this season that can not be overcome by any conditions which may arise between now and the time of the closing of the packing season. One of the principal features in the tomato market is the short pack of gallons. The principal reason of this is because the packers early made their contracts for two and three pound cans, but made no provision for their supplies of gallons. Again, the crop being a short one, the packers devoted all their time to filling their contracts for futures. Prices have advanced 2½c per dozen during the past week, with the trend of the market still upward. Corn shows quite an active market, although without any special changes to note. There is so far but little of the low grade corn packed and the quality of the pack so far has been very good. Although the market is firm, there is not very much attention given to corn just at present, as other lines seem to be taking all the attention of the trade. Peas sold during the past week more freely than for several weeks and some of the better grades brought 2½@5c per dozen advance.

There is quite a scarcity of the fine grades and it is difficult to obtain them anywhere even at an advance in price. Stocks of these better grades are so very light that they will all be gone into consumption before the spring of 1902. The packing of lima beans was a disappointment. The season opened in excellent shape and every one thought there was going to be a large pack, but the first offerings were snapped up so quickly that the packers had to advance their prices. The season is a short one, and there will be a very limited pack of these goods this year. String beans are unchanged and in fair demand. The outcome of the peach pack has resulted as anticipated in a small pack of very good quality with very few of the low grades packed. There is a fair demand at good prices now, but we think a little later there will be quite an advance on this article. Pineapples are in fair

demand at unchanged prices. The better grades are scarce and held at full prices. There is a good trade in salmon at previous prices. Stocks are light and are firmly held. Sardines are firm and in good demand. The entire canned goods market is firm and active and the outlook is promising for an active fall trade.

Dried Fruits—The dried fruit market is in good condition. Enquiries are coming in freely from all quarters and sales made since the first of September are much heavier than usual for this time of the year, and everything points to a most satisfactory season in dried fruits. Prunes are moving out well at unchanged prices. Stocks are moderate and are firmly held. Loose muscatel raisins are quiet and are selling slowly. Seeded, however, are meeting with an excellent demand. Peaches and apricots are rather quiet just at present, but it is expected trade will pick up on these lines in a few days. Figs and dates are selling fairly well but sales as yet are small, but will gradually increase as the weather turns colder. Evaporated apples are strong. Stock is coming in a little more freely now but is quickly taken upon arrival at full prices.

Rice—The rice market is very firm. Supplies in hands of dealers are rapidly decreasing and in some instances holders are asking a fractional advance for certain grades.

Tea—Throughout the week buying in teas was of a conservative character and principally confined to lines of green teas. The statistical position is strong for green teas. The receipts were light, but heavier supplies are due here about the end of this month. Holders remain sanguine, and with the usual fall demand near at hand an increased business is expected. Prices are low and, in the event of an improved demand, an upward trend to the market seems assured. An estimate places the season's Indian tea crop at 184,250,000 pounds, against 187,527,435 pounds last season.

Molasses and Syrups—There is a good trade in molasses. Stocks are comparatively light and full prices are obtained. There is also a very good demand for molasses in cans and this style of package is continually growing in favor. The corn syrup market is somewhat weaker and prices have declined 1c per gallon and 3c per case.

Nuts—Trade in nuts is beginning to pick up considerably. Brazil nuts are firmly held. Filberts are a trifle easier, but almonds show considerable strength and are much firmer.

Pickles—Advices from a prominent pickle manufacturer state that the crop of cucumbers is greatly disappointing and most of the packers will have to content themselves with only about 50 per cent. of their average product. Some have already advanced their prices 50c per bbl. and the tendency is still upward.

Chas. H. Smith, credit man for the Wm. Barie Dry Goods Co., of Saginaw, was in town Monday. He was called here by the action of the Referee in Bankruptcy in ruling that all payments made by Fisher, the Scottville bankrupt, for four months prior to the failure must be returned to the receiver.

G. N. Stall, grocer at 271 Logan street, has sold his stock to H. H. Vander Veen.

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

TOUCHED ELBOWS.

Informal Banquet of Kalamazoo Grocers and Butchers.
From the Kalamazoo Gazette, Sept. 24.

The Kalamazoo Grocers and Butchers' Association met in solemn and mirth-making session at the Auditorium last evening. The occasion was the celebration of the recent contest between forces headed by John Steketee and John Van Bochove to decide the piscatorial prowess of the two Johns and their valiant clients. The North John (erstwhile Steketee) triumphed and the other John proceeded to do things up to queen's taste. A fine lunch was served and things went off with a dash.

Previous to the banquet a business meeting was held, presided over by the President of the Association, Earl Cross. Henry Schaberg acted as Secretary. E. A. Stowe, editor of the Michigan Tradesman, was introduced to the meeting and made many pointed and valuable remarks on the future work of the Association and advised concerted action and an effort to maintain an aggressive and wide-awake Association.

Several offered opinions and great interest was displayed by those present. Mr. Stowe was given a rising vote of thanks for his kindness in giving so many valuable pointers.

Following the business meeting the members and friends adjourned to the dining room and enjoyed the hearty repast served.

John Steketee was presented with a dish of fish by the defeated John Van Bochove, amid howls of laughter.

William Johnson was the chosen toastmaster, and was there all the time from first to last.

E. A. Stowe, of the Michigan Tradesman, spoke at some length on the garnishment law and its effect on the storekeeper and customer. He told good stories and proved himself to be a truly delightful and appreciative guest.

John Steketee then spoke on outings, wise and otherwise, and the benefits of the same.

Will Coleman then let loose a bunch of hot air for the enlightenment of the guests.

Sam Hoekstra was then called on to tell what he didn't know about fishing and no one will accuse him of being an authority on the piscatorial art.

Charlie Bartholomew, the Portage street butcher, and Mr. Logan gracefully acknowledged the honor of being called upon.

John Van Bochove was then in order and he proceeded to pin a large number of medals and bouquets on the manly breast of his opponent, John Steketee. He said as his side was stranded that all should smoke Strand cigars.

Edward Desenberg was then called upon and spoke on the advantages of a strong organization of the retail dealers of our city and advised the speedy formation of one on practical lines.

He cited the advantages that had accrued to the wholesale dealers of the State and advised the local dealers to follow in their steps.

Henry Van Bochove then tied up a few bundles and handed them around to those present.

Dr. Schaberg, Will Coleman and Mr. Rasmus, of the National Biscuit Co., were then called upon to sing, but nary a sing did they, until the strong arm of the law in the person of Patrolman Avery assembled them around the piano. They were roundly applauded and Dr. Schaberg followed with a solo. One wouldn't do and before the doctor could go away back and sit down he had to sing again.

Hipp and Kromdyke also ran and were well past the flag at the finish.

M. Scoville recounted his experience as a grocer for sixteen years on South Burdick street.

Mr. Ogden, Will Coleman, Charles Schilling and the President, Earl Cross, made appropriate remarks.

Edward Desenberg then offered to help along the treasury of the local Association, provided that a progressive organization was perfected, by donating \$50 in the name of B. Desenberg & Co.

Mr. Stowe again spoke along lines to

save and co-operate for the good of all. As examples he cited the successful grocers associations of Boston and Philadelphia. A number of those present who had spoken offered additional suggestions.

During the banquet some fine music was furnished by the Crescent Mandolin quartette, composed of D. E. Wood, Bun Ostrander, Herbert Harvey and H. G. Dornbush, which was enjoyed by all present.

The gathering adjourned at a late hour after a very enjoyable session.

Miscalculated the Distance.

"Some of you know, probably," said the man in the mackintosh, "that I spent a summer out West some years ago, in a mining camp. There was a gang of tough fellows—"

"Other tough fellows, you should say," suggested the man with the loud necktie.

"And one of these was known as Slim Sime. He was a mean, sneaking snoop, prying cuss, with his nose always in other people's business, and when he was caught one night in the act of salting a claim he was tried by a vigilance committee and unanimously sentenced to be hanged."

"Well, the vigilants took him to a tree on the outskirts of the camp, tied a rope around his neck, pinioned his hands behind him, threw the loose end of the rope over a limb, strung him up and went away and left him hanging there."

"Next morning somebody came along and found him in the same place, all right, but he was standing on his tip-toes, with a bored look in his eyes, and he complained of being tired and hungry. The fellow who had found him felt sorry for him and cut the rope and let him go."

"You see, the vigilants had hung him to one of the lower limbs of the tree, and his feet only cleared the ground by a little over a foot—"

"I see," interrupted the man with the white spot in his mustache. "The limb had bent under his weight and let him down."

"Not at all," said the man in the mackintosh. "His neck had stretched thirteen inches."

When they had smoked in silence several minutes the man in the corduroy suit remarked that he had no objections to a chap embellishing a story a little, but he had no use for a blamed liar. And the other members of the group nodded solemnly.

His Change of Occupation.

From the Boston Record.

There is, or rather was, years ago in this city, a man who did a thriving business in mutton in the market district, and was well known to hundreds of people as a bright and original sort of man. Another man, who had not seen him for nearly twenty years, met him a short time ago, and after enquiries as to his health, asked if he was in the same business.

"Oh, no," was the reply. "I am presiding now."

The man who was enquiring about him was really fazed by this answer, and remarked that he presumed it was his ignorance, but he must admit he derived no idea of his business from the statement that the former market man "was presiding."

"Why," he replied, "I mean that I am a president—president of a bank in Cambridge."

She Got the Place.

"Excuse me," he said to the applicant for the typewriter's position, "but I would like to know your age?"

The young woman looked astonished.

"May I ask what that has to do with my fitness for the place?" she enquired.

"Nothing," he promptly answered. "You see, it's my wife that wants to know."

"In that case," said the applicant, who was pretty as well as young, "tell her I am 47."

And the smile that followed this ingenious statement brought out two delightful dimples.

The Duck Hawk's Strategy.

The wild duck possesses a large bump of curiosity and may at times be brought within shot by taking advantage of this trait; but, ordinarily, it is "your wits against theirs," and this is the great charm of the sport.

It is exciting to watch the duck hawk in pursuit of his prey. Given an open field with the quarry, it is astonishing to witness the exhibition of speed by these "thoroughbred" racers. The hawk will often overtake and strike a duck in the air, although he seems to prefer to single out one from some flock and, if possible, force him to dive. As the duck comes to the surface to breathe, the hawk is at hand, and down goes the duck once more. This is repeated until the poor duck is almost exhausted; and when the duck pauses a second too long at the surface the hawk pounces and the duck is secured.

There is wonderful sagacity shown by these birds in forcing a diving duck away from the reeds into open water. They seem loath to exert themselves sufficiently to capture their game on the wing, but will "dog him," as it were, from the shallows to deep water, where in sheer desperation the victim dives, fancying that one or two long reaches under water will bring him within the shelter of the reeds. Seldom, however, is he successful in the attempt; fear and exhaustion generally end the matter as the hawk wishes.

A great many ducks crippled by gunners will make for the marshes, where they hide; and sometimes, if fortunate and not too severely wounded, they will recover. But even here they are not safe; the prowling fox or mink will strike their trail among the sedge, and often catch them when they venture too near the shore.

Out in the deeper parts of the marsh ducks must exercise the greatest caution when feeding, for when the dusk of evening settles down on lake and fen, and the mystery of the twilight reigns, a most dangerous foe—the "still hunting owl"—comes from the darkening woods, and on silent wing the great bird quarters the marsh backward and forward with the thoroughness of a well trained hound. Still hunting is the high art of sport, and the big owls are experts in their way.

He Wanted Help.

From the Detroit Free Press.

"The experiment of taking men from the interior states for service in the navy has, in the main, been a successful one," said a naval officer who is on

leave of duty, "although it is exasperating work breaking them in. Many of them see salt water for the first time when they enter the service, and their greenness concerning everything pertaining to their duties makes them the butt of all the others, and although we try to protect them all we can, the old men often take advantage of their ignorance to amuse themselves at the expense of the new men."

"Not long ago I was stationed on a receiving ship. One day during my watch one of the new men came shuffling up, and without going through the formality of saluting, blurted out:

"I can't do it alone, mister!"

"Can't do what?" I asked, taking in the situation.

"Why, one of the chaps ordered me to weigh the anchor, and I can't lift it alone! Durn it all, I don't even know where the scales are!"

Saved the Little Bottles.

"I have a patient who is wonderfully considerate of my interests," said a prominent physician lately. "A few weeks ago he had malaria, and I prescribed quinine for him, giving him four-grain capsules, so that he might take the drug without discomfort. He came out of his attack, and a few days later called to see me at my office. Judge of my surprise when he exhibited the empty capsules and said: 'Doctor, I thought you might like the little bottles, so I saved them and brought them back.' He had emptied each four-grain dose of the bitter powder, and then essayed the rather hopeless task of washing it down with water. I couldn't do otherwise than to take the 'little bottles' from him without a word, and next time I'll give him quinine in another form."

Inherited Prowess.

"To what," asked the young woman with the note book, "do you attribute your remarkable power in training these animals and keeping them in subjection?"

"Well," replied Mlle. Castella, the Lady Wonder of the Arena, "I think I inherited it from my mother. She was a strong-minded woman. My father was a regular bear, and she had to subdue him about once a day as long as she lived."

Worse Still.

Nodd—I can't ask you to dinner, old man, because we have no cook.

Todd—And I can't ask you, because we have one.

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have been in daily use for the last four years in Stores, Homes, Churches, Factories, Streets, Mines, etc., and in nearly every county of the U. S. at an average expense of about

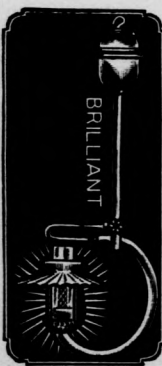
20 cents a month

No other lamp has such a record and our prices are much lower in proportion than other lamps that have no record.

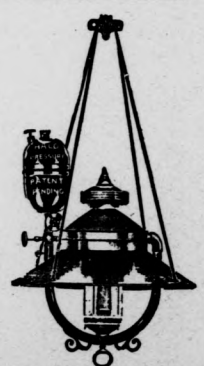
Brilliant Gas Lamp Company,

George Bohner.

42 State Street, Chicago.



100 candle power.

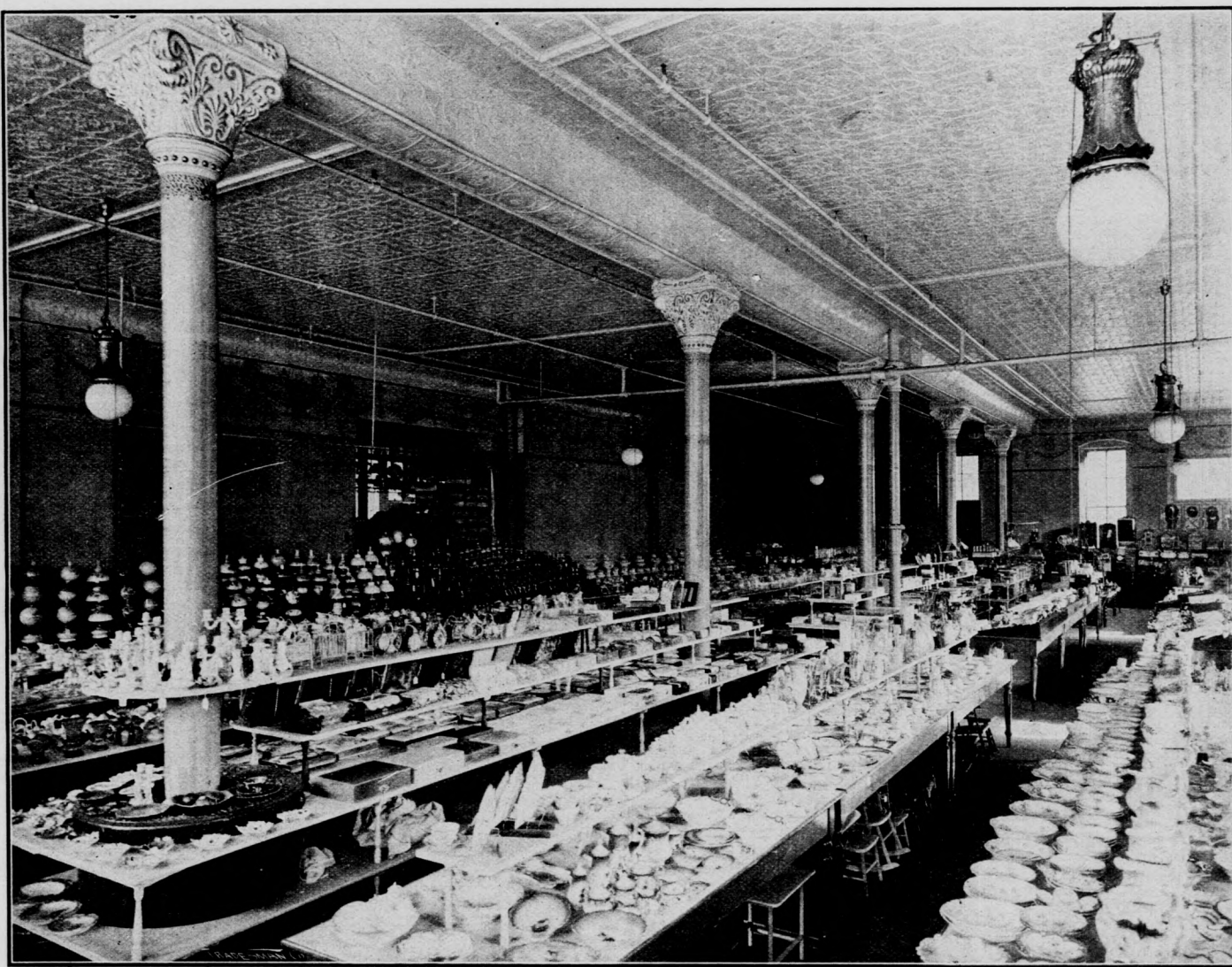


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GRAND RAPIDS, MICH.

HOUSE FURNISHING GOODS, GLASSWARE, CROCKERY,
NOTIONS AND HOLIDAY GOODS IN CHINA DOLLS, TOYS, ALBUMS,
CASE GOODS, BOOKS AND NOVELTIES OF EVERY DESCRIPTION



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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.

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

E. A. STOWE, EDITOR.

WEDNESDAY, - - SEPTEMBER 25, 1901.

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 September 18, 1901, and saw the edition mailed in the usual manner. And further deponent saith not.

John DeBoer.

Sworn and subscribed before me, a notary public in and for said county, this twenty-first day of September, 1901.

Henry B. Fairchild,

Notary Public in and for Kent County, Mich.

RIVER AND HARBOR CONGRESS.

There will assemble in Baltimore, on Oct. 8, proximo, a great gathering of the commercial and shipping interests of the country. The primary object of this congress, which will be known as the "National River and Harbor Congress," will be to initiate a national policy with regard to the systematic improvement of the country's rivers and harbors, with a view to securing the prompt and thorough development of their great industrial, commercial, maritime and transportation possibilities.

As a river and harbor bill will be introduced in the coming session of Congress, it has been deemed expedient and proper that all the river and harbor interests should get together with a view to arriving at a mutual understanding as to a joint campaign before Congress. It is realized that success is certain only if there is united and energetic action, and such community of purpose can only be brought about through a meeting of delegates representing all the interests scattered through the country in a national congress.

Referring to the scope and purpose of the congress, the circular just issued by the Executive Committee having the preliminaries in charge says:

"Erroneous ideas regarding river and harbor improvements, and the appropriations therefor, have arisen through incorrect representation and misconceptions, which tend to create an adverse sentiment against a river and harbor bill generally. It is believed that a careful presentation of all the facts relating to this important national question will result in more sound public conclusions, and thereby greatly aid Congress in the passage of a river and harbor bill. The efforts of this National River and Harbor Congress will be solely directed to the elucidation and

advocacy of the above indicated policy; the creation of a sound national sentiment upon the subject of river and harbor improvements; and the formation of a permanent National Committee for the purpose of co-ordinating the joint action of the trade, commercial, maritime and transportation interests of our country towards these desired ends.

Grand Rapids has important interests involved in the success of river and harbor legislation. This community is, in fact, interested in every phase of the questions involved. The improvement of Grand River has a direct interest for this city, because on the success or failure of this improvement depends in great degree our future prosperity.

The congress which is to meet in Baltimore will be participated in by representatives from all the great ports of the country. All these ports have a common interest in securing deep water facilities. Instead of appealing to Congress singly, and fighting each other in the belief that Congress would not extend a helping hand to all, it is now proposed that they make a joint fight for a general improvement of all the ports, the Government to be asked to make such improvements in each individual case as circumstances and the needs of each port seem to demand. This policy promises to secure equally friendly treatment for all. There is ample traffic for all the ports of the country, and the providing of the proper facilities for all of them increases the country's ability to handle the world's commerce to better advantage.

Our institutions are as much in danger to-day as they were a generation ago, when the principle of federation was in question. That question was long since settled, and South as well as North agrees to the integrity of that principle. But the other fundamental principles placed in jeopardy by our boss-ridden cities. This new peril demands a new patriotism, which is civil rather than military; not a patriotism which constructs fortifications and builds navies, but one which purifies politics, and substitutes statesmen for demagogues; not one which "rallies round the flag," so much as one which rallies round the ballot box; not one which charges into the deadly breach, but one which smashes the "machine;" not one which offers itself to die for the country, but one that is willing to live for it, which is much more difficult and none the less glorious.

Traverse City is in litigation with her gas company—the controversy being over the question as to the ownership of the streets. The city claims exclusive control, while the gas company insists that the granting of its franchise—which was worth \$50,000 the moment it was signed by the Mayor—conferred the right to tear up the streets at its discretion. As the latter privilege carries with it the right to injure pavements and destroy shade trees and lawns, the Common Council is now undertaking to make amends for granting a franchise too hastily by restricting the operations of the corporation in laying its mains. It is to be hoped that the city will be able to maintain its contention, but a little less haste in granting the franchise and a little more care in drafting its provisions would have saved the city much expense at this time.

Half the men in the world wouldn't be married if it hadn't been for some other woman.

POLITICS AS A BUSINESS.

The American theory of government is perfect. It is government of the people, by the people, for the people. In a word, it is self-government, which is the highest political status to which any political system can be brought. The idea is that the people choose their own officials and lawmakers and that these public servants perform only and faithfully the will of the people.

This is the theory. In reality, nothing could be farther from the truth, and this is particularly the fact in municipal governments. In point of fact, the people, as a general rule, have but little to do with the all-important matters of government. Great numbers of them do not vote, while many more who do vote give but little attention to the character of the several candidates and less to the public interests that are at stake. The elections, particularly in municipalities, are carried on by persons who expect to profit by the result, and they give all their time and attention to the business of securing political influence.

A man, no matter how bad his character, if he can gather under his influence a squad of men no better than himself, or even worse, and control their votes in a public election, at once becomes a person of importance and his aid is sought by the candidates, but, above all, by the political bosses, and when an election has been won the man who wielded and delivered a group of voters is entitled to some reward for his services.

Thus it is that a man who can control ten votes is entitled to consideration, and the more votes he can deliver the greater is his importance in local politics. It was long ago discovered that a drinking saloon is a center of political influence, and, as a result, most of such concerns are owned and operated either by politicians themselves or by those who use their political influence for business purposes. The man who possesses political influence and does not desire to hold office possesses a powerful pull with the officeholders, and he commonly uses it for his own benefit.

The ambitious of the American people have two principal fields in which to display themselves and to expand. They all want to enjoy the exercise of power in one way or another, and they realize that there are only two sorts of power that they can possibly attain. One is through wealth and the other is through political office and pull. Those who seek wealth embark in some sort of business; but since fortunes are made in that way only by slow degrees, they supplement their ordinary operations with speculations or gambling of some description, with the result that only a few reach the desired goal, while the greatest number are left far behind in the struggle. Then there are the men who go into politics. The first requirement is to be able to control votes, and since, like any other business, it must be learned, the most successful bosses are those who began at the bottom and worked their way up, and, in accomplishing such a result, no means or method of acquiring influence can be neglected. Friendship goes but a little way in politics. Sometimes followers are held through intimidation. They are afraid of some sort of exposure which would be damaging to them, and, therefore, they remain subservient to a leader; but commonly his followers are attracted because they expect some benefit or reward for their services, and

it is this actual personal interest that holds and controls a political clientele.

Astonishment is often expressed at the sort of men who seem to be the most devoted supporters of political bosses. Their reasons are various, but always convincing. They have something to gain, and it has been said time and again that an honest government soon becomes unpopular because it cuts off numerous sources of profit that were once enjoyed, and that a community is always more prosperous under a profligate administration than under one that is economical and careful of the people's money.

A movement has been started in Virginia for the benefit of the negro population which seems to have more real merit in it than the bulk of the philanthropic schemes which have been put forward during recent years. The scheme is on the settlement plan, and to the shiftless will present but little attraction. It is proposed to lay off ten-acre plots, upon each of which will be erected a comfortable four-roomed cabin, and sell the same on the installment plan to such of the race as may be anxious to better themselves. They will be given practical instruction in farming under the tuition of an expert from the institute at Hampton. There is one proviso, however, to the scheme which will tend to keep the settlement together. Any occupant of a farm who may wish to quit must sell out to the promoters. The idea originated with Dr. R. E. Jones, of Richmond, and several wealthy negroes are associated with him.

The fashions in the Turkish empire have changed but little in many generations, but the Turks who have sojourned in this country on returning to the sultan's domains have created a demand for articles of wearing apparel that are common among Americans. Such furnishings as boots and shoes, collars and cuffs, neckties, suspenders, underwear, etc., have become popular and the Turks display preference for such of these goods as are of American manufacture. If the Turks can be induced to adopt American customs as to clothes they may be induced to adopt American customs as to other things. It is high time the Turks changed many of their notions.

There was a time when Americans scoffed at the precautions adopted to insure the safety of the sovereigns of Europe whenever they leave their palaces. It was said that however necessary such measures might be in other lands they were unnecessary in this land of the free and home of the brave. This belief has now been sadly dispelled, and it seems that our President must now be guarded as the kings and emperors and despots of the Old World are. Liberty has not yet accomplished its perfect work. It has been mistaken for license.

It was thought that when a roadbed was once thoroughly oil-sprayed to lay the dust it would remain in that condition for an indefinite time. Experience on the Boston and Maine, where the plan has been followed since July, 1899, has shown that annual sprayings are necessary. A much smaller quantity of oil, however, is required each year. During the first year 3,000 to 3,500 barrels of oil were used, while this year 2,000 and 2,500 gallons have been sufficient.

PROBLEM OF FOREIGN COMMERCE.

Only a little while, a period of some two or three years, has yet elapsed since the recognition of the United States as a world-power was forced upon the great nations of Europe with startling suddenness. They had been so absorbed in their secret schemes and open struggles for leadership in their own continent and for supremacy in the Far East that they failed to note the fact that this country had acquired, by the increase of its population and the development of its resources, a position from which it could not fail to exert a world-wide influence. In reality, it had been a foregone conclusion from the first that the United States would, sooner or later, control a greater volume of foreign commerce than any other country, simply by the growth of an enormous productive power under the inspiration of boundless opportunities. The speedy and overwhelming defeat of Spain in the Cuban war was not without its effect upon public opinion in Europe, but statesmen there were probably still more impressed by the annexation of Puerto Rico and the Philippines. When it became evident that the Great Republic of the West had taken absolute possession of those islands, with a view—in part at least—to the expansion of its own trade, sagacious students of the situation began to appreciate the significance of the fact that its productive industries had attained a stage of development at which they could no longer be adequately maintained by the demands of the home market. It seemed undeniable that new markets had become a necessity for the United States. On the other hand, it was quite as certain that this necessity could not be sufficiently met even by a monopoly of the Philippine and West Indian trade. It was, therefore, to be expected that this country would compete more actively than it had ever done before with the leading commercial nations of Europe for the control of South American, Asiatic and African markets. This conclusion was of itself enough to awaken very serious reflections; but the forebodings of European producers and traders assumed the intensity of acute alarm when they found themselves no longer secure in the control of their own home markets.

Meanwhile the commercial rivals of this country find no reassurance in the fact that it is evidently about to resort to a radical change of policy—a change from the maintenance of high protective tariffs to virtual free trade. It is apprehended, on the contrary, that when all the barriers originally erected for the protection of the American home market have been thrown down that American producers may enjoy the benefit of "commerce without toll," a further depression of many European industries will follow as an inevitable consequence. Indeed, it seems, at the first blush, not too much to say that a world-wide struggle for commercial supremacy has been begun already and that, from the very nature of the case, it must be fought out to the bitter end. If this be true, it is at least comforting to believe that the weapons with which this contest is to be determined will be furnished by science, inventive skill and honest labor and that the great powers will understand that military conquest will furnish no true solution to the problems with which they have to deal. Notwithstanding all their rivalries and mutual jealousies, it remains true that they are each other's best customers, and, consequently, that

it would be absurd for them to go to war with each other for the sake of trade. The United States would be much poorer to-day if England were not so rich. Commerce means exchange, and, in the long run, if it is profitable at all, it must be mutually profitable to the nations trading with each other. No doubt a considerable increase of trade is to be expected from the eventual industrial development of young nations in some quarters of the world and of backward nations in others; but it is to be remembered that development will enable those nations to supply themselves with many things which they do not now produce, and, furthermore, that it will tend to bring them into trade rivalry with the United States, Great Britain, Germany, France and other commercial countries. For the present, their trade is not worth a war.

Any attempt to suggest a satisfactory basis of existing trade rivalries leads at once to the consideration of questions that can not as yet be answered. In the "Review of the World's Commerce for the Year 1900," issued from the United States Bureau of Foreign Commerce, Department of State, appears the following noteworthy reflection:

The seriousness of our competition in the development of trade in countries which, as yet, are but imperfectly exploited will begin to be fully felt, it would seem, only when the European demand (for our goods) shall have slackened, and we shall have more than met its requirements. In that case our exporters would undoubtedly address themselves more systematically and with greater energy to trade regions which our European rivals are now so industriously seeking to control. There is food for thought also in the possible consequences to our European trade of a rivalry on our part which may be so crushing as to greatly impair the purchasing power of those who are now our best customers. * * * The solution of the problem may, perhaps, be found in the gradual specialization of commerce and industry, according to the peculiar capacity of each competing nation—the survival, in other words, of the fittest conditions for this or that country—and the gradual subsidence of competition into healthful exchange.

On the other hand, an American publicist, a very thorough-going protectionist, argues:

If the Cobden theory were sound, the British people, whenever they should be driven out of one branch of manufacturing, would have no occasion for uneasiness. All they would have to do would be to turn to others. But it is not. There is a fatal flaw in it. It will not work in practice, because the people of other nations insist upon entering every avenue of industry. There is no disposition to accept the doctrine that one nation is especially fitted to carry on profitably a certain kind of industry, while others pursue different ones because they are adapted to them. All-aroundness, or, as the German Secretary for the Interior puts it, "self-sufficiency," is the order of the day; and it prevents Cobdenism from developing into a universal system.

The author of this view, taking "self-sufficiency" for his ideal, is opposed to general foreign commerce; but he indicates no other remedy for the condition of a country which produces more than it needs of most things, and, therefore, needs an access to the markets of other countries to dispose of this surplus. The urgency of the demand for new markets is especially obvious where a surplus is produced by workers who must be thrown out of employment or compelled to submit to a considerable reduction of their wage, unless some means of trade extension is promptly provided.

Composite Burden Every Citizen Bears.

"Man carries a pretty good weight in these modern times, when you come to think of it," said a gentleman whose mind has a analytical turn, "and, really, it makes a fellow a trifle tired when he begins to enumerate the number of things he is forced to carry around with him. He is a beast of burden and is heavily laden. We will take him from the skin out, and analyze the superficialities which hang about him, and which are necessary at this time in the history of civilization in order to give him a polite standing in the community in which he lives, and in order to make him comfortable. One is almost inclined to shrink away from the fearful responsibility of carrying such a load, and yet one must do it if he is happy.

"Here are the two articles which stick closer than a brother, and then we find pulled up around his shins and ankles two socks. He wears two shoes, unless he was in the war, and two strings are needed to lace them, or twelve buttons or more, if they are not lace shoes. He wears one top shirt, one collar and two cuffs. He wears one coat, one vest and one pair of trousers, and there are twelve buttons on his trousers, six generally on his coat and six on his vest. He carries two cuff buttons around with him, two collar buttons, three shirt buttons, two sleeve buttons and various other buttons on his undergarments. There is one buckle on his trousers and two on his suspenders. He generally wears suspenders. He wears two garters. He wears one necktie, or sometimes one cravat with one clasper to hold it in place. He carries one handkerchief in his pocket. He wears one hat. In the winter he must have two gloves and one overcoat, and maybe two overshoes.

"But this is not all. He has a watch and chain to carry around with him, a bundle of letters, a package of cards, a plug or a sack of tobacco, or maybe a few cigars, a pipe perhaps, a knife, pencil, and a few other things which usually make up the pocket outfit, such as matches, buckeyes and other good luck symbols. There is leather in his shoes, with hair in the soles and steel pegs in the heels thereof. There is silk or satin in his cravat or his necktie. There is wool, and cotton, and linen, and other things in the clothes he wears. There is straw in his hat. There is starch in his shirt. There is gold, and silver, and pewter, and other metals in the watch and chain he wears; there is brass and bone in some of his buttons. There is tin in his garter claspers and in the clasper which holds his cravat in place. There is glass over the face of his watch. Dye is used in staining his clothes, and one may find here all the colors—red, white, blue, black, purple, yellow, brown and almost every other tint. He has paper in his pockets. There is rubber in his suspenders and garters. Paint is found in the figures on the face of his watch, and polish is found on his shoes.

"So, after all, man is really a beast of burden, and when he begins to count up the more than one hundred superficialities he carries around with him, and the vast number of factories he represents, if the season is warm, with the thermometer ranging above the 100 mark, he will probably swelter a bit more on account of the vast load he is carrying."

It is well known to penologists that one of the weakest points in the parole

system of many of the states is the failure to provide some employment for the violator of the law by which he may become self-sustaining. He is practically an outcast; a pariah whom society in general is inclined to distrust, and however desirous he may be for reform, the mere fact of his being unable to procure work, and thus preserve his self-respect, forces him back into evil ways. A new rule adopted in Connecticut under the indeterminate sentence act, passed by the legislature last spring, tends to remove all this, and might well be adopted by every state in the union. Hereafter no prisoner able to work will be paroled until suitable employment has been guaranteed him by suitable parties. It is also provided that a paroled prisoner may not change his place of employment, except with the consent of the board of parole.

The law is indeed a curious thing. In it there are many astonishing discrepancies. The federal statutes provide that any person who shall rob any carrier or agent entrusted with United States mail shall be punishable by imprisonment for from five to ten years, and that if convicted a second time, or if in effecting such robbery the first time the robber shall wound the person having custody of the mail, or put his life in jeopardy by the use of dangerous weapons, such offender shall be punishable by imprisonment at hard labor for the term of his natural life. Congress has thus provided greater safeguard for the man entrusted with Government mail than for the man entrusted with the duties of the highest office in the Government. Surely if an attack upon a mail carrier can be punished by imprisonment for life it would not be unreasonable to punish an attack upon the President with death.

The remarkable progress of the Japanese nation during the past thirty years is exemplified by the enormous increase in the import trade of the country. According to a recent return the total imports of the empire were \$22,500,000; in 1900 they had swelled out to \$130,000,000. Her shipping interests have increased in even a greater ratio. In the former year the empire possessed only ninety-six merchant steamers of an aggregate tonnage of 23,364; in 1900 her merchant fleet included no less than 846 steamers, of 528,321 tons. These are but two instances of the revivification of the "Yankees of the East," but they are sufficient to make the Western nations conclude that peoples, like the land, may be all the better for laying in fallow for a certain period.

Uncle Sam has lots of islands and it is suggested that a good sized one might be set apart for the anarchists, deporting them there to form a colony. They are not wanted in this country and they are not wanted in Europe. If they were all to be put together on some distant island of the sea and so guarded that they could not escape they could work out their theories without disturbing that part of the world which is content with civilization. It would be interesting to see how they would get along together in exemplifying their belief that no man has a right to govern another man.

Humanity is the same everywhere, no matter on what it dines or what it wears.

A miserable man lives in a cold hell.

Dry Goods

Weekly Market Review of the Principal Staples.

Staple Cottons—Many of the leading tickets of bleached cottons have been advanced $\frac{1}{8}$ c. Several low grade bleached lines were advanced at the same time and the tendency of the remainder is to advance in the same ratio. There are practically no stocks on hand to draw from, and the demand is steadily increasing. Heavy brown cottons have shown no material change in price, although a fair business is being transacted. Light wide sheetings, however, show a tendency to advance. Brown osnaburgs are steady to firm, with a good business in progress. Coarse colored cottons have shown no further changes in prices since our last report. Stocks of denims, ticks, checks, plaids, cheviots, etc., are all limited, and full prices are easily obtained.

Prints—Fancy prints are firm at previous prices, with but limited supplies on hand.

Dress Goods—Judging by the orders that have already been secured, and the attitude of the buying fraternity, it appears as though the initial order period would be extended to considerable length. Agents generally have their lines ready for the inspection of the buyer, but the latter is not yet ready to operate with any considerable degree of freedom. This is especially true of the Eastern jobbing trade. Despite the fact that the buyer is backward in providing for his requirements for the coming lightweight season, it is generally believed that things will be righted by and by, and that the net results of the season will be fully up to the average. The fact that Eastern jobbers are inclined to delay their lightweight purchases is not taken as an indication of distrust in the situation, but rather a desire to wait until the present activities in the jobbing market have subsided somewhat, and the stocks of heavyweights remaining in hand have been still further reduced before provision of any liberal degree is made for their requirements for the next season. Up to the present time the orders secured from Eastern jobbers have been confined almost entirely to staple fabrics—fabrics in the purchase of which there is little or no risk attached. The Western trade, while ready to give more attention to the consideration to lightweight fabrics than the Eastern jobbing trade, are nevertheless operating with conservatism. On fabrics other than staple, buyers appear to be uncertain or undecided as to their utility or standing in the market, and are, therefore, laying back waiting for additional light, as it were. The best business done so far has been attracted by such fabrics as the broadcloth, sackings, tricots, Venetians and other piece dyes. The cutting-up trade has been more in evidence in the market than during the previous week, and some very fair orders have come forward on such goods as cheviots, serges, hopsackings, etc. The orders have not been large individually, but it would appear as though the cutting-up trade was beginning to get a fair insight into its requirements.

Carpets—The situation in the carpet trade has shown little change since our last report. Manufacturers of the better grade of goods report a very satisfactory business, with enough orders placed to keep their mills in operation up to the time the new season begins.

The bulk of the fall orders has already been placed, and manufacturers at this time should have a full knowledge of the extent of the season's business. The manufacturers of three-quarter goods feel that a good slice of the country's prosperity has come their way this season, and no complaints are heard on their part regarding the amount of orders placed. While other seasons may have witnessed a larger demand for carpets, the present one so far has proven to have been a satisfactory one. The profits, when the books are balanced up at the end of the season, perhaps may not show up as largely as in other years, yet there should be no reason for complaint with the fair profits that are supposed to have been made this season. With all the indications for a good spring trade that are now apparent, carpet manufacturers should have a more hopeful view of the situation than they had at the beginning of the present fall season. The bulk of the business continues with the $\frac{3}{4}$ goods, and particularly with the finer line of goods of that class. Velvets continue to be the leader, with body Brussels and wiltons not far behind. Tapestries and axminsters are also in good request. Prices are expected to show no change this season, but it is anticipated that higher prices may be made next spring. Regular ingrains are in small demand, and manufacturers feel rather depressed at the present outlook. While mills are running on full time, orders are rather limited. On 3-ply ingrains there is a moderate demand, with inclinations of some good business in this grade later on. All-wool ingrains are also in fair demand.

Smyrna Rugs—Rug manufacturers report the market as active from their point of view, but they state that the demand so far has come from the retailers and middlemen. The public, however, may be expected to purchase before another month. Wilton rugs are also in good demand, and the same can be said of art squares.

Tapestry Curtains—Very little change was noticed in the demand for tapestry curtains. The buying was very limited, and only certain sections of the country were represented. The Western trade seems to be the only one represented in the buying movement. There has been a call for the curtains of the quieter tones, and a fair request for the numerous novelties that have been mentioned in these columns from time to time.

Law as Part of a Business Education.

Many costly and bitter experiences are the result of lack of knowledge of the law. It is a well-known maxim that ignorance of the law excuses no one. Many men have innocently committed illegal acts, at the penalty of much trouble and expense, or even at the cost of their lives.

While consequences of infractions of the law are often so serious that no layman should take important action, involving legal considerations, without the advice of a practicing lawyer, there frequently occur, in the course of a business day, exigencies which must be immediately faced, allowing no time for consultation. In these numerous cases, a knowledge of the fundamental legal principles and practices frequently is of great service. Every man who is engaged in some commercial pursuit should, for example, have a clear idea of what constitutes a contract. Unless he knows that there must be in his contract a consideration on both sides, that

no contract is valid which does not involve mutual obligations, he may make mistakes that will cause important transactions to come to naught. He should know, also, the general legal principles regulating the loaning and borrowing of money and the making of notes. If he is a merchant, he should have knowledge of the law as applied to the buying and selling of goods; if he is engaged in real estate operations, he should be familiar with the numerous common law principles and statutory enactments relating to lands and houses; if he is an importer or exporter of commodities, is identified with the shipping business, or follows the sea in some responsible capacity, a knowledge of maritime law will be very useful to him. In short, the activities of every man who is engaged in an occupation are effected by certain laws, an understanding of which will enable him to proceed with much more wisdom and safety than if he were ignorant of these principles. —Benjamin F. Tracy in Success.

Sadness Explained.

In Liverpool recently a sentimental young lady was on the Canard steamship quay when she saw a young girl sitting on a trunk in an attitude of utter dejection and despair.

"Poor thing," thought the romantic lady. "She is probably alone and a stranger. Her pale cheeks and great, sad eyes tell of a broken heart and a yearning for sympathy." So she went over to the traveler to win her confidence.

"Crossed in love?" she asked sympathetically.

"No," replied the girl, with a sigh, "crossed in the Servia, and an awfully rough passage, too."

HANDS UP!



We pay special attention to the needs of the northern merchants. Our line of Gloves, Mittens, Socks, Mackinaws, Kersey and Duck Coats, Kersey Pants, Blankets and Comfortables is a good one. Look us over. If you can't do that send us your wants by mail and we'll take good care of them.

Voigt, Herpolsheimer & Co.

Wholesale Dry Goods,
Grand Rapids, Mich.

Fall lines of Dry Goods and Men's Furnishings
now Complete.

P. Steketee & Sons,

Wholesale Dry Goods, Grand Rapids, Mich.

A Word to the Wise Is Sufficient



STANDARD CRACKERS are guaranteed to be equal to any on the market. They are packed in green hoop barrels, and are not made by a trust. Mail orders receive prompt attention. Manufactured by E. J. KRUCZ & CO., Detroit, Mich.

Interesting Collections in Windows and Show Cases.

The merchants, or it may be clerk, who undertakes the work of collecting for the purpose of advertising is undertaking a continuous task. He must be constantly on the lookout to add any-

Preparations for our autumn business have been made on a scale greater than ever before. Our orders have been placed with reference to **The Best, The Newest and The Most Correct Up-To-Date** articles possible to get.

all summer lines now complete. We invite critical inspection of a display of all the fashionable weaves and fabrics. The leading fabrics for the Fall and Winter are Cheviots, Pebble Cheviots, Granites, Yunctons, Henriettes, Pop Lins and Broadcloths. We have among these such the best ideas of the *Season's*—Very Exceptional Values—54-inch Cheviots \$1.00 and \$1.50 per yard, 50-inch Pebble Cheviot \$1.50 per yard, worth \$2.00. Beautiful Revere Weave Granites, something entirely new \$1.00 per yard. The new *Field shades* in Broadcloths \$1.25, \$1.50 and \$1.75 per yard.

New Jackets, Collarlets in fascinating shades, Novelty Garments, choice qualities and *fits* in from our Cleveland Tailor, \$3.00 to \$12.00.

& splendid lot full of points of excellence. The well known Portage House. None better in the world.

Perfect in every detail. Tests for the most exacting or particular dressers. Heavy, Medium and Extensive sales the newest "Toes" and best of leathers \$2.00 to \$4.00—worth much more. Pingree Shoes—enough said.

Trunks, Telescopes and Suit Cases 50c to \$8.00. The Best none too good for our customers.

Yours Truly,

Our motto--"Quality First of All"

In order to reduce our stock we will offer Special Bargains during the months of September and October. We have a large variety of the celebrated

in which we will name you very low prices. We shall put on sale next week a full line of Cook and Heating Stoves all at bargain prices. Our large stock of Paints Oil and Lead will go at very little above wholesale prices.

Yours for business.

THE BRIDGE HARDWARE CO

Are the delight or the terror of the ladies It all depends on the kind of Machine and its condition. We desire to talk the matter over with the ladies of this vicinity. We want to show points of excellence and let the ladies judge for themselves.

PUTMAN & EAMES, - Ovid, Mich.

SHEETS AND PILLOW CASES,

Bleached and Unbleached.

Plain and Hem Stitched.

SPRAGUE & HUGHES.

**COMMENCING
WEDNESDAY
SEPT. 18, 1901**

For Bargain Seekers

A Rare Opportunity

Owing to important changes which are to be made in our business we must reduce our stock of GROCERIES, PROVISIONS, TOBACCOS, ETC., about one-half within the next thirty days. We are going to do this if prices will cut any figure with the the people of Portland and vicinity.

IT MUST BE SOLD

Note the Prices

[illegible]

For Cash or Produce Only

Redeeming Sale. Other goods will be sold in proportion, and it will pay you to come in and look us over, as the goods will go quick at these prices. We want
your Butter and Eggs the same as Cash.
Phone 23. Prompt Delivery. Call us up

DERBY & ROBINSON. - PORTLAND, MICH.

thing opportunity may offer or investigation may discover. When a collection is used once it is spoiled for use again until there are added other things that may serve for centers of attraction. Usually a personal gratification is found in becoming the possessor of objects of public interest which makes the collector's work serve a double purpose.

The frequency and the time of exhibiting such collections must be a matter of judgment and experiment. It is always safe not to make the time too long, so that people become tired or the interest wanes.

The habit of collecting will often give the merchant pictures or objects that may be of temporary interest in connection with some current event of importance. This may often be of more value than the exhibition of a more extended collection at other times.

The great reduction necessary to get the advertisement of Boosinger Bros. into our space destroys the appearance of generous space given by the original, which occupies four columns. The work of the writer is systematic and each leading subject is given strong display, and the treatment of each feature is right to the point and effective. I think the printer would have done well to use a plainer line, more like the rest, for the first name of the firm, and he should omit the pauses at the end of the other display lines. Then the "Yours Truly" could be better omitted. These, however, are minor points and their mention only emphasizes the fact that, as a whole, the advertisement is an exceptionally good one.

The Bridge Hardware Co. offers a good advertisement of a special sale of ranges, which is well worded and proportioned to the space. The printer has erred in using too large and too obscure a line for the first display, and if the signature had been in a plainer type, same as the other display—only smaller—the effect would have been better.

The "ladies" are mentioned three times in the short paragraph in the advertisement of Putman & Eames. A relative pronoun in the last sentence would have been better. The advertisement is exceptionally well written and is handled in a way to engage the attention of the women. The printer has crowded his space and used one too many styles of type.

Sprague & Hughes present a model for a small space devoted to dry goods. The display by the printer is good, except that he crowds his border a little. The omission of points, especially the exclamation, would be an improvement.

The large advertisement of Derby & Robinson suffers also for the need of great reduction to come into our space, and even then we have to sacrifice the border. The work of the writer is good and well proportioned to the space. The printer has planned his work carefully, but I think a smaller and lighter display at the top would have been better. The price feature is a good one.

Too Late for Regrets.

Tired of life and the ever present necessity of earning his daily bread by working, he had taken a dose of carbolic acid and lain down to die.

But the meddling doctors pumped him out and saved him to society.

"O, Horace!" moaned his wife, leaning over him, "why did you take that awful stuff? Laudanum would have been less painful and so much surer!"

Shoes and Rubbers

Special Features the Shoe Dealer Must Remember.

The act of walking out shoe leather is of interest to the trade generally, but particularly to the retailer. Whether women wear out more foot coverings than men is a mooted question. The walk of women is in marked contrast to that of men, the steps being much shorter; and this fact alone would seem to be in favor of a greater consumption of shoes, as the soles would come in contact with the ground many more times in a given distance than those of men. There is a physiological reason for the shorter steps of women, quite apart from the impediment of her skirts. The muscles in men are coarser than those in women, and hence they are stronger. Microscopical measurements make the difference of muscular fiber in the sexes to show more fineness in those of women, which fact alone will account in large measure for the somewhat weaker walk of the gentler sex. Moreover men walk more than women do, and thus strengthen the muscles of the lower extremities and fit them for long, swinging strides. Besides, men are usually in a greater hurry than women are on the street, and thus get greater exercise.

The letter carrier is a good example of a human walking machine, and not a bad source from which to get points on pedestrianism. This seemingly tireless man, of whose performance we may say: "Miles on miles of wanderings, with nimble foot and steady," as he ascends high, stoops or dives into basements, even in slippery weather, with cat-like agility, rarely gets a tumble. Postmen without a rapid gait and sure feet could not perform their duties. The veteran letter man says: "Go along with your feet pretty far apart, as in this way you can better right yourself in case of a slip. Walk on the balls, never on the heels; it is the back of the head that strikes the ground in a slip-up. Lean forward a little always on slippery walks; this will prevent profanity and reduce the demand for arnica."

The progressive maker will continue to turn out things more or less new in design and promote them to the best of his ability, in order, as he says, "that trade may not be allowed to stagnate," and because, as he affirms, the public of shoe wearers demand them. There is no danger now that trade will stagnate because of a dearth of shoes or customers. Shoes of more or less newness of design tread so closely on each other's heels that retailers are tempted to demand some sort of legislation through a St. Crispin's congress to bring about a prohibition of the confusing frequency of the advent of changes in last forms in modern footwear in order to protect himself against an inundation of these things. The retailer who buys everything on solicitation of the maker's representative, with only the sanguine assurance of the latter of its insured popularity when once brought to the notice of the public, may find himself later on resting under an avalanche of miscellaneous footwear, from which he can extricate himself only by selling at a loss.

It is interesting to the retailer to note how some of the changes and reputed changes have been wrought in footwear. Toes have run the gamut up and down several times, from the blunt, ungrace-

ful, broad-toed square front to the absurd looking needle-toed thing, until now, as the musical shoemaker puts it, "In order to get slight variations from all former shapes we must needs resort to sharps and flats, those intermediary shifts for producing fractional tones." Of course by altering the curves at the front end of the shoe, from the ball to the tip of the toe, the appearance of the shoe has often been altered. But with every line known in geometry, or by the aid of every eccentric curve that can be devised by the shoe artist, the limit must be reached before long and the toe changes cease, except by repetition of former lines.

There is but little fear that the much-named toe will reach its limit in nominal distinction until the entire vocabulary of saints and sinners, professors and pugilists, and other great men and women has been exhausted. The retailer is thankful that he does not have to commit these names to memory or recite a tenth part of them to his customers. Such a task, supplementing his present mental troubles, would prove the "last straw," and what a pleasant medley we have in toes, anyway. Bull dogs, hard currency, colleges, sects, actresses, society women, strong-minded and weak-minded women, reformers and deformed and all the rest have honored or been honored by our gentle craft; have been made godmothers or godfathers to our toes, or more generously at times to our shoes complete. Even poor Romeo and Juliet have been dragged from sepulchre, nominally, to be perpetuated, if not honored, under our feet, and their names have been bestowed upon two of the most sensible, convenient and comfortable things in modern footwear. Meantime the Montagues and Capulets of the shoe building fraternity continue to urge implacable war with each other over new designs and in search of famous names with which to adorn their products, and each of these, like the proverbial dog, shall have its allotted day, and then make room for its successor.

The day of small things will never be despised by the shoemaker. A shoe peg is a very small thing in our trade, which might seem of greater magnitude in some other industries. The shoe entire is a little industrial product; its component parts are still smaller; a nail or peg is a wonderful thing for its size. It occupies the same place in the shoe that the stout oaken tree nail does in the old frame building, or on the deck of a vessel. It is not dead yet, either.

The surfeited retailer of shoes gets a lot of suggestions from persons outside of the craft; sometimes well-meant but fatuous; sometimes critical and from the shoe man's viewpoint absurd. These laymen friends of the powerful and numerous Order of the Quill have much gratuitous advice to offer. They constitute themselves into a sort of advisory committee, whose members from time to time contribute to the retailers' code of ethics laws for his guidance in morality and business methods, sometimes in a kindly strain but often didactic, admonitory and even primitive in its nature. The retailer is used to this sort of censorship, and the strictures usually glance harmlessly, or inflict no deeper wounds than a slight irritation when the source from which they emanate is considered. The scribe who points his pen at the retail shoe dealer ought to have at least a freshman's knowledge of his subject in order to do good or harm. On the contrary, he usually has as many

Geo. H. Reeder & Co.

Wholesale

Boots and Shoes

Grand Rapids, Mich.

Milwaukee, Wis., Sept. 25, 1901.

Mr. Dealer, Western Michigan:

Dear Sir:--I will call on you soon with Bradley & Metcalf Co.'s line of shoes for spring. We have made your wants a study and for the coming season we have for you shoes that are second to none in style, finish, quality and prices that will surely interest you and increase your shoe trade.

Thanking you for past favors and trusting you will wait for me, I remain Yours truly,

ED. GOULDING.

"OLD HICKORY"

No. 84 Men's Seal Grain (not Woelfel Seal) Balmoral, Double Sole and Tap, Pegged Bottom, one piece Bellows Tongue and fitted with three rows of thread, one row being extra heavy and waxed.

Best wearing heavy shoe on earth to retail for \$2.

For sale only by



THE WESTERN SHOE CO., Toledo, Ohio

LEGGINGS

Over Gaiters and Lamb's Wool Soles. (Beware of the Imitation Waterproof Legging offered.) Our price on

Men's Waterproof Legging, Tan or Black, per dozen..... { \$6.00
Same in Boys', above knee.....

Send us your advance order early before the rush is on. Send for Catalogue.

HIRTH, KRAUSE & CO.
MANUFACTURERS
GRAND RAPIDS, MICHIGAN



theories as there are filaments in a butt of thistle down, and of about the same weight as these gossamer threads, and of equal practical utility.

Old traditions and practices are now assailed by the advocacy of the "inside patch," which is a subtle method of trying to conceal the ravages of time or accident to foot coverings. The old cobbler resents the innovation and declares that it is neither an improvement nor practicable from the shoemaker's standpoint. It is claimed for the inside deception that it deceives better; that it stays put longer, as it is out of the weather. The objections are that it is an uncomfortable thing, by reason of its direct contact with and pressure upon the foot, especially when there is a lurking corn to be antagonized by its presence. A critic harshly condemns it and ascribes its origin to English footwear, in which there is always more than enough room for the foot and the inside patch.

Although the useful peg has been the cause of some pain and profanity in its day, it has served its purpose well. It was intended to be a sort of blessing in disguise to the shoe wearer by giving him tight, solid bottoms at a low cost; but at times when the pointed end of the thing was undisguised complaint was made against it. This was when the lusty old shoemaker drove pegs into shoes with a free and careless hand and the shoe dealer often left them there to be discovered by wearers. This invention, too, was probably the origin of that deprecatory phrase "a square peg in a round hole," but the unfitness of which is not shared by the accommodating peg. It had been thought that the peg has had its day and was becoming obsolete; but a new machine has saved it from this fate and is literally and rapidly pegging away, and the products are boldly offered in competition with machine-sewed shoes. The claim for this improvement on an old method, singular as it may seem, is the perfect smoothness of the inside where the sole of the foot rests.

The safe ground between overbuying and underbuying forms a puzzling problem often for the shoe dealer to solve. The man of persuasive, sometimes irresistible eloquence, backed by the mute appeals of his offerings, is our tempter. It is to this person who is ever "betwixt the devil and the deep sea," in his commercial relations with the manufacturer and retailer, that we make our ceaseless complaints. Perhaps what he enticed us into buying at his last visit for an entirely new style was only a sort of repetition of things gone before; perhaps a sort of composite shoe, in the construction of which many heads were deemed better than one. Our visiting friend lays our grievance before the manufacturer, who smiles knowingly and declares "there's nothing new under the sun," strictly and distinctly, in shoes or other wares.

Apart from the commercial traveler, whom we have always with us, there are two powerful promoters of the shoe trade—the advertising columns of the trade and daily papers and the window of the store. The advertising motive power is placed first designedly as it reaches and moves thousands of persons who may not see the show window at all until after the advertising seed has been sown in their minds. The two aids to trade united make a strong combination, and the man who can advertise can make a display in his window to

please and welcome the fruits of his announcements in the papers. The primary object of the window display is to catch the eye of passers-by. Much time, labor and expense are put into some of these elaborate displays, many of which are really works of art; therefore it would be foolish to suppose that the throng who daily pass the store, out of which a small percentage get to the back of the show window, will compensate for this labor and expense. There are thousands of others who would probably see that show window, and behind it if it were advertised.—E. A. Boyden in Boot and Shoe Recorder.

How to Keep Abreast of the Times.

Sometimes "shoppers" become among the most valuable of customers, provided your salesman has the tact, the patience and the perseverance to handle them properly. The intelligent "shopper" is apt to be pretty well posted; so well, indeed, as frequently to be able to give a point well worth considering by the merchant or his clerk.

Well, you ask me to "give consideration" to "shoe retailing, as it was, and as it is to-day." In many, and they are the most important aspects of shoe retailing, there is no change from the "was" to the "is" of the business, because eternal principles do not change, any more than does the Eternal God who established them and human nature has not changed during the past forty or fifty years. As to human nature, there are now, as there were in olden times, multitudes who cherish the noblest sentiments, who are willing to give and who expect to receive honorable and fair treatment, and when and where they meet with such treatment appreciate it, and are not easily allured from such to experiment in untried quarters.

That such are to be found among the humbler as well as among the more wealthy class is illustrated by my earliest experience as a retailer. At that time I had no acquaintance whatever with the shoe business as such. I had simply learned in the dry goods trade to address and wait upon customers; had noted the difference between, in one house, exaggerated commendation of goods, and in another, of straightforward, truthful representations.

The distinction between two kinds of goods, which, in general, had very much of a similar appearance, but were being sold at different prices, was pointed out to me; indeed, it had to be if I were to act at all intelligently. We had some of the lower grades ticketed outside the store so that they might attract attention because of the price. A would-be purchaser coming along asked, "Which are these," naming both the higher and the lower priced kinds of stock. I frankly told him, "These are made of the lower-priced stock, but we have the others, also, which cost a little more," and invited him inside to see both kinds, with the result that he bought a pair, of which, however, I do not now remember. The entire transaction was, of course, critically watched, especially by the salesman who was frequently "first call" for that style of goods. By and by a similar performance was gone through with, the principal if not the only difference being that one bought the one grade, while the other took the other grade.

Our "first call" salesman, it would seem, wouldn't stand (rather sit) that sort of thing any longer, for he was the more experienced. These two sales in quick succession could scarcely both be

accidents, and he asked me, I think only jocularly, for an explanation, adding, rather admitting, that he missed sales when he tried to sell the cheaper grade, claiming them to be the higher grade. This called my attention to the two transactions. It struck me that my first answer to my customers' questions had gained their confidence.

So treat your customer as to gain his or her confidence. This done, let no after treatment of them give just cause for the shaking of that confidence.

Thus treated, even although your customer may be allured away by some flaming advertisement for a time, he or she is very likely to return and to remain. Such treatment is likely to succeed, better even with the coarser-grained class; and alas! for poor human nature, there are still many such. The difference between (and there are differences) the "was" and the "is" seem to me to be rather superficial than fundamental, excepting, perhaps, in one important particular, and that is, that now it is much more difficult as well as hazardous for a man of limited means to succeed in establishing himself in business. The doubling of the number of lengths by the introduction of the half sizes, the multiplying of widths and of shapes require too large a stock and it moves too slowly for a small capital.

The present fad of giving shoes some special, sometimes fantastic, name, is simply another form of the retailer selling his shoes with the manufacturer's name stamped on them. And the fancy name is certainly no more reliable now than was the name of a well-established manufacturer who had a reputation to maintain.—Andrew Alexander in Shoe Retailer.

Defining His Occupation.

An old negro was recently placed on the witness stand in a city court. The lawyer propounded the usual category of questions to him regarding his age, the period of his abode in the State and city, his place of residence, and like matters. Finally he was asked to name his occupation.

"I belongs to the city scrimatory force," was his reply.

"What sort of organization is that?" asked the bewildered attorney.

"Why, just scrimatory, dat's all. We scriminates things."

"Well, you have sprung a new occupation on us. What kind of things do you scriminate?"

"Cats and dogs and horses and mules—everything dat's dead 'cep'n folks," answered the negro.

Then it dawned on the lawyer that he worked at the city crematory.

The Letter of the Law.

"Take that dog off the street, or I'll run you in," ordered the conscientious policeman.

"But why?" asked the man with the dog. "He has a license on."

"That's all right as far as it goes, but that's a spitz dog, and we have strict orders to enforce the anti-expectation ordinance."

The Only Large Shoe Manufacturers

In the West who do no jobbing are

C. M. Henderson & Co.

"Western Shoe Builders"

Cor. Market and Quincy Sts., Chicago

There Is Nothing Perfect but There Is Always a Best

And when you stop to discriminate between the various makes of men's heavy shoes you find there is one among the many that has given ease and comfort to the feet and has also withstood every test of hard continuous service and has that desired natty sensible appearance. This is the line of

Rindge, Kalmbach, Logie & Co.'s Grand Rapids Made Shoes

SHOE LOGIC

Cause:

System—perfect.
Leather—best money can buy.
Machinery—most modern obtainable.
Workmanship—efficient, first class.

Effect:

Shoes stylish, up-to-date.
Shoes unexcelled for wear.
Shoes completely finished in every detail.
Shoes most satisfactory in every respect.

Apply the above logic to our own factory shoes and you have the reason for our successful shoemaking.

Herold-Bertsch Shoe Co.,

Makers of Shoes.

Grand Rapids, Mich.

Clothing

Predictions Relative to Prevailing Fashions in Winter Clothing.

It may not be amiss to take a quick look over our shoulder and see what was worn during the past summer by the well-dressed man. The men's outfitters were, on the whole, very successful in catering to their tastes, because they did not try to inflict many so-called novelties upon them, but simply stuck pretty closely to staple ideas. Moderation in color, design and shape was the most marked characteristic of the well-dressed man. Let us look at men's suits first. Flannels were very popular, but not nearly as generally worn by good dressers as during the summer of 1900. The serge was even more popular than ever, if such a thing be possible. The shirt-waist man was conspicuous by his absence, excepting during the days of almost unbearable heat and humidity. The white negligee shirt, pleated and plain, was seen more than any other, while the fancy pleated shirt also had a very large run. Nothing very startling developed in the neckwear line, the narrow four-in-hand being all the rage at the beginning of the summer, while shapes grew a little wider later on. The patterns, generally speaking, were very neat and plain. Half hose were a little more fancy, but they were by no means unduly loud in colorings and designs. There were a great many cross stripes and figured effects, unlike the summer of 1900, when the vertical stripes predominated. The turnover collar still held its own, and the height of the same was somewhat lower than usual. The wing collar was seen, but to a more limited extent.

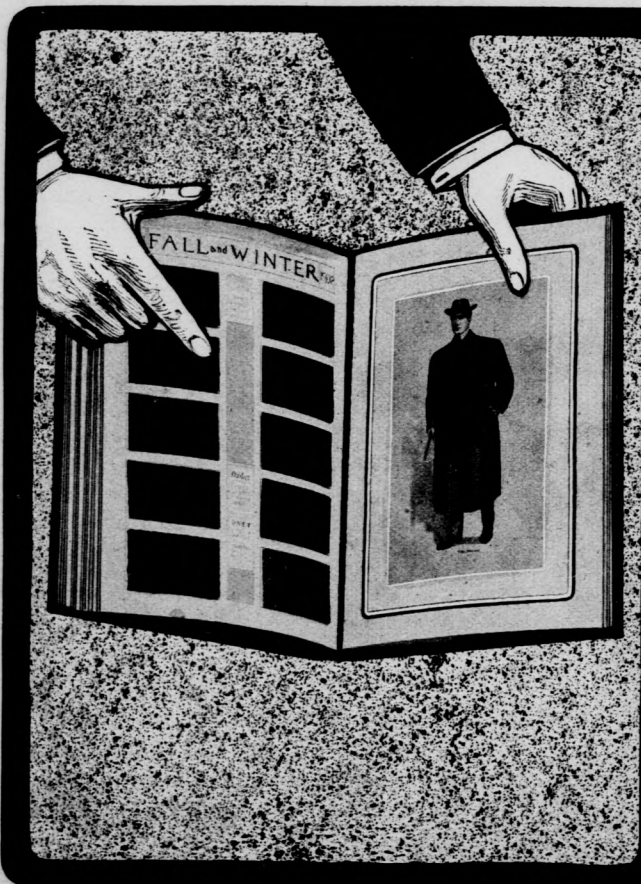
Men will soon change to their medium-weight clothes, and it will be but a short time before they begin purchasing winter outfits. The scope of this article is primarily to tell what will be the most favored clothing fashions among the well-dressed men for the coming fall and winter. It is almost as hazardous to be a fashion prophet as to be a weather prophet, as the materials upon which the various predictions are guided very often prove fallible, so can only give out predictions gleaned from a number of the best-dressed men of New York, the very finest custom tailors, as well as retailers and manufacturers, in determining what will be the proper togs to wear. First, let us take a look at men's suits. There will be quite a change in the cut of the sack suit from that of last year. The back could not very well have been made any shorter, or there would not be enough left to serve the name of coat, so it is made about two inches longer in both the single and double-breasted coat. The extreme military cut, with high shoulders and curved, tightly fitting back will be conspicuous by its absence. The coat will be worn slightly taken in at the waist, with a medium or very loose back, in sack coats of all descriptions. There will also be a longer lapel worn. The trousers will lose a great deal of their tapering, or peg-top effect, but will be worn wide all the way down. This innovation should look well on trousers made by first-class tailors, but when the poorer workmen try to imitate them (as is sure to happen later on), the city is pretty certain to be filled with a lot of walking bags. As usual, the variety of fabrics is almost endless, wool chevots and undressed worsteds, tibets and black and blue serges predominat-

ing. The patterns and colors will be quiet. Plain blacks, blues and browns, in striped and plaid effects, or Scotch and English tweeds, and overplaids, as well as various pepper and salt combinations in brown and gray will, perhaps, have the call. A man who needs a couple of good, serviceable business suits could not do better than get one single-breasted, brown Scotch plaid, and one double-breasted rough serge of blue, which he can wear without an overcoat until the cold weather sets in, with the coat buttoned all the way up. Most of the best single-breasted coats will have four buttons, the double-breasted three. There will be no change worthy of the name in that semi-formal garment, the three-button cutaway. The waist line will be rather high, and the skirts quite full and extending to about 5½ inches above the knees. The materials from which it will be made include vicunas, undressed worsteds and Clay weave, black diagonal worsteds. Waistcoats and trousers cut from the same cloth as the coat may be worn, although it is also perfectly good form to wear a white or khaki waistcoat and trousers of different material and pattern. There is no change in the frock coat, either. The waist line is slightly lower than on the cutaway, and the best materials are oxford or unsheared worsted cloths. The lapels are silk faced. When we come to the dinner-jacket suit and evening-dress suit, there is absolutely nothing new to note, excepting that the trousers are cut rather full all the way down. Year after year some men have been trying to introduce the velvet collar, braid on the coat, and on the trousers, and year after year, the best-dressed men, with Oriental conservatism, have been rejecting all these attempts, and have

worn exactly the same plain suits that they have been accustomed to.

* * *

It goes without saying that the covert coat will have its usual popularity during weather that is a little too cool to entirely discard an overcoat, and not cold enough to wear a heavier one. It can only be worn with a sack coat or over a dinner jacket, as it is cut too short to cover a cutaway coat. The Chesterfield can be worn over a cutaway or frock coat, as it falls to just about the knee. Two very dressy cloths from which this overcoat is made are black and Oxford mixed vicunas. Among the other fabrics used in its manufacture, undressed worsteds will be worn the most. The materials from which the winter overcoats will be made are very comprehensive, and include black, oxford and brownish, rough diagonals, friezes and vicunas, kerseys, meltons, tibets and rough chevots. There are a number of new styles that I can recommend to the well-dressed man who wants one or more overcoats for the fall and winter. Of course, this is only generally speaking, as a man must always suit his individual taste, and must also be careful to get a coat that is most becoming to his looks and figure, even if it is not all the go. First, there is the same coat that has been worn for the past few years, coming about four inches below the knee, with the regulation side pockets, one breast pocket and velvet collar. This is cut very much on the order of the Chesterfield, excepting that it is somewhat longer, and the material is heavier. The side pockets have flaps, while with the breast pocket it is a matter of taste whether flaps shall be worn or not. This overcoat looks well, but there are a great many newer



You Sell from the Book

Any merchant can make big profits selling our clothing by sample. We furnish, FREE OF ALL EXPENSE, a complete outfit, consisting of a large sample book, containing two hundred and ten samples of Men's, Boys' and Children's Suits, Trousers, Overcoats and Ulsters. Every prevailing fashion is represented and can be sold at about half the prices charged by the tailors to the trade. This clothing is fully guaranteed in every particular—is correct in style, perfect in fit, and made of the finest materials. With the book we send all instructions, advertising matter, tape lines, order blanks, envelopes, etc.

THE OUTFIT IS FREE

SEND FOR IT IF YOU WISH TO
SELL CLOTHING BY SAMPLE....

EXPRESS CHARGES WILL BE PREPAID

David Adler & Sons Clothing Co.

MILWAUKEE, WIS.

shaped overcoats that will be preferred by the good dressers. I believe that the following overcoat will be among the most popular worn by good dressers, as it looks well on almost any man, and is easily fitted to almost any shape. The materials used in its manufacture include rough cheviots and vicunas and friezes. The patterns are dark brown, or overplaid and other combinations. It is cut exceedingly long, the bottom falling within a foot of the ground. It is worn rather loose, with a broad-chested effect, a loose back, and also has a yoked front and back. It is made with vertical combination pockets, and with small rounded cuffs. With the exception of the yokes, it is a little bit like the last year's Raglan, which, by the way, is a thing of the past. Another distinct novelty is a coat of the same length, which will be affected by men who like extreme styles. Its novel cut consists of a Chesterfield front, that is, a front that falls straight and close, and a paddock back, or a back that hangs rather loose, and at the same time, follows the figure perceptibly, and is taken in at the waist. The back part of the skirt is of the loose and belled effect. It has a slanting set of side pockets, with flaps. Near the end of last winter, the yoked overcoat sprang into sudden popularity, and there is no doubt that it will be affected a great deal the coming fall by all classes of dressers. There are a great many varieties made, one of which we have mentioned above, while there is another that I would pick from the multitude as deserving of special mention. It is cut very long, as are all the yoke overcoats, and is made in a variety of fabrics, among them being Scotch wools, rather rough, in black, gray and dark gray, besides various genteel plaid effects. It has a two-point yoke in front, and a single-point yoke in the back, which ends in a pleat that grows wider as it travels along towards the bottom of the coat, making it fuller. This is one of the most stylish coats in the market and, made by a custom tailor, will be as pretty as any of the season, while most representative outfitters have it for sale for from \$30 to \$50. There is one coat that no well-dressed man of modern times should be without, and that is the "Cravenette" rain coat. There are a number of good makes made from rain cloth that is impervious to water and looks stylish when worn for dress. In fact, I know of no coat that may be worn for so many functions.

* * *

The styles of straw hats for men have undergone a curious change in recent seasons, and this is observed more particularly by travelers from London. Seven or eight years ago, the straw hat worn in England had narrow brims and low crowns, and were generally smaller than any to be had at the New York stores, and so had to be imported or made to order. After awhile, the makers, unable any longer to resist the demands of their customers for hats of this kind, began to manufacture the smaller hats, and have ever since continued to manufacture hats made on this general style. In England, the change in men's fashions has brought larger hats into the mode, and the small headgear, which is now seen in London, on the heads of travelers, is everywhere known as the American style. The small hat, however, has gone out of style among the persons most particular in such matters, and next to the Panama, the large London hat is most in de-

mand. Some American hatters are the authority for saying that in their opinion the Panama and alpine-shaped hat in America will lose a great deal of caste among exclusive dressers, while a smooth-strawed, wide-brimmed straw hat will have the call. Thus does Dame Fashion make playthings of us all. I note a slight tendency among a few men, and they are well dressed, too, to wear straw hats with larger brims. A few are seen with the old-style, low brim, in either rough or smooth straw, and with brims that are straight, and at least twice as wide as the present kind, while some brims are even wider, at least four inches wide. This style, according to some authorities, will be very popular among good dressers next year, as the narrow-brimmed hat is so very common, and the ultra-dressed man is afraid to wear a genuine Panama, because he fears that his colored servant may have an imitation that looks almost the same, at a little distance. It is to be hoped that this wide-brimmed straw hat will become en vogue, as it is good and cool, acting somewhat as a parasol in keeping away the rays of the sun. The fall crop of hats has made its appearance in the windows. It is too early as yet to tell which of the shapes and styles will take best. The Grand Duc shape is shown, but whether it will find as much favor as last fall and winter, is simply a matter of conjecture. Few hatters are pushing it. Let us hope that it will remain in the background, as it is a distinctly ungraceful hat, and is unbecoming to most men. There will not be very many changes in the shape of the derby hat, excepting in the height of the crown. It could not very well be made any lower, so it will be slightly higher, about a quarter of an inch or so. The crown of the alpine will be quite a little higher than last fall's from one-quarter to half an inch. The silk hat will remain about the same height and shape, excepting that the crown will have a tendency towards being slightly more belled.

* * *

It is said that there will be a great deal of color, and a great deal of novelty in the way of colors, in fall neckwear.

It is not thought that the narrow four-in-hand will be very much favored.

Many novelties in rich colorings, such as browns, golds, etc., will be seen in a large variety. If that is the case, it will be the exact antipathist of what generally takes place.

This year the colorings in summer neckwear have been unusually quiet; as a rule they are bright, and the fall neckwear, if the above authority is correct, will be replete with colors, instead of dark.

The question of wearing pleated shirts with tuxedos and formal dress is again popping up. The rule still remains unshaken. Only a plain, white shirt should be worn with either the dinner jacket or full dress.

It is believed that the wing collar will figure very prominently in the wardrobe of the "swell" dressers. The shape of collar will be an important factor in determining the shape cravat that will be worn.

How To Circumvent the Mail Order Houses.

A cry is going up all over the country that the big mail order houses with their ponderous catalogues are driving the country retailer out of existence.

In almost every recent convention of

state associations some one has risen to explain.

And the plaint is usually this: "We can sell just as cheaply and in some cases cheaper than the mail-order houses, yet our customers persist in sending their money away from home, in paying freight charges, and so on, in selecting from a catalogue, instead of the goods themselves. The trouble is that they do not know that we can do just as well or better for them at home."

The last sentence tells the whole story—the people do not know.

The mail-order house sends its catalogue with its alluring low prices—"why Jones never advertised any prices like that"—and the order is sent out of town.

The retailer would feel aggrieved if anybody were to intimate to him that the mail-order houses away off in the big cities had more classified knowledge about the people in his territory than he possessed himself.

Yet he sees the results of that knowledge every day—catalogues sent into his town and persistently followed up with good literature until orders result.

How many retailers have a carefully kept mailing list?

How many see to it that they not only have such a list, but that the people on the list are kept constantly in mind of the fact that they sell certain things at such and such prices?

The retailer has the remedy for this mail order nightmare in his own hands.

Study the methods of the mail-order houses—it is a queer game that two can not play at, you know.

If you have any inducements to offer that will keep trade at home—do not keep a good thing to yourself—tell your customers about it.

If you can sell goods as cheaply or cheaper than the mail-order houses—your money drawer won't show it, if nobody outside of yourself knows it.

Now here is a straightforward question: What are you doing to keep trade at home?

Are you talking interestingly in your newspapers about the new goods that just came in, how good they are, how little they cost, what a good store you have, about your bright, clean stock, and how well you can serve your trade?

How often do you go down into your

pocket and pay the printer for producing a handsome little booklet?

Do you ever get out a little paper of your own and fill its columns with bright and chatty talk about your goods and service?

Does your trade know as much about your store as it does about the inside of the big mail-order house catalogues?

Answer these questions satisfactorily and there will not be so much talk about the "ruinous competition" of the mail-order houses.

Fight them with their own weapons—good advertising.

Have a well-kept mailing list, just as they do.

Buy as much newspaper space as you can afford and fill it with good business talk—store news.

Send out a bright little booklet at certain seasons.

Have some little package slips printed and see that ones goes out with each bundle.

Take half a dozen articles from the catalogues, quote the catalogue prices and put your own prices beside them.

Show your trade the folly of ordering goods by mail, paying freight charges, etc., when they can buy them just as cheaply of you, have the actual goods to select from, and keep their money at home.

Don't call on their town pride—that is whining—give them good and sound reasons, hard-dollar reasons, why they should buy of you instead of the mail-order houses.

Be up and doing, blow your horn, infuse some new enthusiasm into your advertising. Show the people of your town that you are very much alive, that your goods are just as up-to-date, and fresh and good, and cost just as little as they can buy out of town.

And so you will live content in the enjoyment of the trade that is yours by right.

Benjamin Sherbow.

Ask to see Samples of

**Pan-American
Guaranteed Clothing**

Makers

Wile Bros. & Weill, Buffalo, N. Y.

M. Wile & Co.

Famous Makers of Clothing

Buffalo, N. Y.

Samples on Request Prepaid

Our Specialty: Mail Orders

G. H. GATES & CO.

Wholesale Hats, Caps, Gloves and Mittens
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CHICAGO CATALOGUE

MANUFACTURERS OF

Scales

HOUSEHOLD, COUNTER, MARKET, CANDY, POSTAL SCALES, SPRING BALANCES, ETC.

Village Improvement

Advantages and Scope of Village Improvement Association.

The beginning of the twentieth century is witnessing many new movements to make our villages and cities better places to live in. We Americans are culpably good natured. We tolerate nuisances for years which Europeans would abate in a day. The beginning of a new century is a good time for a town to "turn over a new leaf."

If we are making progress in civilization, the fact should appear in our homes, for homes are always a comment on their inmates. Our houses, our lawns, our walks, our doorways, our back yards are all great gossips that tell tales to every passer-by; and unlike most gossips they tell the truth—truth which the householder would sometimes prefer to keep secret.

1. Village improvement promotes the general health and lowers the death rate of a town because cleanliness is sanitary. Certain diseases like diphtheria and typhoid fever are known as "filth diseases." Villages seem to be peculiarly liable to epidemics of such diseases for lack of proper sewerage and garbage disposal. Cesspools are liable to communicate with wells. One such well may spread disease among many families; and one neglected yard in the midst of a thousand sanitary homes may endanger them all.

2. Beauty is elevating and refining. And if cleanliness and beauty are desirable for one home (my own), then they are equally desirable for many homes—that is, the whole village. And as a few neglected homes may endanger the health of the whole community, so a few dilapidated premises, like warts on a fair face, mar the beauty of the whole.

3. Beauty has market value. A dilapidated place makes property around about less desirable and therefore less valuable. We hear about the "unearned increment." That means that property increases in value when neighboring property is improved. A Village Improvement Association has before now caused an ebbing tide of prosperity to return again.

4. A Village Improvement Association cultivates public spirit which inspires generous benefactions—gifts for schools, churches, libraries and art galleries.

5. Village improvement stimulates public foresight which is ordinarily so lacking. Many a city pays millions of dollars for parks or for drives along the river side or beach which a few years before might have been secured for a song. When the citizens really set about public improvements such future needs are anticipated.

6. Village improvement cultivates a kindly interest in one's neighbors. We become more distinctly conscious of a community life, and the truth grows on us that the welfare of all is the concern of each.

7. Village improvement is happily contagious. Neighboring villages get the idea and are unwilling to be left behind.

Thus for many reasons every town, large or small, should have its improvement association.

The pioneer society in the United States was the Laurel Hill Association of Stockbridge, Mass., which was organized in 1853. At that time, Stockbridge was a little town of about 3,000 inhabitants and was a favorite resort

for a number of summer visitors of the quieter sort. It was then only an average village, devoid of any attempt at sanitation or adornment. Miss Mary Hopkins overheard some of the visitors commenting on the intelligence of a population willing to live in such surroundings. Realizing the justice of their remarks, she determined to take matters in hand and in due time she succeeded in arousing public interest, which led to the formation of the society which has transformed Stockbridge from the usual ugly country town to a place of unusual loveliness, and has served as a model for many societies subsequently formed. Village improvement has now grown to great proportions, numerous towns having societies which are doing most efficient work in improving and adorning the communities fortunate enough to possess them. Massachusetts takes the lead in this as it does in so many other good things, with Connecticut a close second, while New York, New Jersey, Pennsylvania, Vermont, Missouri and California have many such associations. In many states the village improvement associations have done wonders in the way of improved sanitation, good roads, public libraries and other substantial gains.

Next to the Stockbridge Association, that at Honesdale, Pa., is perhaps the best known. This is composed entirely of women, men being admitted only as honorary members. The work of the society is encouraged by the town council, which gives them every aid possible. All large contracts, such as paving, lighting, etc., are taken in charge by the council, the society looking after the little things which are so important. Michael Angelo said:

"Little things make perfection, but perfection is no little thing."

A village improvement association aims to promote the well being of the community by making it more beautiful and more healthful. It provides street receptacles for waste paper and rubbish; it cares for roadsides, school grounds and church yards; it encourages lawns, grass plats at the edge of sidewalks, window gardening, the removal of front fences, the improvement of back yards; it provides flower seeds and instructions for planting them; it encourages endeavor by offering prizes; it provides "Do" and "Don't" cards to be hung in schools and public places; it beautifies the grounds around the railway stations; it seeks the removal of unsightly objects; it abates the smoke nuisance; it destroys weeds and poison ivy; it plants vines by old stubs, stone walls, boulders and wayside rocks, which have been defaced by advertisements and exhortations; it promotes tree planting along the highways; it provides drinking fountains and rustic seats for pedestrians; it endeavors to preserve and enhance natural beauty; and where there is no other organization charged with such duties, it forwards movements in behalf of public sanitation, lighting, paving, parks and libraries.

The plan of work will necessarily vary in order to meet the requirements of different communities, in some places developing natural resources, and in others supplying the lack of them.

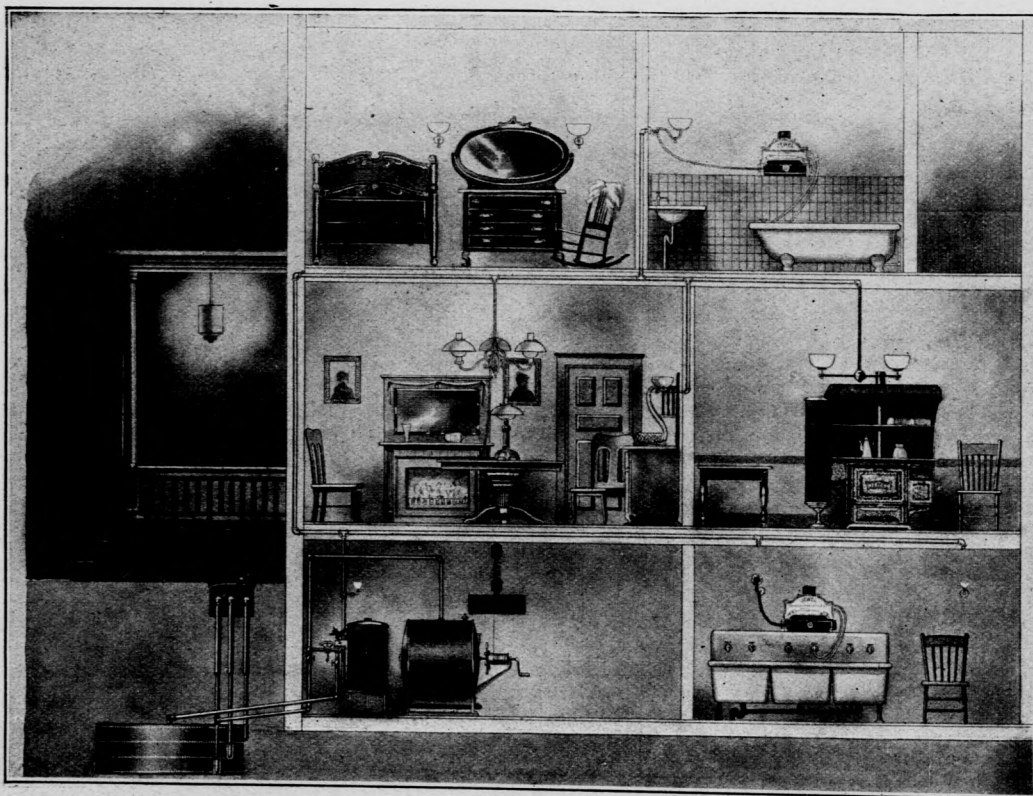
The best thing to do first is to clean up—to start a crusade against street litter and the rubbish which infests back yards. The propensity of tin cans, old rags and papers, bones and bottles to

hide behind sheds and in fence corners is as bad as it is universal.

The next natural step is to provide garbage receptacles, painted a neutral color, with tops to them, for waste paper and refuse, not forgetting the great importance of the question of its final disposal. There are many methods of getting rid of it, a crematory being the very best, but when that is not practicable, the matter should be placed in the hands of a competent committee to provide some other.

Some one has well said that women living in small places are "mud imprisoned," and as good roads play such an important part in both commercial and social life, they should come in for their full share of attention. Sidewalks, well paved and broad enough to allow for a plat of grass at the curb, will add very much to the beauty of the streets, while old trees may be trimmed and new ones planted, having regard to the selection of a good variety which will have a uniform growth, in time giving an appearance of regularity and order. Most valuable work may be done by and for the children who are always eager to help in anything of this sort. An auxiliary society may have departments similar to the "grown-up's," the work of the committee being adapted to the age and capabilities of the youthful members. The membership fee may be paid in money or its equivalent in work. Willing little hands would revolutionize the appearance of the vacant lots by digging up weeds, picking up papers and placing them and the ubiquitous tin cans in the garbage receptacles. Children can render efficient aid in keeping the home-grounds in order, especially back yards, and they

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can keep the streets clear of orange peel, banana skins and waste papers. Cash prizes offered for the best kept yards would add to the interest in the work. Prizes for vegetable gardens would be an excellent way to teach gardening, aside from the fact that a well-kept vegetable garden is a thing of beauty.

It is a good plan to divide the prize money into a number of prizes of small value, rather than a few large ones, as there is less danger of disappointment and consequent discouragement among the juvenile members. To feel the dignity of co-operation with their elders in this work of improvement for the general good, will foster pride in their homes and their town, and will prove of inestimable value. Children are great beauty lovers, and respond readily to the charm of refined surroundings.

Some public-spirited citizens will undoubtedly contribute to the treasury, but the chief source of revenue will probably be the membership fee, which should be small enough to allow every one to join the society, for the importance of having all citizens unite in the work cannot be emphasized too much. Public gatherings in the form of lawn parties, concerts and festivals of various sorts, lectures and other kinds of entertainments would not only help to fill the treasury but would accomplish the further good of promoting social intercourse.

Many former residents who have sought and found their fortune in the city will gladly respond to an invitation to do something to benefit and beautify their native town.

To accomplish great results will, of course, take time, and it is well not to undertake too much at first but begin with the work which lies nearest the hand, letting it expand as time goes on.

Things You Can't Do.

You can't stand for five minutes without moving if you are blindfolded.

You can't stand at the side of a room with both of your feet touching the wainscoting lengthwise.

You can't get out of a chair without bending your body forward or putting your feet under it—that is, if you are sitting squarely on the chair and not on the edge of it.

You can't crush an egg when placed lengthwise between your hands—that is, if the egg is sound and has the ordinary shell of a hen's egg.

You can't break a match if the match is laid across the nail of the middle finger of your hand and pressed upon by the first and third fingers of the same hand, although it may seem easy at first sight.

CHILDREN IN THE STORE.

Diversity of Opinion on This Important Subject.
Written for the Tradesman.

Successful merchants have a diversity of opinions upon the same subjects. Now there is the matter of getting business from little folks. Mr. Lawson Parks does not want children in his store at all and it makes him nervous to see one looking through his show windows. He seems to regard them as interlopers, and they retaliate by cordially hating him and nagging at him in many petty ways, and he gets back as best he can. Of course, all this is silly and the breach keeps widening, and many parents are offended. But Parks goes on doing business, sells lots of goods, and we never hear of his paper going to protest. It seems to be his way.

Still there are good business reasons for looking after the trade of the little people and, in the end, there is money in it for the merchant who gets after it in proper shape. My idea is to get the children into the store and interest them in what you have to sell. There are different ways of doing this and I shall probably not offer one solitary idea that has not been expounded time and time again; but this is such an important matter to the general dealer that it is worth rehashing. There is Mr. Smith, for instance. His plan seems to be solely to get the little ones inside his store, and he does it by giving them small presents, chucking them under the chin and, later, when the fond mammas and the doting grandmammas enter, he goes into exhaustive dissertations upon the beauties and capabilities of aforesaid infants. While this system has its advantages, it likewise has its drawbacks.

If Mr. Smith confined his oratorical powers on this subject to his private office, and admitted his audience, one at a time, all might be well; but he has a smooth and beautiful flow of language and he delights in his lingual accomplishments so that should he pursue this plan, some of his most neatly-turned sentences, his most graceful compliments and his brightest quips would be lost to the world. Therefore, he speaks in the publicity of his store, and the public often admires his ability, although it sometimes smiles at his eccentricity.

Mrs. Barclay Jones might listen ad infinitum to the laudations of her own progeny, even although she knew her bread was burning; but if, at another time, she heard a similar peroration delivered upon the qualities of the little

Squiggsses, and she had come after six yards of a particular piece of plaid skirting, the chances are that, after a very few words, she would go to the other fellow's store and buy a dress pattern that the day before she had decided she didn't want at all.

The simplest way of attracting children and getting them in the store, is to carry an assortment of goods that the little ones like, to display it attractively, ticket it at prices within their reach and then treat them "like folks" when they come in.

The average American child does not care to be coddled by strangers. It has too much independence and self respect. It likes the same sort of attention that is shown its parents. And, in reason, the kind of treatment our customers prefer is the sort to accord them.

There are children and children. When a customer becomes obnoxious it is sometimes necessary to sit down on him. Children are but human beings. They take all the liberties they can. Grown folks do the same thing, but long experience has taught them about how far they can go and pretty nearly what to expect. Children have this to learn.

So, on occasion, when they have gone a little too far, we may have to do a small job of educating, but, as a rule, it is better to use kindness than a club.

Taffy is a pretty good thing to eat,

once in a while, but it is hardly fit for a steady diet; and it may be proper to tell a parent that you admire certain qualities in a child. It is best to choose a suitable moment and not be forever dragging in your compliments by the heels, for while we may prefer flattery, many of us admire sincerity still more.

These matters are incidental. Mr. Parks and Mr. Smith have their ways and I have mine. They seem to make more than a good living, and none of my family have as yet applied for charity.

Still I can not help thinking that if you make your store attractive to little men and women, they will do such advertising for you that their fathers and mothers will sooner or later find their way there, too, and that for every little annoyance which children's trade may subject you to, you will be doubly repaid in the end.

George Crandall Lee.

Luck Against Him.

The boy in tears naturally attracted the attention of the sympathetic man.

"What's happened, my boy?" the latter asked. "Perhaps I can help you."

"I lost a quarter," answered the boy, "and when I go home I'll get licked for it."

"Oh, well, don't cry," returned the sympathetic man. "Here's another quarter. How did you lose the first one?"

"Matching," promptly replied the boy. "I have no luck at all."

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PLUG

CREME DE MENTHE.
STRONG HOLD.
FLAT IRON.
SO-LO.

The above brands are manufactured from the finest selected Leaf Tobacco that money can buy. See quotations in price current.

Clerks' Corner.

A Little Wit Goes Farther Than Much Money.

Written for the Tradesman.

When Dave Clark got to be seventeen or eighteen years old and began to want considerable spending money, he found, as most boys are liable to find, that neither the spirit nor the flesh of "the old man" was weak. So long as the youthful desire was confined to the nickle and the dime there was not much opposition, provided his dad knew where the money was going, but when the young man "got to dangle around that Susie Weightwood" and asked for a dollar and a half, as if there was no doubt about his getting it, something had to be done about it.

"A dollar 'n' a half! Great Scott! D'ye think I'm made o' money 'n', 'f I was, d'ye think I couldn't find a better use for 't 'n buyin' fill-me-diddles for Jim Weightwood's gal? 'F ye want a dollar 'n' a half you airn it. That's what I had ter dew when I was big's you be. Take it 'n' make the most on't."

The next money ye spend in that nonsense ye'll airn it. Understand?"

Dave said he did and knew when the paternal foot came down in that fashion he would have to. How? was the question that floated before him with a big question mark after it. A fellow at that age in a country store has his hands tied. Whichever way he turns, all he sees is a row of dusty shelves and a lot of dirty barrels and boxes; but from behind every barrel and box there was Susie Weightwood's pretty face and if a fellow wouldn't bestir himself with those bright eyes looking at him, he couldn't be much of a fellow, that's all.

All that day and the next and far into the night he worked and pondered. The more he thought of it the blacker the prospect grew. If he could do this or that the thing would be easy enough; but every time he brought up squarely in that old store and he began to be desperate and the only way out of it seemed to be to pack up his traps and leave—yes and leave Susie at the same time! Finally he began to bewail his condition and his surroundings. "Look at it," he said aloud one day when he was alone. "From one end of this old store to the other there is nothing but stuff and truck that's been gathering here ever since dad went into business twenty years ago. If he'd clear out the rubbish and get in something that would sell he could afford to give me an extra dollar once in a while and that's all I'd ask for."

Then an idea struck him and struck him hard and without another word he began to look along the shelves behind him to the front window. That didn't quite satisfy him and he took another shelf higher up and followed it back to the back store. Then he began to whistle. Then he rummaged the shelves again and was at it when his father came from dinner. Clark Senior watched him until he began to overhaul the show case when his curiosity got the better of him.

"What under the sun are you up to, Dave?"

"Just lookin'. What'll you take for what's in this showcase, dad?"

"What'll I take for it? What ye mean?"

"Will you take five dollars for what's in this showcase? That's what I mean."

A hasty glance showed that the goods

were undervalued, but for the sake of seeing what the boy was after the proprietor took up with the offer.

"Will you give me a month's credit?"

"Yes, with the understanding that if the goods are not paid for at the end of the month, you give them up."

"I'll take 'em."

The end of an hour saw every article in the showcase taken out and dusted and a queer collection it was. There were fish-hooks that had not seen the light for years. Thimbles that had grown rusty were taken from their retreat, polished, wrapped in tissue paper and put aside. There were cakes of fancy soap that had forgotten all about being fancy and had dried up and shrivelled down until little was left of them except the time-stained wrapper. Needles and pins that had got lost under later accumulations were brought forth until, when spread out on the counter, the contents of the case made quite an array and the young possessor was more than satisfied with the bargain he had made.

The next move was to place each article in its own wrapper and that an attractive one. Various colored sheets of paper helped to accomplish this and each article no matter how small it was was carefully wrapped and fastened with a rubber band. That done a medium-sized soap box of comely appearance was brought from the back store and an opening made in the cover large enough to admit the largest hand. The goods were put into the box and the box put under the counter for safe keeping and then the young merchant with pad and pencil bent his energies to the writing of an advertisement that would bring him fame and fortune. That was tough work; but he did it and sent it to the county paper for two weekly insertions and made a flaming copy for posting up in the store—the tenor of the advertisement being that on the last Saturday in the month there would be a commercial grab box at Clark's store at Mill River at 25 cents a grab and not a blank in the whole collection. First come, first served.

When that Saturday morning put in an appearance one would have thought that a circus was coming to town. From every point of the compass farm wagons, loaded down with human freight, were on the move and headed for Mill River, and early as Dave Clark was up he found two or three on the store doorstep when he went over to open up. Business began at once and long before ten o'clock the grab box was as empty as a beggar's can. Then it was the fun began.

When the late comers understood the condition of things they began to be clamorous and to complain that they had been misused. "Drive a dozen or twenty miles and then find they had come for nothing," they growled to Clark Senior, and he, sympathizing with them began to say sharp things to the boy, who rather objected to being found fault with from that quarter.

"If I'd asked you to let me do any more you'd a made fun of me 'n' I wasn't going to do it," a statement which the storekeeper promptly and curtly denied.

"All right, then. That's all I wanted. Here, Bill Harris, come back here and help me lug in a grab barrel that I fixed up if the box should give out too early," and a minute later saw that barrel of merchandise exposed to the eager crowd who for a quarter a grab got fun enough to make up for the often scanty quar-

ter's worth which they drew from the barrel and held up to the admiring gaze of the multitude.

When the sale was over and the customers had gone, father and son counted up the results to find that that show case had realized the snug sum of \$25 to the youngster and the barrel, made up of odds and ends that Dave had picked up and turned in, netted something like \$60, which the young fellow pushed across the counter to his father, saying as he did so, "There, dad, one good turn deserves another. I guess that pays you for giving me a chance to help myself. Now when I get out of money I'll do as you did when you were a boy, earn it."

For a minute the storekeeper didn't say anything. His throat seemed to trouble him. Then he pushed the money back and said, "It's yours,

Davy, every cent on 't. 'F the truth was known you've got a longer head on ye than I've got 'n' Monday we'll both of us turn to 'n' begin t' keep store, suthin' I hain't done'n ten year;" and they did. They had another grab sale where the customers got the worth of their money and regularly for years afterwards the Mill River grab sale was a feature in the township and the storekeeper was never tired of telling how Dave started it and Dave is never tired of insisting that Susie Weightwood put him up to it and that out of pure gratitude he insisted on making her his wife. Richard Malcolm Strong.

Why the Limit?

He—Er—er—I think your small brother a trifle impudent, you know. He called me an April fool once. She—Why April, I wonder?

WE GUARANTEE

Our Vinegar to be an ABSOLUTELY PURE APPLE JUICE VINEGAR. To anyone who will analyze it and find any deleterious acids, or anything that is not produced from the apple, we will forfeit

ONE YEAR

We also guarantee it to be of full strength as required by law. We will prosecute any person found using our packages for cider or vinegar without first removing all traces of our brands therefrom.

Robinson Cider & Vinegar Co.

J. ROBINSON, Manager.

Benton Harbor, Michigan.

Short Talk on Peas

Long experience combined with the thought and care Larson gives to the packing of Peas has placed his brands pre-eminently above all others. No stock can be complete without a line of his celebrated

North Shore

brand of Peas. Connoisseurs prefer Larson's NORTH SHORE PEAS to the fresh. They are hand-picked and packed in the shortest possible time after gathering, thus preserving perfect natural flavor. NORTH SHORE PEAS are very tender, evenly graded, and packed in liquor clear as crystal.

We are distributing agents for this brand and you will save money by ordering NOW.

GRADES:

Standard Marrowfats.	Extra Sifted Early June.
Fine Sifted Early June.	Standard Champion.
Sifted Melting Sugar.	Extra Sifted Melting Sugar.

Worden Grocer Co.
Sole Agents, Grand Rapids, Mich.

WHY MANY MEN FAIL.

The Relation of the Merchant to the Buyer.

Outside of a few years of early shoe training in a shoe store, my entire experience has been with the department store, which institution owes its existence to the dry goods merchant. I have always made it a point to know something of the nature of the dry goods departments and have learned many a lesson from their management. My contact with these departments has often led me to think that the reason the shoe man is not always a success in the department store, nor the shoe department a success with the dry goods man, is because the dry goods man and the shoeman do not understand each other.

The retail shoeman, as a rule, is an enthusiastic, egotistical sort of a man. This, I believe, results from the innumerable details connected with shoes which must be mastered before any degree of efficiency can be attained, and the mastery of which makes him secretly conscious of his own ability, very much in the same way as a skilled mechanic becomes enthusiastic over his art and sees but little outside of his particular profession. This is no sin, excepting that his enthusiasm often misleads the dry goods man into believing that the shoe department is a veritable gold mine, and the very best possible business for him to engage in. As a matter of fact, it is one of the most expensive and difficult departments in the house to run, and does not begin to show the profitable investment, even when well managed and established, that other departments do in the same house, managed with the same degree of efficiency. On the other hand, his egotism prevents him from studying the dry goods man's point of view, to know how near he might approach it.

A million-dollar cloak business can be done in a first-class way on an average investment of \$75,000, with a bigger gross profit than shoes could possibly show in an active department. Cloaks can be ordered, made and shipped in a week or ten days' time. The best average service in shoes is from four to six weeks. And this illustration is not exceptional. There are a number of departments in the department store that can order on short notice, get a quick turn and show good profit. A number of departments turn their stock from twenty to twenty-five times a year. These departments, too, are often less expensive to run, because of fewer complications as to sizes and widths, nor do the goods have to be fitted; often a display and a price card do the work.

Now, even admitting the same profits for shoes as are realized on cloaks, and for argument's sake, say the net profit is 6 per cent. in both departments, the cloak department would show a profit of \$60,000, or 80 per cent. on the \$75,000 investment per annum, while the best that can be done in shoes, where the business is conducted on the same high plane, would be the same total profit on an investment of perhaps \$250,000 or 24 per cent., which is nearly one-quarter as good an investment as are cloaks.

Now, on this basis, with these figures before the average dry goods merchant, after he has been puffed up by the average shoeman to expect the shoe department to be the best in the house, which is often the boast of the shoemen, is it any wonder that he is led to believe that the man conducting his shoe business is not a good merchant, and that he

urges the cutting down of the shoe appropriation and introduces general interference with its management to the detriment of the shoe department, and often removing the department to a remote part of the store, to give the better-paying departments a preference which he thinks they deserve from the results?

I know of a first-class New York dry goods merchant, who is generally spoken highly of in the matter of store system, who employs a merchandizer, whose duty it is to visit the different departments, looking over their stock and making it his business to see that each number or style makes the proper turn per year. This man, when going over the shoe stock, ordered the cutting out of every common sense shoe from the stock on the basis that this style had to be carried in so many sizes and did not sell fast enough to make the turn expected. He argued that this shoe should be made to order when called for.

This act demonstrated to me the reason for New York's big, growing, generous shoe stores, and the stunted, narrowly run shoe departments in stores of

excellent reputation, of long-established trade and good repute, where the general business is constantly growing, but the shoe business has practically been at a standstill for a number of years. The lesson this teaches is this—that there is such a thing as turning a shoe stock too often. I am not speaking now of the job-lot departments. The assortment must be there with sizes to fit feet, and my experience up to the present time teaches me that the turn of a shoe stock four times is excellent and highly commendable, and that in order to accomplish this a buyer must cleverly arrange his lines so as to have a good current of trade on every style and never carry four styles when three will answer. He must even take two styles that sell slowly and by a compromise of both, introduce one shoe that will please both classes of customers. All this must be carefully studied and orders placed with reliable factories to accomplish a quadruple turn.

The future, I hope, may teach me greater possibilities in this respect, or that the shoeman should wake up to increased profits to make up for the slowness of his stock. This being accepted as true, a shoeman should come out

clearly and tell the department store merchant what can be done in shoes on the most favorable basis, such as location, prominent display, etc., before he accepts the position; or, when in the position, he should endeavor to enlighten him on the shoe business as much as possible. There should be no backwardness in this respect. The more shoe knowledge that is disseminated in the store, the better for the shoe department, besides the confidence, the most valuable factor in business, which better understanding will establish between the firm and the buyer. In other words, the shoeman should work with the firm and get the firm interested in him, then success is bound to follow.

The department store man must learn that he can not fill his mammoth store entirely with departments that will bring an 80 per cent. return on the investment; that departments like shoes, furniture and carpets, which are necessarily slow, must be considered in the same light in the house as is the common sense shoe in the shoe stock. Every department can not be put on the same basis. If this is impressed upon his mind, he will be, perhaps, glad to give some of his best space to help the shoe department make the 24 per cent. profit, and let the easier departments make returns in less prominent positions.—Anthony A. Geuting in Shoe Retailer.

A. MCKAY.

DEALER IN

GENERAL
MERCHANDISE.

NEW LOTHROP, MICH. 7 Sept 1901

Tradesman Company
Grand Rapids Mich

Gentlemen I take pleasure in testifying
to the effectiveness of the Wants
Column department of the Michigan
Tradesman, based on actual experience
I carried an advertisement two
weeks which brought me a purchaser
for my General Stock, which inventories
\$7500.00

Shall use your paper again,
if I have any occasion to do so.
Yours truly

A. McKay

Woman's World

One of the Merchant Princes of the World.

New York, Sept. 20—I am not one of those designed by Providence for a life on the ocean wave and a home on the rolling deep. The sight of a table cloth flapping in the wind is enough to make me seasick, yet nevertheless, I am, in common with the majority of my fellow-countrymen, deeply interested in the forthcoming yacht races. The rival merits of the Columbia and the Shamrock, and the chances of the cup being carried back to England, are enough to agitate even a landsman's breast, and the other day I had the pleasure of viewing the challenger at short range and of being entertained on board Sir Thomas Lipton's magnificent steam yacht, the Erin.

It was growing late in the afternoon as I sailed up near the little fleet of vessels that form Sir Thomas' headquarters and are anchored just off Sandy Hook. The Shamrock, after a trial spin over the course, was just coming in across the shining water, every sail set, and looking like some beautiful gigantic white bird with her towering canvas. On one side was the Puerto Rico, a big yacht that is a kind of floating hotel for the men in charge of the Shamrock, and connected with the racing. At her side lay a tug. Then came the green-hulled Shamrock, and just beyond, snow-white and a dream of grace and beauty, the Erin.

The Erin's little launch flew to the side of our boat and in a moment more we were on the Erin and Sir Thomas was saying "How 'ye do'" with unaffected cordiality and hospitality. He is a big, tall man, with a big, square-looking head and a ruggedly handsome face. He has keen eyes that look you straight in the face, honestly and sincerely; and with a twinkle of humor that is ready to catch fire at the slightest approach to a joke.

We had entered the cabin as we were speaking and, womanlike, my eyes were roving around, taking in the details. It is a sumptuous apartment, with heavy carpets on the floor, wide leather-covered couches and a collection of sofa cushions that raised feelings of deepest envy in my breast. A canary in a gilded cage hung from the ceiling, the perfume of ferns and flowers, mingled with the odor of good tobacco, gave the peculiar, fascinating, spicy flavor that always distinguishes a distinctively man's room, and on a pedestal over against one wall was a superb piece of silver, several feet long, representing a boat under full sail.

Down below were Sir Thomas' room and the guest chamber of honor and the other sleeping rooms. Sir Thomas' room and the guest chamber were little dens, done in silk and lace and looking like the boudoir of a beauty, with all their silver and cut-glass toilette appointments. Just beyond was the drawing room, a long apartment, with the walls covered with a pale pink silk brocade, figured in tiny Dresden flowers. There were great, luxurious satin chairs and couches in delicate tints, but the chief objects of interest were immense photographs of Queen Victoria, King Edward and Queen Alexandra and President McKinley, all bearing the autographs and a personal message from the distinguished senders.

A narrow corridor leads from the drawing room to the dining room, and

this is made interesting by a superb series of colored photographs, representing the last yacht race, in which the Shamrock I was defeated. The dining room is magnificently furnished, but its treasures are two splendid pieces of plate, one the souvenir by the guests on board the Erin at the last races, and the other the trophy presented to Admiral Nelson by the city of Portsmouth, and which was afterwards given to Sir Thomas.

On the upper deck is the smoking room, fitted up with Turkish hangings, and containing two immense books of photographs, showing every detail of the building of the Shamrock II., the launching, trials, and, most interesting of all, the terrible accident when the mast broke, carrying sails and all to the bottom of the sea, and coming so near killing the King of England.

Just without the door stood a big, white-spread table, flower-laden, and in the center the great gold loving cup, a marvel of artistic work and design, that was presented by Americans to Sir Thomas, and that is one of his most cherished treasures. The forward deck, big and broad, was gay with awnings and willow lounging chairs, filled with cushions.

Sir Thomas takes yacht racing very seriously and goes at it with the same methodical business acumen that he has applied to the other affairs of life, and that has made him one of the most successful men in the world.

"Racing for a cup is not holiday yachting I can tell you," he said, stretching out his long, white flannel-clad legs as he leaned against the back of the luxurious wide couch. "To begin with, to get a boat ready, it means two years of hard work and study over designs and plans and building. Then you have no idea of the amount of detail—of things to provide and see about that it takes to keep a fleet like this going," and he waved his hand out towards where the Puerto Rico and the tug stood guard around the Shamrock. "I am accepting no invitations," he went on. "I don't even go ashore. I am staying right here with my boat. I came over to get the cup, and if I don't, I shall at least have the consolation of knowing that I did my best. I am not going to think afterwards that perhaps if I hadn't

neglected this or that, I should have won."

Then Sir Thomas, with his keen gray eyes, rather reminiscent, enunciated a bit of philosophy that may be at the bottom of his success. "I am a great believer," he said, "in doing one thing at a time. There are men who say that they can go out in society, be at balls or parties or theaters half the night, and then be just as good business men the next day. I don't believe it. They don't bring as clear a head or quite as much energy to their work, and in the end the man who attended strictly to business passes them in the race for fortune."

Personally, few men are more interesting than Sir Thomas Lipton. To me there is no other story on earth so fascinating, so thrilling, so inspiring as that of a self-made man. Sir Thomas is that. He has touched life at every point. He knows what it is to come to New York in the steerage and to come in a yacht that is a floating palace. He has known the society of the humblest laborer who works in a rice swamp and the companionship of kings, and through it all he has kept a heart that has been as unspoiled by riches, as it was unembittered by poverty.

Fifty years ago he was born in Glasgow. His father was a small dealer in provisions, and Sir Thomas worked for him during the hours when he was not in school. When he was 14 he persuaded his father to let him hire to a larger merchant and at the end of the first week he carried his first money—what corresponds to a dollar in our currency—to his mother.

Four years later, when he was 18, he came to New York to seek his fortune, but New York did not give the poor lad, who had arrived in the steerage, as hearty a welcome as she bestows now upon the prince of yachtsmen, and not finding anything to do, he drifted south to Charleston, S. C., near which he obtained employment as a kind of accountant on a rice farm. He stayed there for several years, saving his money, and by the time he had reached his majority he had accumulated enough to go home and establish a small provision store.

From the first he was an ardent believer in advertising. He tried a thousand devices to catch the public eye.

LIGHT! LIGHT!



Long nights are coming. Send in your order for some good lights. The Pentone kind will please you. See that Generator. Never fails to generate.

Pentone Gas Lamp Co.,
141 Canal St.
Grand Rapids, Mich.

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. Hubert, 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.

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.

One was comic pictures showing the "before" and "after taking" effect, the fat man bearing a legend, "I have been to Lipton's," the lean one saying, "I am going to Lipton's." Another time he bought some enormously fat pigs and had them driven through the street, each branded with "Lipton's." Intelligent advertising always pays. The store prospered. Then he started another and another until Lipton's stores were scattered all over the country.

England is a nation of tea drinkers, but tea was very high and Sir Thomas conceived the idea of introducing Ceylon tea. He first slipped quietly over there and bought up immense tea estates, and thus he was enabled to sell direct to the consumer, avoiding the expenses of the middle man. It was for the same reason that he later bought and established packing houses in the United States, and thus by thrift and energy and hard work, the poor boy rose to be one of the merchant princes of the world.

He has given much to charity and is the principal supporter of the new Queen's pet charity, "the Alexandra trust fund," which supplies food to the very poor of London at the lowest possible cost.

Sir Thomas is a bachelor and when he is at home lives in a beautiful place about twelve miles out from London that has wonderful old gardens about it and is half villa and half bungalow. Here he has horses and dogs, and all the amusements dear to a bachelor's heart, but his favorite amusement is yachting. That is his hobby, and if the cup must go across the water, no one will begrudge it to this gentleman, who has shown that he is a thorough sportsman and a gallant loser.

"Which boat will win?" I asked at parting.

"Ah," he said, with a shrug, "I don't know. They are both much alike, and with a strong wind, and a steady wind, it will be the closest and most exciting yacht race the world has ever seen."

Dorothy Dix.

Throwing Things Away.

"Always before we move," said Mr. Billtops, "we go through everything in the storeroom and cull out and throw away the things that we do not want. If we never moved I do not know but what finally we would be buried under the accumulation of things which from time to time we save."

"We save tons of newspaper clippings alone and we always have a pile of magazines containing articles that we want to read over again, but never do. We put away old clothes and don't know what not of things we've got through with that are of no earthly use to us, but that we hate to throw away. And how we do hang on to some of these things. Why, say, we've got boxes and trunks containing things that we've saved in that way that we've been lugging around for years, paying to have them moved and giving up room for the storing of them, that we never look into at all. We couldn't tell what was in some of them without looking, but they are things we sort of hate to throw away and so we keep lugging 'em around."

"I don't want to drag in melancholy thoughts in a cheerful conversation, but I find myself wondering sometimes, now, as I grow older, what will become of all this truck we save up, in this way, when we die. It will all be just lying there, and those who come after us will look at it and wonder what under

the canopy we saved it for, and then they'll throw it away; which I tell Mrs. Billtops we might just as well do now ourselves and get rid of it. There's nothing in the whole blessed storeroom that we might not with perfect safety throw right out without ever looking at it. Oh, of course, that is rather a sweeping assertion; there are blankets there, and that sort of thing stored away for the summer; but, nevertheless, it is substantially true that all that miscellaneous array of boxes and bundles there, of odds and ends of one sort and another, we might just as well throw away bodily, and we never'd miss 'em. We had a curious experience in this way last fall.

"Weeding things out then, in the usual manner, we set out of the storeroom one day three big boxes of stuff to look over. But somehow these boxes got mixed in with the stuff that had been looked over and was ready to throw away; and away they went, never looked at; and we never discovered it until the next day. Then there was a time! Mrs. Billtops wanted to have me go right away and see Percy Nagle, and find out what dump the things collected on our block went to, and see if I couldn't get the boxes back. Our oldest daughter, Lucinda, was sure the green box contained all of her very best patterns, and I don't remember now what other things of tremendous value those boxes did contain, but I staved the folks off, somehow, from day to day, and gradually they felt easier about it and in a week they forgot it.

"That was a year ago. And do you suppose we've missed anything? Why! Not a thing. There wasn't anything in those boxes that we really wanted to use; if there had been we would have kept on using it. But we had hated to throw the stuff away."

"I tell Mrs. Billtops, as I said before, that it would be perfectly safe to clear out the whole storeroom without looking at the stuff at all; that we never store cash there, nor title deeds, nor anything of real value. But she says 'no, she'd rather look things over.' And I suppose that some of these old things, anyhow, may have in old associations a value that will make us cling to them to the end."

Cora Stowell.

What They Are There For.

The car was behind time, but the conductor obligingly awaited the approach of a fat woman, frantically waving her parasol and wabbling up the road like a duck which sees a pond. As she was being assisted to the platform the impatient brake manipulator on the front end clanged the bell and started the car. The sudden jerk threw the fat person off her balance, and she would have fallen but for the farer's firm hand.

"I can't see for the life of me why the car company hires such a lot of country greenhorns," she irately exclaimed, turning on the unoffending conductor; "you're not fit for anything but handling hogs."

"Perhaps that is the reason the company engages us," he responded, pleasantly.

She wonders why the passengers laughed.

A Parisian professor suggests a certain treatment of silk for enhancing its hygienic value. The process consists in combining gun cotton with silk or wool by impregnating either of them with a solution of collodion or a solution of celluloid. The material to be treated is made into a roll, either of loose fibrous material or as a fabric, according to the purpose for which it is designed. This roll is immersed in a cylinder filled with the solution.

Sears Bakery

Grand Rapids, Michigan

Please send sample of your Grand Combination of

New Cakes

Hazelnut—Round with scalloped edge, fine flavor, mellow and exquisite..... 10c

Spiced Sugar Tops—Round, very rich, attractive appearance, spiced just right..... 8c

Richmond—Nearly square, Richmond jam filling, popular with all..... 10c

Dealer.....

Town.....State.....

Cut this out and mail to above and sample will be sent without charge.

MICA AXLE GREASE

has become known on account of its good qualities. Merchants handle Mica because their customers want the best axle grease they can get for their money. Mica is the best because it is made especially to reduce friction, and friction is the greatest destroyer of axles and axle boxes. It is becoming a common saying that "Only one-half as much Mica is required for satisfactory lubrication as of any other axle grease," so that Mica is not only the best axle grease on the market but the most economical as well. Ask your dealer to show you Mica in the new white and blue tin packages.

ILLUMINATING AND LUBRICATING OILS

PERFECTION OIL IS THE STANDARD
THE WORLD OVER

HIGHEST PRICE PAID FOR EMPTY CARBON AND GASOLINE BARRELS

STANDARD OIL CO.

Fruits and Produce.

Wonderful Brand of Apples Up in Maine.

Prospect, Me., Sept. 20.—On the tenth day of next month the farmers of Waldo and Kennebec counties will celebrate the centennial of John Grant's birth by holding meetings in several towns and otherwise honoring the memory of a man who was looked upon as a harmless crank while he was alive and to whom fame came long years after he was dead. The story goes that Grant was the son of an Irish soldier who deserted from the British army during the Revolutionary war and married a half-breed Indian squaw, from which union many of the Grants in the East are said to have descended. The elder Grant was part lumberman, part farmer and more than half hunter, getting a precarious living from many callings and dying a week after he received notice that a pension had been granted him for his services in the war of 1812. John Grant, the son, inherited more than 1,000 acres of land and a lot of bad habits from his father, and was going the pace that kills when a Methodist exhorter came along and gathered him into the church, after which event he continued to lead a godly life until the day of his death.

John Grant's only claim to fame lies in the fact that he invented a new breed of apples in the days when he was given over to sin. Most new and desirable varieties of apples are produced by planting the seeds of the natural fruit, and selecting the best result of many plantings as the tree from which scions should be cut. Grant's method of begetting a new fruit was wholly different from anything that was then known, because he may be said to have whittled out his apple tree with a pocket knife, thereby performing a feat that even Nature at her best had never attempted. About 200 acres of Grant's farm was in orchards, which yielded him great quantities of cider, for which there was a good market. He could grow and harvest all the sour fruit he cared to use but when he tried to raise sweet apples, of which he was very fond, the sailors who went past the foot of his orchard on coasting schooners, walked in by night and stole every sweet apple as fast as it was fit to eat, often breaking down the trees in their haste to secure as many as possible.

Grant tried shotguns, steel traps, bulldogs and many kinds of profanity without effect. Then, after enduring many disappointments for five or six years, he swore a big oath that he would build an apple that should fool the sailors and enable him to have some sweet fruit to put in his cellar for the winter. As the Methodist clergyman had not arrived at that time; he took the widest liberty of speech and those who heard him said he went the full limit.

The Indian blood in his veins had made Grant quick of observation and enabled him to learn things about nature that are concealed from most men. He was led to believe that if he could split a scion from a sweet tree and another scion from a sour tree in halves, and place the half of a sweet scion against the half of a sour scion and make them fit so exactly that both sides would live if they were inserted in a healthy stock, he would produce a fruit that was sour on one side and sweet on the other. On trying the experiment he found that such a result was not possible from the terminal bud of the twin scion, but all shoots further down the graft would yield sweet fruit on one side and sour on the other. Although the terminal bud is hard to make live, so hard that the end scion is usually cast aside, Grant was successful in about one trial out of ten, and when his sour-and-sweet apples were found growing in the orchard the

builder of the fruit was pronounced as one possessed of Satan, and shunned by the truly good as if he had been an emissary from the pit.

Although Grant had proved his theory and astonished the neighborhood, he had not accomplished his object. He argued that sailors who stole apples in the dark made their selection by tasting the fruit, and that as a man naturally plucked an apple from a tree by grasping the fruit from the top near its junction with the stem, it was obvious that he would make his first bite into the small or blossom end. If the test proved the apple to be sour the tree would be left alone. Otherwise it would be stripped. In making an apple that was half sweet and half sour, both qualities running in vertical lines down the fruit he had reduced the danger from thieves by 50 per cent. The question now was to make an apple that should be sour at the blossom end and sweet at the stem.

As it was obvious that such an apple was impossible he set about the construction of a fruit in which the sweet and sour should be inclined to their common axis in such a way that while one side should be acid and the other saccharine, the sour should overlap the blossom end, where the test was always made, and the sweet should have a monopoly of the upper half. It took him six years to accomplish the work. When it was done and his orchard was grafted to sour-and-sweet apples the sailors went to other orchards for their fruit, giving Grant time to attend prayer meetings, where he became acquainted with the clergyman who wrought his reform. Indeed, Grant always declared that his conversion was directly due to his ability to produce an apple that was proof against the sailors, because not only did the absence of thieves enable him to go to the prayer meetings, but it was a fact that a man who could not swear had no business with an orchard infested with nocturnal thieves.

From the day of his conversion Grant led a Godly and upright life, cutting his apples in two diagonally, eating the sweet half and turning the sour section into cider from which it took its way to the vinegar barrel. In 1856, learning that a New York pomologist had manufactured an apple that was half sour and half sweet, he applied to the United States Patent Office for papers to protect him in his right of prior discovery; but the examiner, learning that Grant's invention had been in use among the orchards of Maine for a score of years, refused the petition. After Grant's death the sour-and-sweet apples continued to hold a high place among Maine fruit, although the Baldwins and Greenings brought better prices. Ten years ago, when Maine dealers began to ship apples to Liverpool, a Prospect farmer put up fifty barrels of Grant's invention as a venture. Word came back inside of a month to send all the sour-and-sweet fruit that could be found, as it was just the kind that Englishmen wanted. Since then Grant's apples have brought a half a crown more on the barrel than any other variety, and all the big orchardists are grafting their trees to fill the growing demand.—N. Y. Sun.

Easily Explained.

"I may be pessimistic," said the talkative man as he smiled softly to himself, "but, nevertheless, I am sincere in my opinion that 'the honest old farmer' is a misnomer. I make a business of buying wool direct from the farmers every spring, and am thus brought in close contact with them, and my experience has been that the tiller of the soil is like the great bulk of humanity—on the outlook to get the best of you if he can."

"Last spring an old farmer delivered to me a load of wool that brought down

the scales to a point that made me suspicious, and I investigated matters. The weight was easily explained when I opened the fleeces, for I found a big cobble stone as large as my two fists in every one of them.

"Come in here," I said to the old man. "I want to show you something."

"He followed me inside, after carefully selecting a straw to chew on, and I pointed without comment to the pile of rocks that I had discovered. Feazed? Not a bit. All he said was:

"Darn them fool sheep. They've been rollin' again on that rocky ground!"

One Consolation.

Blobbs—Kicking about your ice bill, eh? Just think of next winter and the bills for coal!

Slobbs—Well, coal doesn't melt before it has a chance to get into the cellar.

Geo. H. Reifsnider & Co. Commission Merchants

and Wholesale Dealers in
Fancy Creamery Butter, Eggs, Cheese
321 Greenwich Street, New York
References: Irving National Bank of New York
and Michigan Tradesman.

Geo. N. Huff & Co.

WANTED

10,000 Dozen Squabs, or Young Pigeons just before leaving nest to fly. Also Poultry, Butter, Eggs and Old Pigeons. Highest market guaranteed on all shipments. Write for references and quotations.

55 Cadillac Square, Detroit, Michigan

WATERMELONS

CANTALOUPE, GEM AND OSAGE MELONS

Fine fresh stock in constant supply at lowest prices. Send us your orders. We want to buy Cabbage, Potatoes, Onions and vegetables. Write us about anything you have to offer.

THE VINKEMULDER COMPANY,

14-16 OTTAWA STREET,

GRAND RAPIDS, MICH.

SEASONABLE SEEDS

MILLETS,
FODDER CORN,
BUCKWHEAT,
DWARF ESSEX
ROPE,
TURNIP SEED.

Prices as low as any house in the trade consistent with quality. Orders filled promptly.

ALFRED J. BROWN SEED CO., Seed Growers and Merchants,
Grand Rapids, Michigan.

Order direct from the grower

Red, White and Blue Grapes

by thousand baskets, ton or carload.
No fruit shipped on commission.

WM. K. MUNSON, Grand Rapids, Mich.

Proprietor of Vinocroft

Rural Route No. 4

Citizens Phone 2599

POTATOES

Wanted in carlots only. We pay highest market price. In writing state variety and quality.

H. ELMER MOSELEY & CO.

GRAND RAPIDS, MICH.

Long Distance Telephones—Citizens 2417
Bell Main 66

304 & 305 Clark Building,
Opposite Union Depot

We are making a specialty at present on fancy

Messina Lemons

Stock is fine, in sound condition and good keepers. Price very low. Write or wire for quotations.

E. E. HEWITT,

Successor to C. N. Rapp & Co.

9 North Ionia Street, Grand Rapids, Mich.

LEADING PRODUCE HOUSE ON EASTERN MARKET

F. J. SCHAFFER & CO.
BUTTER, EGGS, POULTRY, CALVES, ETC.
BUY AND SELL

We'll keep you posted. Just drop us
a card.

DETROIT, MICH.

BRANCH AT IONIA, MICH.

The New York Market

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

New York, Sept. 21.—It has been a week of mourning and the interruption to business covered a good part of three days, so that the volume of trade has probably been lighter than for a long time. With every assurance that the incoming administration will pursue the McKinley policy, dealers are pressing on as before and the year will close as the banner one of the century.

Coffee is higher. This is owing to an advance in the rate of Brazil exchange and the advance is "on paper," rather than on actual coffee. For the staple, there is a demand that is of an average character, but nothing more and, while the close of business shows a fractional advance, the fact remains that the amount of Brazil coffee in store and afloat for this country now reaches a greater total than ever and the aggregate shows 2,054,773 bags, against 844,751 bags at the same time last year—almost 2½ times as much. Taking this, with the report that the supply at primary points continues very large, there is no legitimate reason, as has been stated many times, for any advance in quotations. At the close No. 7 is worth 5¼c. Mild grades are quite firm and good Cucuta is worth 7½c. East Indias are steady and unchanged as to price.

Little new business is reported in sugar and we have a market that in general aspect is unchanged from a week ago. The trading being done is of withdrawals under old contracts and the general disturbance of business has been reflected, perhaps, as much or more in the sugar market than in that of any other staple. Refiners are making prompt deliveries, as a rule, although in a few soft grades they are said to be somewhat behind and quotations show little if any change.

The tea market gains strength and this is especially true of green tea. Dealers are better pleased with the "appearance of things" than they have been for a long time and, if certain things happen, we shall become a nation of tea drinkers. Prices are showing a little advance all the time.

Potatoes have gone out of fashion and rice has come to the front as boss. The demand has been most excellent and orders have come from every section of the country by mail and wire. Supplies are small and the promise is for well-sustained quotations for the remainder of the season. Prices have not made as much advance as might have been expected, but there is "time for improvement" in this respect. Choice to head is quotable at 5¼@6¼c.

No change has taken place in the spice market and matters move along without a break in price. Dealers are confident and think that from now on the "deadly monotony" will be broken by a good run of trade.

Molasses is firm. There has been a pretty good business and, with moderate supplies, the chances are that we shall witness some advance. There is real difficulty in procuring open-kettle grades and they sell readily within the range of 35@42c. Good to prime centrifugal, 17@30c.

There is a lull in canned goods. It may be owing to the general interruption, or to the fact that for the present buyers have stocks to last a little while. More liberal offerings of corn and tomatoes are being made and it looks now as though there might be a fair pack after all. The corn from New York State and Maine is of excellent quality this year—better even than usual. Prices of tomatoes sag and Maryland goods are

now offered at 85c f. o. b. and Delaware 92½c, delivered here. Peaches are worth for No. 3 yellows \$1.25 for Baltimore pack. Salmon are in light enquiry.

Lemons are selling with the usual amount of activity shown in September. This is not saying much, but matters have been worse.

California oranges have moved readily at regular rates—\$4@4.75 per box.

There is some slackening in the demand for dried fruits. Currants, however, are selling well and recent arrivals show a better quality than for some years past.

Butter is firm. The weather has been favorable, the demand good and with rather light supplies, the market is firm, with best Western creamery held at 21c; seconds to firsts, 17@19½c; imitation creamery, 15@17c; factory, 14½@15c½.

There has been some improvement in export demand for large full cream cheese and the market is pretty well cleaned up. Best grades are worth 9½c for colored and ¼c less for white.

The egg market is strong and choice Western stock is worth 20c. Canded, select, fresh gathered, 18½@19c.

A Feast on Ripe Bananas.
From the St. Louis Globe-Democrat.

"Bananas were cheap in New Orleans the other day," said A. S. Giralfo, of that city, who is stopping at the Planters' Hotel. "So cheap were they that you could get all you wanted for nothing. The city, which is usually plentifully supplied with the fruit, was glutted and bananas were tossed into the harbor to furnish food for the fishes."

"It came about through one of the steamers in the Honduras trade slipping into port three days overdue. When the vessel got to its wharf it was discovered the bananas were too ripe for shipment North. There was nothing to do but give them away. Probably a thousand bunches were aboard the vessel, and when the local merchants saw that everybody could get bananas they protested. After half of them had been dealt out to individuals the balance were thrown into the water. Five hundred bunches did not seem like a great many, but when you consider that one bunch is the heaviest stock a banana merchant usually carries you can understand that the market was overstocked in that vicinity. The loss, however, will hardly be felt in the North, because there are too many steamers coming into port all the time with the fruit from South and Central American points."

Florida Lobsters.
From the Florida Times-Union.

Below Miami we have a substitute for the lobster that lives in the crevices of the coral rock until his season comes, and then he sprawls over acres of sand, fat and fine. This Florida sea crawfish is of excellent flavor, grows to four pounds in weight, is abundant and easily taken. He is not only the equal of the lobster, but better. It only remains that he be introduced to the gourmand with proper preparation and he will immediately become a favorite. We would much prefer to see some Floridian grow rich on this Florida dainty, but if none of us will do so, let the fishers of the North Atlantic come down and take possession; it is not well that such good eating be left to the watery world alone.

The Sex Problem.

"You haf been buyin cast off clothing, Louey?"
"Yah!"
"Vas dey ladies or gents?"
"Dot vas more den I could say."
"You don't know?"
"No; dey was shirt waists."

Established 1876.

H. F. ROSE & CO.,

Phones 504.

Fruits and Produce on Commission

24 Woodbridge Street West, Detroit, Mich.

Members Detroit Produce Exchange and National League Commission Merchants.

Correspondence solicited. Reliable quotations furnished. Quick sales and prompt returns.

R. HIRT, JR.

34 and 36 Market Street, Detroit, Mich.

FRUITS AND PRODUCE

Write for Quotations

References—City Savings Bank, Commercial Agencies



Highest Market Prices Paid. Regular Shipments Solicited.
98 South Division Street Grand Rapids, Michigan

MOSELEY BROS.

—Jobbers of—

ALL KINDS OF FIELD SEEDS

Potatoes, Onions, Lemons, Peaches. Carlots or less.
Correspondence solicited.

28-30-32 OTTAWA ST. GRAND RAPIDS, MICH.

D. O. WILEY & CO.

20 Woodbridge St. West, Corner Griswold, Detroit, Mich.

Commission Merchants

—AND—

Wholesale Dealers in Foreign and Domestic Fruits and Country Produce

We solicit consignments of Fruits, Butter, Eggs and all Country Produce.

References: Preston's National Bank, Mercantile Agencies.

F. P. REYNOLDS & CO.

Dealers in Foreign and Domestic

FRUITS

Berries, Early Vegetables, Cranberries, Sweet Potatoes, etc. Send for quotations.
12-14-16-18 Woodbridge Street West, 40-42 Griswold Street, DETROIT, MICH.

Four Kinds of Coupon Books

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

TRADESMAN COMPANY, Grand Rapids, Mich.

All sales
case count.
Remittances
made daily.

L. O. SNEDECOR

Egg Receiver

36 Harrison Street, New York

REFERENCE:—NEW YORK NATIONAL EXCHANGE BANK. NEW YORK

Special
trade for
fancy marks.
All our re-
ceipts re-
ceive person-
al attention.

Window Dressing

Qualities Necessary for a Good Window Dresser.

To be a good window dresser I should say that a young man should be a first class dressmaker, a milliner, a cobbler, an artist, a good carpenter, a clever sign painter, a plumber and a master of colors. He should have a fair knowledge of civil engineering and the higher mathematics, to say nothing of medicine and the drug business, or to mention his abilities in iron forging and horseshoeing. He can not know too much, and the better education he has had and the more his mind has been broadened by scientific researches and foreign travel the better adapted will he be for the business. I think that a young man, if he could, should go around the world at least once before thinking of taking a position in a big department store, where he will be called upon to arrange Oriental novelties and Chinese mattings, together with Turkish rugs and the wares and finery of every nation of the globe. It is a constant study, and, like the editor, each day we learn a new lesson and discover something that we had never dreamed of before.

He must be a good judge of human nature and have the qualities that make the scene painter and the magician successful in their separate walks of life. His colors and fabrics must be arranged to present a beautiful and complete picture to a person ten to twenty feet away, and must tell something to that person which will make her feel that it is absolutely necessary to her welfare to go right inside and purchase one of the articles displayed.

His work must have as many magnetic qualities as artistic ones, and the magnetic ones must be much stronger and so deftly concealed that the passer-by will not realize that she is being drawn to the display. She must first be attracted, then enticed and finally convinced, and the window dresser should prepare his displays with these three steps in view, and should never lose sight of the main object of his existence, that is to say, the drawing of trade, and must consider himself a failure if he does not bring customers to the house, although his windows may be the most beautiful and the most gorgeous in the town. He is the most important advertising medium that the store employs, and if he does not pay he will probably find himself discontinued.

As to the technical side of the business there is so much to say that it would fill a thick book. Each new situation or scheme of decoration calls for new technical ability and presents new problems that must be solved by the dresser. We can have but few rules to go by, and these must be broken often. In goods of different colors great care must be taken that no bad combinations are made and that everything harmonizes with everything else. This arrangement must be watched very carefully in displaying fine silks or satins, for one mistake might spoil the effect of a whole display, and there would be a marked falling off in the sales.

As a rule the lightest goods are placed near the back of the window and the darkest in front. This is the logical arrangement and shows them off much better. At the rear of the window there must be an attractive background that will help impress the goods on the prospective purchaser.

Perhaps this background is made from what we call an "accessory" and may be a drapery or a curtain, or a bit of the goods themselves, but whatever it is it must bear the relation to the display that scenery does to a theatrical performance. We call these outside helps accessories, and under the title we classify all the wax figures, the chairs, lights, fans, umbrellas or anything that we use to give the window a good tone.

In displaying some goods it is always desirable to show that we have a lot of them on hand, and with others we have found that if our window display can convey to the public the idea that we have only a few yards or so of each pattern, it will help the sales very much.

This is especially so with fine silks that are displayed in the fall when everyone is getting winter gowns; if we take a few of the choicest patterns and put them in our windows, and give them the proper arrangement with the proper accessories, invariably the customers will ask us if there is not just about enough to make one gown of such and such a piece, and everyone is in a rush to buy up the choicest; the ladies have a great fear of seeing their costumes duplicated by some one who does not give it, perhaps, the same artistic setting or embellishment and spoils its effect.

Our most important accessories are our wax figures, and we have special ones that are used for nothing else but the display of silks and fine dress goods, and others for lawns and less expensive materials, and still others for sporting goods and for use on the floor of the store. These wax figures have to be handled very carefully, of course, or they will be damaged and they are forever losing their complexions. About three times a year we have workmen come to retouch them; they repaint and brighten them up.

We have to spend a great deal of money on these figures, for if there is one thing that will Jonah a window quicker than another it is a bad looking wax figure. We have some figures that are very life-like and when we get them in the window, dressed in a \$200 or \$300 gown, with yards of beautiful fabrics strewn around them, they are mighty hard for a woman to resist. We make great use of electricity, too, for the night effects, but, as a general thing, these night displays are only made during the fall and winter. During the summer months, when the days are short and the stores close early, nearly everyone that can gets out of the city, and we would waste time to make much display for the people who pass during the summer months.

The season which officially opens the window dressing is the fall, when the people are getting home from the country and thinking about what they shall wear during the season. Then we have our chance, and we are supposed to do our best work, and we might be said to be the most important department about the store. The first display is always on the fine dress goods, on the laces and the tailor-made gowns and the high-class novelties that the different manufacturers introduce.

I make the rounds of each department, talking with the buyers and looking over the new stuff that is coming in, and find out what are likely to be the best sellers, and thus arrange the groundwork of my display; then I get a pile of the goods I want and cudgel my brains to plan my scheme and arrange the win-

dow in the most pleasing manner. Sometimes it takes a great deal of thinking to get what I want, and again an idea will come to me all of a sudden, and I will get the thing in shape in a short time. Our display windows of silks and stuffs last September made us a reputation all over the country, and it was photographed and mentioned by a number of trade journals, and several big department stores asked for a description of it.

The fall goods displays last until about the first of November, and then we begin to make our holiday suggestions and gradually work up to our magnificent holiday displays. We have to work very hard for a couple of months just at this time, and our brains have to be going pretty lively.

During January and February we begin to arrange for our spring goods and put out the first forerunners of the styles. We make the transition as gradual as possible from one season to another, lest the customers would forget about the departing one too soon and still be unprepared for the coming one, and thus leave a space in which there was little business. We generally manage to repeat some September stuff in January and February, along with the new things, and retire it gradually as the holidays are left behind and Easter approaches.

With this feast spring is generally supposed to be with us and all vestiges of heavy goods are retired and our windows run to light stuffs and delicate colors and especially to bonnets and millinery. After the 10th of April we begin our sporting goods displays and continue them during the summer until the fall. We keep one or more windows always filled with different kinds of clothes and articles pertaining to outdoor recreation all the year around, but in the spring it receives most attention.

The articles hardest to display are handkerchiefs and all kinds of small goods, for it takes a lot of time to handle the different pieces that are necessary, and the work is tedious. We can not get very much action into a display where the articles used are as small as handkerchiefs, and there is a great deal more satisfaction in making use of larger goods.

We are very careful not to put certain goods in a window near the left entrance of the main door, for we have found that invariably when we do we do not sell a yard. And if we use that window for a class of goods that is very hard to move even when advertised at a very low figure we have remarkable results. The different buyers, of course,

all want the choice of windows for their departments; they think that a good display will help their sales and thus reflect to their credit, but we can give them no preference. We know just about what window to use for different things and do not vary from it.

There are many customers who come into the store attracted by the window display, and refuse to accept anything but the articles used in the window itself. This is about the most peculiar trait of character I have run across in the business and can not understand it. We have had women come in here and insist on having one of the articles in the window, and we either had to get it for her or lose the sale. Sometimes when the purchase is an important one we will humor them, but otherwise we will not do so.

We have other people who come in, and if they happen to strike a department when a new line of goods is being displayed they will ask us not to show them in the window; they do not want it known that we have the goods, for they are suited so well, and are selfish enough to wish to keep the whole discovery and not share it with another customer. Of course we smile at this request. We have cranks come in and want to display things in our windows, and made all sorts of impossible requests. One chap had written a book, and offered to give us half the proceeds if we fitted up a window and gave his work a boost.

There is an old lady who is always running in with suggestions, and who bothers the life out of me with her ideas for a beautiful window. They are always impossible and could not be used anywhere. The longest time I ever spent on a window was four days, and the shortest was half an hour. The half-an-hour window was praised a great deal by the firm, and one of the members, who did not know how much time it took to get it ready, told me that I should not spend so much time on the displays. George H. Grover.

He Ought To Be Dead.

Tommy had had pneumonia, so had been for some time in a hospital, where they had treated him so well that he was much averse to the prospect of being discharged as "cured." One day the doctor was taking his temperature, and while Tommy had the thermometer in his mouth the doctor moved on, and happened to turn his back. Tommy saw his chance. He pulled the thermometer out of his mouth and popped it into his tea, replacing it at the first sign of the medico returning. When that worthy examined the thermometer he looked first at Tommy, then back to the thermometer, and gasped, "Well, my man, you're not dead, but you ought to be!"

BOUR'S
COFFEES
MAKE BUSINESS

Commercial Travelers

Michigan Knights of the Grip

President, GEO. F. OWEN, Grand Rapids; Secretary, A. W. STITT, Jackson; Treasurer, JOHN W. SCHRAM, Detroit.

United Commercial Travelers of Michigan

Grand Counselor, H. E. BARTLETT, Flint; Grand Secretary, A. KENDALL, Hillsdale; Grand Treasurer, C. M. EDELMAN, Saginaw.

Grand Rapids Council No. 131, U. C. T.

Senior Counselor, W. R. COMPTON; 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.

E. E. Bromeling, Michigan representative for the Sheboygan Knitting Co., has removed from Eaton Rapids to Grand Rapids.

Wm. H. Gane, son of Geo. Gane, the veteran flour salesman, has taken the position of city salesman for the Washburn-Crosby Co.

Post F (Saginaw) will hold a meeting Oct. 3 in the new hall of the organization on the sixth floor of the Avery building. Speeches will be made by M. V. Foley and John Sonnenberg, chairman of the Post. There will be music and possibly dancing and other entertainments and refreshments. Preliminary arrangements will be made for the Lansing convention, the expectation being that from seventy-five to one hundred members will go in a body.

St. Ignace Enterprise: A gentleman who travels in this section selling goods for a Grand Rapids house is wondering if hay fever is "catching." He says that he has been coming up here for years and never had a touch of the disease until he met so many sufferers from that complaint the past two years. It would seem to be quite a hardship if hay fever victims had to be quarantined to prevent the spread of this annoying complaint, as many think it severe enough to be banished from home during the season when hay fever is in the air.

It is reported that H. E. Bradner, of Lansing, is a candidate for Secretary of the Michigan Knights of the Grip, pending the action of Post A as to whether it endorses him for Secretary or John A. Weston for President. It is also reported that there are three candidates for Secretary in Saginaw, all of whom seek the endorsement of the local Post as essential to the successful prosecution of their campaign. With the growth in membership and the increase in the number of assessments the office has come to be looked upon as a "fat take"—to use a phrase peculiar to printer's parlance—and it is not to be wondered at that there should be active competition for the privilege of handling the loaves and the fishes. The friends of Mark Brown, at Saginaw, insist on his receiving recognition at the next convention, but very frankly admit that the hosts of the convention are entitled to the first choice; that if they present a candidate for President at Lansing, Saginaw will be satisfied with Secretary, whereas if Lansing insists on having Secretary, Saginaw will be content with the office of President.

A Northern Michigan salesman writes the Tradesman as follows: Here is a good one on Joe Reed (H. Leonard & Sons). Joe was at Fife Lake last week and was very anxious to get to Walton Junction as soon as possible. As the train service between these two towns is very poor, people in haste to reach one place from the other are obliged to

go by team. The conveyance from Walton being at Fife Lake and about to return, Joe made arrangements to accompany the driver, but just as they were about to start, a freight train came through going south, and the team being rather thin, Joe concluded he would prefer going by steam, so lugging his heavy grips to the caboose, he settled himself as comfortably as possible for the journey. The train was well under way when the conductor called on Joe for his freight-train permit, which he had forgotten to provide himself with, and, despite his offer of mileage and cash, the train was stopped and he was obliged to walk about a mile to a railroad crossing, carrying his heavy grips, where he was picked up by the driver from Walton and landed safely at the Junction, none the worse for wear, but feeling as though he would like to hire American Family Peck to swear for him.

Saginaw Evening News: One of the most pathetic incidents of the entire day's exercises yesterday took place in the Bancroft House. Promptly at 1:30 o'clock, the time appointed for the general observance of the funeral ceremonies throughout the country, A. W. Stitt, of Jackson, Secretary of the Michigan Knights of the Grip, began to sing the first verse of the late President's favorite hymn, "Nearer My God to Thee." In an instant every hat in the corridors, which were well filled at the time, was taken off, and a beautiful chorus of voices joined in the singing of the hymn. The dinner hour was not yet completed and the dining room was well filled at the time. When the strains of the hymn were heard throughout the hotel many were forced to bow their heads low and wipe the tears from their eyes. There were fully 100 people in the hotel lobby and all sang the hymn with bared heads. The incident was a most pathetic and remarkable one. It is doubtful if any assembly in the city yesterday sang the hymn with more intensity than that gathered in the Bancroft House. Mr. Stitt, who led the chorus, has a very fine baritone voice. This is the first time in the history of the hotel that song service has ever been held in its lobby.

First Social Party of the Season.

Grand Rapids, Sept. 23.—You are respectfully invited to attend the U. C. T. pedro party Saturday evening, September 28, at Council rooms.

Ladies' first prize: 100 pounds Lily White flour.

Gentlemen's first prize: 100 pounds Lily White flour.

Man, woman or child—you will be a booby if you do not draw first prize: and will surely get a "booby" prize. Come and have a good time. Bring the children. We want them!

Play begins at 8:30 sharp. Admission: Gentlemen, 15 cents; ladies, 10 cents; children, 5 cents.

Positively no other charge. More fun for less money than ever before.

Jno. G. Kolb,
Henry Snitzler,
G. R. Alexander,
Committee.

The above invitation has been sent out by Grand Rapids Council, No. 131, United Commercial Travelers, for the first party of the season. Last winter No. 131 held some very enjoyable dancing and card parties and during the hot summer months a number of picnics were given, and all attending were loud in praises of the genial hospitality accorded to all. The committee having in charge the party for Saturday evening, Sept. 28, gives assurance to all attending of a royal good time and prizes for every one.

Ja Dee,

Fifteen Grocers Enthusiastic Over Co-Operative Delivery.

The co-operative delivery system at Goshen, Ind., has been in operation several months and has been an entire success. The plan was first conceived by Lewis Wolf, a well-known Wabash grocer. He organized what is known as the Union Delivery Co., which is composed of fifteen grocers of Wabash. These gentlemen obligated themselves to pay Messrs. Dawes & Logan, the liverymen of that city, the sum of \$5,200 a year for the prompt delivery of all goods sold by them, to be delivered at the homes of their customers at certain stated times each day.

This arrangement has been the means of saving each individual grocer quite a neat sum on his expense account, as he can dispense with horses, wagons and one or two extra men, who would have had charge of the delivery wagons. This amount, \$5,200, is pledged to Messrs. Dawes & Logan by the Union Delivery Co., which is a partnership, and not a corporation. Each individual member is responsible for his portion of the expense.

The officers of the Union Delivery Co. serve without pay, with the exception of the Secretary and Treasurer, who is under a bond of \$1,000. It is the duty of this officer to collect from each member, once a week, his portion of the expense for delivering the merchandise. This money is deposited in the bank until the first of each month, when he pays the livery company and gets a receipt for the entire fifteen grocers. Each member of the company is assessed 10 cents per week for dues. Two-thirds of this is paid the Secretary and Treasurer for his services. The remaining one-third is used for stationery, etc., to be used by the officers of the company.

A committee decides what portion of the expense each member is to pay, which is arranged according to the amount of business done, and varies from \$5 per week for the smallest grocer, to \$10 per week for the largest.

Regular meetings of the company are held once a month, at the store rooms of the different members; special meetings are held at the call of the President. The payment of the \$5,200 is made in monthly installments of \$400, except every third month, when the amount is \$500.

The Delivery Co. gave a contract to the liverymen for one year as an experiment. The livery company furnishes eight delivery wagons and drivers, each driver having a certain route to cover every day. The wagons are all numbered, and the drivers have a number on their caps to correspond with that on his wagon. In this way customers can remember the number of their driver, and if any complaints about deliveries are made, the Secretary can locate the driver at once by his number. The livery company also furnishes all the baskets used in making the deliveries, so there is no danger of any grocer accusing some other member of taking some of his baskets.

The liverymen are held responsible for any breakage or loss of any goods while being delivered by their men. Every day, except Saturday, the wagons make five trips, three in the morning, at 7:30, 9:30, 11:30, and two in the afternoon, at 2:30 and 5:30. On Saturday, two additional trips are made in the evening, at 7:30 and 9:30. On the evenings preceding the national holidays, New Year's, Decoration Day, Fourth of July, Thanksgiving and

Christmas, two evening deliveries are made, one at 7:30 and the other at 9:30.

While the amount paid by the Union Delivery Co. to Dawes & Logan, for their services, for a year is very low (\$12.50 per week for one horse, wagon and man), yet the service is a decided improvement on the old method of delivering groceries, and it is probable that the grocers could afford to pay at least \$6,200 per year for like service, and yet make a considerable saving in their individual expense accounts.

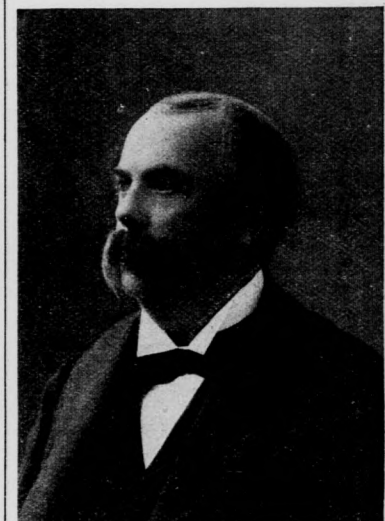
It is stated that the consumers of Wabash are even more enthusiastic over the plan than the grocers, for all deliveries are regular, and consumers know just when their goods will arrive.

There seems to be no reason why the same scheme could not be worked in any town of over 3,000, although naturally there is a better field in larger towns.—Grocery World.

In the Race for Secretary.

St. Johns, Sept. 20.—I hereby announce myself as a candidate for Secretary of the Michigan Knights of the Grip, subject to the action of the Lansing convention.

I joined the order the first year it was organized and have always given the



association my hearty support and loyal co-operation.

I served as director one term and am familiar with the workings of the organization.

If fidelity to the order, length of membership and central location are features to be considered in the selection of a Secretary, I hope to receive favorable consideration at your hands.

Whether you decide to delegate these duties to me or continue me in the ranks, I shall remain a loyal member of the M. K. of G., ever ready to do all I can to further its interests at every opportunity.

B. D. Palmer.

The second floor of the Blodgett building, Grand Rapids, will present an animated appearance for the next four weeks on account of the presence of three energetic salesmen—W. B. Dudley (Hazeltine & Perkins Drug Co.), A. P. McPherson (Frank B. Taylor Co.) and Richard Jackson, Jr., (Macauley Bros.). These gentlemen have their holiday lines arranged under the best possible auspices.

The Warwick

Strictly first class.
Rates \$2 per day. Central location.
Trade of visiting merchants and traveling men solicited.

A. B. GARDNER, Manager.

Drugs--Chemicals

Michigan State Board of Pharmacy

L. E. REYNOLDS, St. Joseph	Term expires
HENRY HEIM, Saginaw	- Dec. 31, 1901
WIRT P. DOTY, Detroit	- Dec. 31, 1902
A. C. SCHUMACHER, Ann Arbor	- Dec. 31, 1903
JOHN D. MUIR, Grand Rapids	- Dec. 31, 1904
JOHN D. MUIR, Grand Rapids	- Dec. 31, 1905
President, A. C. SCHUMACHER, Ann Arbor.	
Secretary, HENRY HEIM, Saginaw.	
Treasurer, W. P. DOTY, Detroit.	

Examination Sessions.

Lansing, Nov. 5 and 6.

Mich. State Pharmaceutical Association.

President—JOHN D. MUIR, Grand Rapids.
Secretary—J. W. SEELEY, Detroit.
Treasurer—D. A. HAGENS, Monroe.

Missionary Trips Among the Doctors in the Vicinity.

At one time I was employed in a country town, the population of which was about 4,000. There were five drug stores and five physicians in the town. In the surrounding country, which reached out ten miles on one side and twenty on another, were about six other physicians. The prescription business in all the stores was in a crippled condition, most of the physicians carried their own medicines, and those who did write prescriptions wrote mostly for patent medicines and manufacturers' products. So what prescriptions we did get we could make but little profit on.

I thought of several different ways to improve business, but this plan struck me as being the best.

I wrote letters to some of the physicians and telephoned the others, asking what day they would be at home, and if I could call on them and show them a line of U. S. P. preparations. I assured them that I would not take much of their time. Then I started in and manufactured about ten or a dozen preparations strictly according to the United States Pharmacopoeia, but with a great deal of additional labor. These preparations were placed in my little hand grip, with them some good cigars, and I started out.

First, I tackled the physicians in the town, and then called on the doctors in the surrounding country. The first sample I produced was a sample jar of zinc ointment. I had rubbed this in a mortar until my arm almost dropped, in order to get it smooth. I told the doctors how well zinc ointment mixes with other ointments, and how necessary it is for it to be free from lumps and grit.

The second sample was Tully's powder. This I said should be triturated for a long time so that the morphine would be evenly distributed and the camphor free from lumps.

The third sample was camphor water which had just been filtered. I was proud of this sample; it was very clear. I mentioned how necessary it was for this preparation to be entirely free from solids and specks when used as an eye wash, and also spoke of its other features.

The next preparation I had been a long time in preparing, and it was a beauty! I had macerated it longer than usual and filtered the finished product through paper. It was syrup of wild cherry. This was such a rich-colored and sparkling syrup that they all admired it. The odor of hydrocyanic acid was also very strong. I told them how difficult it is to get a nice preparation, but the preparation spoke for itself pretty well, and I didn't have to say much about it.

I next presented tincture of cinchona, telling them how easily one can be deceived by this tincture as its color is no criterion of its strength. I declared that

it was made from the true bark and contained the proper per cent. of alkaloids.

The next preparation I showed the physicians was Basham's mixture, which I explained should always be made up fresh; and I also exhibited at this time a chalk mixture, remarking that this, too, needed to be freshly made, and that we always had it that could be depended upon.

The next sample was a nice infusion. I explained why infusions should be made fresh when wanted, and why they should not be made from fluid extracts.

The last two preparations were verba—simple elixir and elixir verba santa, N. F. The former I exploited as a general vehicle, and the latter as a vehicle for the administration of quinine sulphate.

All the preparations seemed to please the physicians. I offered in each case to send around a sample of any preparation that my host might be interested in, and this offer resulted in the sending of several samples afterward.

This adventure helped business for us very decidedly. In the first place, it increased our prescription trade, and in the second place, it got the physicians to prescribing official preparations. I find that there are many pharmacists who are afraid of the physicians—they seem to be afraid to approach them. But it is certain that if a physician does not send prescriptions your way, this is all the more reason why you should call on him.

I wish to say in conclusion that if any other pharmacist tries this method he will find it profitable. You need not start out with the same preparations I did, but select the ones you are especially proud of, or that you think will "take" better with the physicians of your particular locality, and be sure that your containers and bottles are perfectly clean and polished, and that your preparations are the very clearest and best that you can muster. The results will surprise you.

The live druggist ought to cultivate physicians in every way possible. He ought to get their business if it is a possible thing. He ought not only get their prescription business, but to sell them the medicines they use themselves; and the method I have sketched in the foregoing is as good a one as I know.—G. W. Hague in Bulletin of Pharmacy.

Increased Demand For Domestic Gin. From Beverages.

The United States has in abundance every essential requisite for the manufacture of gin and the only one deficiency in the line of making such manufacture profitable and popular—a dearth of gin drinkers. Americans, unlike Englishmen and Hollanders (two nationalities from which largely, and, in New York City, originally, the American population descended) do not like gin. They have no taste for it. They do not favor it as a stimulant. They are sceptical as to its medicinal advantages. They prefer, usually, some other alcoholic beverages—if drinkers.

Until a few years ago, indeed, the manufacture of gin had been confined to Holland and England, but of late years its manufacture has been more extensively introduced here. While some American distillers claim to produce a purer, finer and better grade of gin than any imported, they have as yet failed to produce, even by means of the "Holland process," so-called, an article equal to it.

That they have made some headway is clear for the Custom House figures, which show how of late years there has been, in the importations of Holland gin a decided decrease. The importations, indeed, continue to grow less year by year. The reasons assigned are the

increased demand for domestic gin, the difference in price occasioned by the duty, and the growing inclination to substitute a cheaper for a dearer article.

The controversy which has been going on almost for centuries on the "rum question," is a question of the use or abstention from the use of the beverage "rum." The "gin question" is of quite another sort. Is gin a drink or a medicine? Has it true medicinal properties, or is this urged only as an excuse for drinkers?

The upholders of gin aver that the medicinal properties of gin can hardly be over-estimated. The oil of juniper is one of the most powerful of all diuretics, and for this reason gin is frequently prescribed by physicians in cases where other alcoholic stimulants would be most injurious. The juniper tree is twenty feet high. It grows in Italy and Switzerland, and in the latter country gin had its origin. It was first named in Geneva, and from Geneva it derived the abbreviation "gin." In Holland, however, and in England, the manufacture of gin has been carried further, and with the product of these two countries American gin is now successfully competing.

The process of gin manufacture is simple. A mash is prepared of malted barley and rye meal, in the proportion of one-third barley and two-thirds meal, with four parts of water at a temperature of 160 degrees. After infusion cold water is added and when the heat is reduced to 80 degrees, or one-half, the whole is run into the fermenting vat, to which one-half gallon of yeast is added.

Fermentation speedily ensues, and in two days is complete, although nearly one-third of the saccharine matter in the liquor is undecomposed. The special feature of gin fermentation is the small proportion of yeast employed. The mash is distilled and afterward redistilled with the addition of juniper berries and salt; sometimes hops are added. The final product is run off into large underground cisterns lined with porcelain tiles, where it can be kept indefinitely. It is drawn off, as required, into casts which have been previously treated to retain the colorless water appearance of gin and its peculiar smoky flavor. One reason, probably, why gin has not been popular in this country is that the taste for it seems limited to moist, humid, foggy localities, where the atmosphere is surcharged with water.

The Drug Market.

Opium—Is a little firmer, on account of hardening prices in primary markets.

Morphine—Is unchanged.

Quinine—Is steady at unchanged prices. Shipments from Java are large and another decline in price of quinine is looked for.

Lycodium—Is in small supply and crop is reported short. Prices are getting better.

Menthol—Is quotably lower, on account of better stocks.

Santonine—Is in a very firm position, on account of the failure of the Russian wormseed crop.

Canada Balsam Fir—Is still advancing, on account of very small crop.

Oil Peppermint—Has again advanced. Stocks are said to be concentrated and held for higher prices.

Oil Cloves—Has advanced, on account of the increased cost of production.

Oils Lemon and Bergamot—Are weak and lower.

Seneca Root—Has advanced, on account of small stocks.

Serpentaria Root—Continues very firm and has advanced.

Italian Anise Seed—Is scarce and high.

Russian Sunflower Seed—Is in very small supply and has advanced.

Celery Seed—Is scarce and higher.

Linseed Oil—Has again advanced and there is little to be had. The trust seems to be out of oil and seed and the outside mills can not supply the demand.

A Wide-Open Prescription Room.

Carl Weeks, of Centerville, Iowa, has hit upon a unique feature for his prescription room, which is provided at the front with a large clear plate-glass window through which customers may see the entire interior of the prescription department and may view the work of the pharmacist as he mixes the drugs, folds the powder papers, and fills prescriptions. Mr. Weeks claims that his customers are pleased at the new idea and take great interest in the work done behind the case. He declares that the critical eye of the user of the prescription often has a tendency to make his clerks more careful in their work.

Easy to Be Mistaken.

Consumer—I say, what kind of a cigar do you call this? It's the worst tobacco I ever tasted.

Dealer—Beg your pardon, but you are wholly in error. There is not a particle of tobacco in that cigar. It is so easy to be mistaken, don't you see?

Window Shade

Headquarters

Send us your orders. Large stock on hand. Special sized shades our specialty. Orders filled same day received. Write for Price List and Samples.

Heystek & Canfield Co.
Grand Rapids, Mich.

Fred Brundage Wholesale Druggist

32 and 34 Western Avenue
Muskegon, Mich.

School Supplies and Stationery

Complete lines now ready. Wait for our travelers. You will not be disappointed.

FREE

Consultation, Examination

You are under no obligation to continue treatment. Dr. Rankin has been established in the same office ten years and his practice is sufficient evidence of his skill.

Catarrh, Head and Throat

Is the voice husky?
Do you ache all over?
Is the nose stopped up?
Do you snore at night?
Does the nose bleed easily?
Is this worse toward night?
Does the nose itch and burn?
Is there pain in front of head?
Is there pain across the eyes?
Is your sense of smell leaving?
Is the throat dry in the morning?
Are you losing your sense of taste?
Do you sleep with the mouth open?
Have you a pain behind breast bone?
Does the nose stop up toward night?

Go or write to

DR. C. E. RANKIN,

Powers' Opera House Block

Grand Rapids, Michigan

Graduate of University of Michigan and Illinois
School of Electro-Therapeutics

Mall Treatment

Dr. Rankin's system of "Home Treatment" is well known and highly efficient. Send for free symptom blank.

Advanced—Anise Seed, Balsam Fir, Serpantaria, Lycopodium.
Declined—Oil Bergamot, Oil Lemon, Menthal.

HOLIDAY GOODS

Our Holiday line will be on exhibition at the Blodgett Building, opposite our store, from September 25 to October 25.

We invite you to call and inspect
our line.

Hazeltine & Perkins
Drug Co.,

Grand Rapids, Michigan

GROCERY PRICE CURRENT

These quotations are carefully corrected weekly, within six hours of mailing, and are intended to be correct at time of going to press. Prices, however, are liable to change at any time, and country merchants will have their orders filled at market prices at date of purchase.

ADVANCED

Rolled Oats

DECLINED

Evaporated Black Raspberries
White Mustard Seed
Corn Syrup

Index to Markets
By Columns

A	Col.
Akron Stoneware.....	15
Alabastine.....	1
Ammonia.....	1
Axle Grease.....	1
Baking Powder.....	1
Bath Brick.....	1
Bluing.....	1
Brooms.....	1
Brushes.....	1
Butter Color.....	2
Candles.....	14
Canned Goods.....	2
Catsup.....	3
Carbon Oils.....	3
Cheese.....	3
Chewing Gum.....	3
Chicory.....	3
Chocolate.....	3
Clothes Lines.....	3
Cocoa.....	3
Cocoanut.....	3
Cocoa Shells.....	3
Coffee.....	3
Condensed Milk.....	4
Coupon Books.....	4
Crackers.....	4
Cream Tartar.....	5
Dried Fruits.....	5
Farinaceous Goods.....	5
Fish and Oysters.....	13
Flavoring Extracts.....	5
Fly Paper.....	6
Fresh Meats.....	6
Fruits.....	14
Grains and Flour.....	6
Herbs.....	6
Hides and Pelts.....	13
Indigo.....	6
Jelly.....	6
Lamp Burners.....	15
Lamp Chimneys.....	15
Lanterns.....	15
Lantern Globes.....	15
Licorice.....	7
Lye.....	7
Matches.....	7
Meat Extracts.....	7
Molasses.....	7
Mustard.....	7
Nuts.....	14
Oil Cans.....	15
Olives.....	7
Oyster Pails.....	7
Paper Bags.....	7
Paris Green.....	7
Pickles.....	7
Pipes.....	7
Potash.....	7
Provisions.....	7
Rice.....	8
Saleratus.....	8
Salt Soda.....	8
Salt.....	8
Salt Fish.....	8
Sauerkraut.....	9
Seeds.....	9
Shoe Blacking.....	9
Snuff.....	9
Soap.....	9
Soda.....	9
Spices.....	9
Starch.....	10
Stove Polish.....	10
Sugar.....	10
Syrups.....	9
Table Sauce.....	12
Tea.....	11
Tobacco.....	11
Twine.....	12
Vinegar.....	12
Washing Powder.....	12
Wickling.....	13
Woodenware.....	13
Wrapping Paper.....	13
Yeast Cake.....	13

1
AXLE GREASE

Aurora.....	doz.	gross
Castor Oil.....	55	6 00
Diamond.....	50	7 00
Frazer's.....	75	9 00
IXL Golden, tin boxes 75	9 00	



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

BAKING POWDER

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

JAXON

1 lb. cans, 4 doz. case.....	45
1 lb. cans, 1 doz. case.....	85
1 lb. cans, 2 doz. case.....	1 60
3 oz., 6 doz. case.....	2 70
6 oz., 4 doz. case.....	3 20
9 oz., 4 doz. case.....	4 80
1 lb., 2 doz. case.....	4 00
5 lb., 1 doz. case.....	9 00

ROYAL

10 size.....	90
1/2 lb. cans 1 35	
6 oz. cans 1 90	
1/2 lb. cans 2 50	
3/4 lb. cans 3 75	
1 lb. cans 4 80	
3 lb. cans 13 00	
5 lb. cans 21 50	

BATH BRICK

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

BLUING

Arctic, 4 oz. ovals, per gross 4 00	
Arctic, 8 oz. ovals, per gross 6 00	
Arctic 16 oz. round per gross 9 00	



BROOMS

No. 1 Carpet.....	2 50
No. 2 Carpet.....	2 15
No. 3 Carpet.....	1 85
No. 4 Carpet.....	1 60
Parlor Gem.....	2 40
Common Whisk.....	85
Fancy Whisk.....	1 10
Warehouse.....	3 25

BRUSHES

Solid Back, 8 in.....	45
Solid Back, 11 in.....	95
Pointed Ends.....	85
No. 8.....	1 00
No. 7.....	1 30
No. 4.....	1 70
No. 3.....	1 90

2
Stove

No. 3.....	75
No. 2.....	1 10
No. 1.....	1 75

BUTTER COLOR

W. R. & Co.'s, 15c size.....	1 25
W. R. & Co.'s, 25c size.....	2 00

CANDLES

Electric Light, 88.....	12
Electric Light, 168.....	12 1/2
Paraffine, 68.....	10 1/2
Paraffine, 128.....	11
Wickling.....	23

CANNED GOODS

3 lb. Standards.....	1 60
Gallons, standards.....	3 25

Blackberries

Standards.....	80
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Beans

Baked.....	1 00@1 30
Red Kidney.....	75@ 85
String.....	80
Wax.....	85

Blueberries

Standard.....	85
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Brook Trout

2 lb. cans, Spiced.....	1 90
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Clams

Little Neck, 1 lb.....	1 00
Little Neck, 2 lb.....	1 50

Clam Bouillon

Burnham's, 1/2 pint.....	1 92
Burnham's, pints.....	3 60
Burnham's, quarts.....	7 20

Cherries

Red Standards.....	80
White.....	85

Corn

Fair.....	80
Good.....	85
Fancy.....	95

French Peas

Sur Extra Fine.....	22
Extra Fine.....	19
Fine.....	15
Moyen.....	11

Gooseberries

Standard.....	90
Hominy.....	85
Standard.....	85
Lobster.....	1 85
Star, 1/2 lb.....	3 40
Star, 1 lb.....	2 35
Picnic Tails.....	1 75
Mustard, 1 lb.....	2 80
Mustard, 1/2 lb.....	1 75
Soused, 1 lb.....	2 80
Soused, 2 lb.....	1 75
Tomato, 1 lb.....	2 80
Tomato, 2 lb.....	18@20
Mushrooms.....	22@25

Oysters

Cove, 1 lb.....	85
Cove, 2 lb.....	1 55
Cove, 1 lb Ovals.....	95

Peaches

Pie.....	1 65@1 85
Yellow.....	1 00
Standard.....	1 25
Fancy.....	1 25
Marrowfat.....	1 00
Early June.....	1 00
Early June Sifted.....	1 60
Pineapple.....	1 25@2 75
Sliced.....	1 35@2 55
Pumpkin.....	70
Fair.....	75
Good.....	75
Fancy.....	85
Standard.....	1 15
Raspberries.....	21 1/2
Excelsior M. & J., 30-28.....	20 1/2
Excelsior M. & J., 30-28.....	26 1/2
Royal Java & Mocha.....	26 1/2
Arabian Mocha.....	28 1/2
Aden Moch.....	22 1/2
Freeman Merc. Co. Brands.....	11
Marexo.....	11
Porto Rican.....	14
Honolulu.....	16 1/2
Parker House J. & M.....	25
Monogram J. & M.....	28
Mandehling.....	31 1/2
Common.....	10 1/2
Fair.....	11
Choice.....	13
Fancy.....	15
Santos.....	11
Common.....	11
Fair.....	14
Choice.....	15
Fancy.....	17
Peaberry.....	13
Maracalbo.....	12
Choice.....	16

3

Fair.....	90
Good.....	95
Fancy.....	1 05
Gallons.....	2 75

CATSUP

Columbia, pints.....	2 00
Columbia, 1/2 pints.....	1 25

CARBON OILS

Eocene.....	@10 1/2
Perfection.....	@ 9 1/2
Diamond White.....	@ 8 1/2
D. S. Gasoline.....	@12 1/2
Deodorized Naptha.....	@10 1/2
Cylinder.....	29 @34
Engine.....	19 @22
Black, winter.....	9 @10 1/2

CHEESE

Acme.....	@11
Amboy.....	@11
Carson City.....	@11
Elsie.....	@11 1/2
Emblem.....	@11 1/2
Gold Medal.....	@11
Ideal.....	@11
Jersey.....	@11
Riverside.....	@11 1/2
Brick.....	14@15
Edam.....	@20
Lelden.....	@17
Limburger.....	13@14
Pineapple.....	50@75
Sap Sago.....	18@20

CHEWING GUM

American Flag Spruce.....	55
Boeman's Pepsin.....	60
Black Jack.....	55
Largest Gum Made.....	55
Sen Sen.....	55
Sen Sen Breath Perfume.....	1 00
Sugar Leaf.....	55
Yucatan.....	55

CHICORY

Bulk.....	5
Red.....	7
Eagle.....	4
Frank's.....	6 1/2
Schener's.....	6

CHOCOLATE

Walter Baker & Co.'s.....	23
Premium.....	31
Breakfast Cocoa.....	46
Runkel Bros.....	21
Vienna Sweet.....	28
Vanilla.....	28
Premium.....	31

CLOTHES LINES

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

COCOA

Cleveland.....	41
Colonial, 1/2.....	35
Colonial, 1/4.....	33
Epps.....	42
Huyler.....	45
Van Houten, 1/2.....	12
Van Houten, 1/4.....	20
Van Houten, 1/8.....	38
Van Houten, 1/16.....	70
Webb.....	41
Wilbur, 1/2.....	41
Wilbur, 1/4.....	42

COCOANUT

Dunham's 1/2.....	26
Dunham's 1/4 and 1/8.....	26 1/2
Dunham's 1/8.....	27
Dunham's 1/16.....	28
Bulk.....	13

COCOA SHELLS

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

COFFEE

Roasted.....	1 1/2
--------------	-------

AIC HIGH GRADE COFFEES

Special Combination.....	15
French Breakfast.....	17 1/2
Lenox, Mocha & Java.....	21
Old Gov't Java and Mocha.....	24
Private Estate, Java & Moe.....	26
Supreme, Java and Mocha.....	27
Dwinn-Wright Co.'s Brands.....	29
White House, 60-15.....	28
White House, 30-28.....	28
Excelsior M. & J., 60-15.....	21 1/2
Excelsior M. & J., 30-28.....	20 1/2
Royal Java & Mocha.....	26 1/2
Arabian Mocha.....	28 1/2
Aden Moch.....	22 1/2
Freeman Merc. Co. Brands.....	11
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Common.....	10 1/2
Fair.....	11
Choice.....	13
Fancy.....	15
Santos.....	11
Common.....	11
Fair.....	14
Choice.....	15
Fancy.....	17
Peaberry.....	13
Maracalbo.....	12
Choice.....	16

4

Choice.....	16
Fancy.....	17

Guatemala

Choice.....	16
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Java

African.....	12 1/2
Fancy African.....	17
O. G.....	25
P. G.....	29

Mocha

Arabian.....	21
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Package

New York Basis.....	10 1/2
Arbuckle.....	10 1/2
Dliworth.....	10 1/2
Jersey.....	10 1/2
Lion.....	10 1/2
McLaughlin's XXXX.....	10 1/2
McLaughlin's XXXX sold to retailers only. Mail all orders direct to W. F. McLaughlin & Co., Chicago.....	

Extract

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

CONDENSED MILK

4 doz in case.....	6 40
Gall Borden Eagle.....	6 25
Crown.....	6 25
Daisy.....	6 50
Champion.....	4 50
Magnolia.....	4 25
Challenge.....	4 10
Dime.....	3 35
Leader.....	4 00

CO



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



D. C. Lemon 1 50 D. C. Vanilla 1 50
2 oz. 75 2 oz. 1 24
3 oz. 1 00 3 oz. 1 60
6 oz. 2 00 4 oz. 2 00
No. 4 T. 1 52 No. 3 T. 2 08
2 oz. Assorted Flavors 75c.

Our Tropical.
2 oz. full measure, Lemon. 75
4 oz. full measure, Lemon. 1 50
2 oz. full measure, Vanilla. 90
4 oz. full measure, Vanilla. 1 80

Standard.
2 oz. Panel Vanilla Tonka. 70
2 oz. Panel Lemon. 60

FLY PAPER
Tanglefoot, per box. 35
Tanglefoot, per case. 3 20

FRESH MEATS

Beef
Carcass. 6 @ 8
Forequarters. 5 @ 6
Hindquarters. 7 1/2 @ 9
Loins No. 3. 10 @ 14
Ribs. 9 @ 12 1/2
Rounds. 7 1/2 @ 8
Chucks. 5 @ 5 1/2
Plates. 4 @ 5 1/2

Pork
Dressed. 7 1/2 @ 7 1/2
Loins. 10 @ 10
Boston Butts. 10 @ 10
Shoulders. 9 1/2 @ 9 1/2
Leaf Lard. 9 @ 9

Mutton
Carcass. 7 @ 8
Lamb. 8 @ 9

Veal
Carcass. 8 @ 9

GRAINS AND FLOUR

Wheat

Winter Wheat Flour 70

Local Brands

Patents. 4 20

Second Patent. 3 70

Straight. 3 50

Second Straight. 3 30

Clear. 3 10

Graham. 3 40

Buckwheat. 4 00

Rye. 3 20

Subject to usual cash discount.

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

Ball-Barnhart-Putman's Brand

Diamond 1/2s. 3 85

Diamond 3/4s. 3 85

Diamond 1s. 3 85

Worden Grocer Co.'s Brand

Quaker 1/2s. 3 80

Quaker 3/4s. 3 80

Quaker 1s. 3 80

Spring Wheat Flour

Clark-Jewell-Well's Co.'s Brand

Pillsbury's Best 1/2s. 4 35

Pillsbury's Best 3/4s. 4 35

Pillsbury's Best 1s. 4 35

Pillsbury's Best 1 1/2s. 4 35

Pillsbury's Best 2s. 4 35

Pillsbury's Best 2 1/2s. 4 35

Pillsbury's Best 3s. 4 35

Pillsbury's Best 3 1/2s. 4 35

Pillsbury's Best 4s. 4 35

Pillsbury's Best 4 1/2s. 4 35

Pillsbury's Best 5s. 4 35

Pillsbury's Best 5 1/2s. 4 35

Pillsbury's Best 6s. 4 35

Pillsbury's Best 6 1/2s. 4 35

Pillsbury's Best 7s. 4 35

Pillsbury's Best 7 1/2s. 4 35

Pillsbury's Best 8s. 4 35

Pillsbury's Best 8 1/2s. 4 35

Pillsbury's Best 9s. 4 35

Pillsbury's Best 9 1/2s. 4 35

Pillsbury's Best 10s. 4 35

Pillsbury's Best 10 1/2s. 4 35

Pillsbury's Best 11s. 4 35

Pillsbury's Best 11 1/2s. 4 35

Pillsbury's Best 12s. 4 35

7

INDIGO

Madras, 5 lb. boxes. 55

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

JELLY

5 lb. pails, per doz. 1 90

15 lb. pails. 38

30 lb. pails. 72

LICORICE

Pure. 30

Calabria. 23

Sticky. 14

Root. 10

LYE

Condensed, 2 doz. 1 20

Condensed, 4 doz. 2 25

MATCHES

Diamond Match Co.'s brands.

No. 9 sulphur. 1 65

Anchor Parlor. 1 50

No. 2 Home. 1 30

Export Parlor. 4 00

Wolverine. 1 50

MEAT EXTRACTS

Armour & Co.'s, 2 oz. 4 45

Liebig's, 2 oz. 2 75

MOLASSES

Fancy Open Kettle. 40

Choice. 35

Fair. 26

Good. 22

Half-barrels 2c extra

MUSTARD

Horse Radish, 1 doz. 1 75

Horse Radish, 2 doz. 3 50

Bayle's Celery, 1 doz. 1 75

OLIVES

Bulk, 1 gal. kegs. 1 25

Bulk, 3 gal. kegs. 1 10

Bulk, 5 gal. kegs. 1 00

Manzanilla, 7 oz. 80

Queen, pints. 2 35

Queen, 19 oz. 4 50

Queen, 28 oz. 7 00

Stuffed, 5 oz. 90

Stuffed, 8 oz. 1 45

Stuffed, 10 oz. 2 30

PAPER BAGS

Continental Paper Bag Co.

Ask your Jobber for them.

Gloria Mayflower

Satchel & Pacific

Bottom Square

1/4. 28 50

1/2. 34 60

3/4. 44 80

1. 54 1 00

2. 66 1 25

3. 76 1 45

4. 90 1 70

5. 1 06 2 00

6. 1 28 2 40

8. 1 38 2 60

10. 1 60 3 15

12. 2 24 4 15

14. 2 34 4 50

16. 2 52 5 00

20. 5 50

Sugar

Red. 4 1/2

Gray. 4 1/2

PARIS GREEN

Bulk. 14

Packages, 1/4 lb. each. 18

Packages, 1/2 lb. each. 17

Packages, 1 lb. each. 16

PICKLES

Medium

Barrels, 1,200 count. 6 50

Half bbls, 600 count. 3 75

Small

Barrels, 2,400 count. 8 00

Half bbls, 1,200 count. 4 50

PIPES

Clay, No. 216. 1 70

Clay, T. D., full count. 65

Cob, No. 3. 85

POTASH

48 cans in case.

Babbitt's. 4 00

Penna Salt Co.'s. 3 00

PROVISIONS

Barreled Pork

Mess. 16 00

Back. 18 25

Clear back. 18 50

Short cut. 21 50

Pig. 21 00

Bean. 21 50

Family Mess. 16 50

Dry Salt Meats

Bolles. 10

Briskets. 9 1/2

Extra shorts. 9

Smoked Meats

Hams, 12 lb. average. 12 1/4

Hams, 14 lb. average. 12 1/2

Hams, 16 lb. average. 12 3/4

Hams, 20 lb. average. 13 1/4

Ham dried beef. 13 1/2

Shoulders (N. Y. cut). 9 1/4

Bacon, clear. 10 1/2

California hams. 9

Bolled Hams. 17

Picnic Bolled Hams. 13

Berlin Ham pr'd. 8 1/2

Mince Hams. 9

Lards-In Tierces

Compound. 8

Pure. 11 1/2

Vegetable. 8 1/2

60 lb. Tubs. advance. 7 1/2

80 lb. Tubs. advance. 7 1/2

50 lb. Tins. advance. 7 1/2

20 lb. Pails. advance. 7 1/2

10 lb. Pails. advance. 7 1/2

5 lb. Pails. advance. 7 1/2

3 lb. Pails. advance. 7 1/2

8

Sausages

Bologna. 5 1/4

Liver. 4 3/4

Frankfort. 7 1/4

Pork. 8

Blood. 6 1/4

Tongue. 6

Headcheese. 6

Beef

Extra Mess. 10 75

Boneless. 11 50

Rump. 11 50

Pigs' Feet

1/4 bbls., 40 lbs. 1 60

1/4 bbls., 80 lbs. 2 90

Tripe

Kits, 15 lbs. 70

1/4 bbls., 40 lbs. 1 25

1/4 bbls., 80 lbs. 2 25

Casings

Pork. 21

Beef rounds. 12

Beef middles. 65

Butterine

Solid, dairy. 12 1/2 @ 13 1/4

Rolls, dairy. 13 @ 14 1/4

Rolls, creamery. 17 1/2

Solid, creamery. 17

Canned Meats

Corned beef, 2 lb. 2 50

Corned beef, 14 lb. 17 50

Roast beef, 2 lb. 2 50

Potted ham, 1/4s. 50

Potted ham, 1/2s. 90

Deviled ham, 1/4s. 50

Deviled ham, 1/2s. 90

Potted tongue, 1/4s. 50

Potted tongue, 1/2s. 90

Domestic

Carolina head. 6 1/4

Carolina No. 1. 6 1/4

Carolina No. 2. 6 1/4

Broken. 6 1/4

Imported.

Japan, No. 1. 5 1/2 @

Japan, No. 2. 4 1/2 @

Java, fancy head. 2

Java, No. 1. 2

Table. 2

SALEBRATUS

Packed 60 lbs. in box.

Church's Arm and Hammer. 3 15

Deland's. 3 00

Dwight's Cow. 3 15

Emblem. 2 10

L. F. 3 00

Wyandotte, 100 1/2s. 3 00

SAL SODA

Granulated, bbls. 90

Granulated, 100 lb. cases. 1 10

Lump, bbls. 80

12	
Protection.....	38
Sweet Burley.....	40
Sweet Loma.....	38
Tiger.....	38

Plug

Flat Iron.....	33
Creme de Menthe.....	33
Stronghold.....	33
Elmo.....	33
Sweet Chunk.....	33
Forge.....	33
Red Cross.....	32
Palo.....	35
Kylo.....	35
Hlwatha.....	41
Battle Axe.....	36
American Eagle.....	53
Standard Navy.....	36
Spear Head, 16 oz.....	44
Spear Head, 8 oz.....	43
Nobby Twist.....	47
Jolly Tar.....	37
Old Honesty.....	43
Toddy.....	34
J. T.....	37
Piper Heidsieck.....	63
Boot Jack.....	80
Jelly Cake.....	36
Plumb Bob.....	32

Smoking

Hand Pressed.....	40
Ibex.....	28
Sweet Core.....	36
Flat Car.....	35
Great Navy.....	37
Warpath.....	26
Bamboo, 8 oz.....	28
Bamboo, 16 oz.....	26
I X L, 6 lb.....	32
I X L, 30 lb.....	37
Honey Dew.....	37
Gold Block.....	37
Flagman.....	41
Chips.....	34
Klin Dried.....	24
Duke's Mixture.....	38
Duke's Cameo.....	40
Money Dip Twist.....	39
Myrtle Navy.....	40
Yum Yum, 1 1/2 oz.....	38
Yum Yum, 1 lb. pails.....	37
Cream.....	37
Corn Cake, 2 1/2 oz.....	25
Corn Cake, 1 lb.....	23
Plow Boy, 1 1/2 oz.....	39
Plow Boy, 3 1/2 oz.....	37
Peerless, 3 1/2 oz.....	34
Peerless, 1 1/2 oz.....	36
Indicator, 2 1/2 oz.....	28
Indicator, 1 lb. pails.....	31
Col. Choice, 2 1/2 oz.....	21
Col. Choice, 8 oz.....	21

TABLE SAUCES

LEA & PERRIN'S SAUCE	
The Original and Genuine Worcestershire.....	

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

TWINE

Cotton, 3 ply.....	16
Cotton, 4 ply.....	16
Jute, 2 ply.....	12
Hemp, 6 ply.....	12
Flax, medium.....	20
Wool, 1 lb. balls.....	7 1/2

VINEGAR

Malt White Wine, 40 grain.....	8
Malt White Wine, 80 grain.....	11
Pure Cider, B. & B. brand.....	11
Pure Cider, Red Star.....	12
Pure Cider, Robinson.....	10
Pure Cider, Silver.....	11

WASHING POWDER

Gold Dust, regular.....	4 50
Gold Dust, 5c.....	4 00

Rub-No-More	
Rub-No-More.....	3 50
Pearline.....	2 90
Seourine.....	3 50

WICKING

No. 0, per gross.....	20
No. 1, per gross.....	25
No. 2, per gross.....	35
No. 3, per gross.....	55

WOODENWARE

Baskets	
Bushels.....	95
Bushels, wide band.....	1 15
Market.....	30
Splint, large.....	4 00
Splint, medium.....	3 50
Splint, small.....	3 00
Willow Clothes, large.....	6 25
Willow Clothes, medium.....	5 75
Willow Clothes, small.....	5 25

Butter Plates

No. 1 Oval, 250 in crate.....	45
No. 2 Oval, 250 in crate.....	50
No. 3 Oval, 250 in crate.....	55
No. 5 Oval, 250 in crate.....	65

Egg Crates

Humpty Dumpty.....	2 25
No. 1, complete.....	30
No. 2, complete.....	25

Clothes Pins

Round head, 5 gross box.....	45
Round head, cartons.....	62

13	
Mop Sticks	

Trojan spring.....	90
Eclipse patent spring.....	85
No. 1 common.....	75
No. 2 patent brush holder.....	85
19 lb. cotton mop heads.....	1 25
Ideal No. 7.....	90

Pails

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

Toothpicks

Hardwood.....	2 50
Softwood.....	2 75
Banquet.....	1 50
Ideal.....	1 50

Tubs

20-inch, Standard, No. 1.....	6 00
18-inch, Standard, No. 2.....	5 00
16-inch, Standard, No. 3.....	4 00
20-inch, Cable, No. 1.....	6 50
18-inch, Cable, No. 2.....	6 00
16-inch, Cable, No. 3.....	5 00
No. 1 Fibre.....	9 45
No. 2 Fibre.....	7 95
No. 3 Fibre.....	7 20

Wash Boards

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

Wood Bowls

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

WRAPPING PAPER

Common Straw.....	1 1/4
Fiber Manila, white.....	3 1/4
Fiber Manila, colored.....	4 1/4
No. 1 Manila.....	4 1/4
Cream Manila.....	3
Butcher's Manila.....	2 1/4
Wax Butter, short count.....	13
Wax Butter, full count.....	20
Wax Butter, rolls.....	15

YEAST CAKE

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

FRESH FISH

Per lb.	
White fish.....	9
Trout.....	9
Black Bass.....	10 1/2
Halibut.....	10
Ciscoes or Herring.....	5
Bluefish.....	12
Live Lobster.....	20
Bolled Lobster.....	20
Cod.....	10
Haddock.....	7
No. 1 Pickerel.....	9
Pike.....	8
Perch.....	5
Smoked White.....	11
Red Snapper.....	11
Col River Salmon.....	12
Mackerel.....	15

OYSTERS

Can Oysters.....	40
F. S. D. Selects.....	34
Selects.....	27

Bulk Oysters

Counts.....	2 00
Extra Selects.....	1 85
Selects.....	1 50
Standards.....	1 25

HIDES AND PELTS

The Cappon & Bertsch Leather Co., 100 Canal Street, quotes as follows:	
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Hides	
Green No. 1.....	6 1/4
Green No. 2.....	6 1/4
Cured No. 1.....	8 1/4
Cured No. 2.....	7 1/4
Calfskins, green No. 1.....	9
Calfskins, green No. 2.....	7 1/4
Calfskins, cured No. 1.....	10
Calfskins, cured No. 2.....	8 1/4

Pelts

Pelts, each.....	50 1/2 00
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Tallow

No. 1.....	4 1/4
No. 2.....	3 1/4

Wool

Washed, fine.....	15 1/2 17
Washed, medium.....	18 1/2 21
Unwashed, fine.....	11 1/2 14
Unwashed, medium.....	14 1/2 16

CANDIES

Stick Candy	
Standard.....	7 1/4
Standard H. H.....	7 1/4
Standard Twist.....	8
Cut Leaf.....	9
Jumbo, 32 lb.....	7 1/4
Extra H. H.....	10 1/4
Boston Cream.....	10
Beet Root.....	8

14	
Mixed Candy	

Grocers.....	6 1/2
Competition.....	7
Special.....	7 1/4
Conserve.....	8 1/4
Royal.....	8 1/4
Ribbons.....	9
Broken.....	9
Cut Leaf.....	9
English Rock.....	9
Kindergarten.....	9
Bon Ton Cream.....	9
French Cream.....	10
Dandy Pan.....	10
Hand Made Cream.....	15 1/4
Crystal Cream mix.....	13

Fancy-In Pails

Champ. Crys. Gums.....	8
Pony Hearts.....	15
Fairy Cream Squares.....	12
Fudge Squares.....	12
Peanut Squares.....	9
Fruit Tab., as. wrap.....	12
Sugared Peanuts.....	10 1/4
Salted Peanuts.....	12
Starlight Kisses.....	10
San Blas Goodies.....	12 1/2
Lozenges, plain.....	9 1/4
Lozenges, printed.....	10
Choc. Drops.....	11 1/4
Eclipse Chocolates.....	13 1/4
Choc. Monumentals.....	14
Victoria Chocolate.....	15
Gum Drops.....	5
Moss Drops.....	9 1/4
Lemon Sours.....	10
Imperial.....	10
Ital. Cream Opera.....	12
Ital. Cream Bonbons.....	12
20 lb. pails.....	12
Molasses Chews, 15 lb. pails.....	14
Golden Waffles.....	12

Fancy-In 5 lb. Boxes

Lemon Sours.....	255
Peppermint Drops.....	260
Chocolate Drops.....	265
H. M. Choc. Drops.....	285
H. M. Choc. Lt. and Dk. No. 12.....	21 00
Gum Drops.....	30
Licorice Drops.....	275
Lozenges, plain.....	255
Lozenges, printed.....	260
Imperial.....	260
Mottoes.....	260
Cream Bar.....	255
Molasses Bar.....	255
Hand Made Creams.....	80
Cream Buttons, Pep. and Wint.....	265
String Rock.....	265
Wintergreen Berries.....	260

Caramels

Clipper, 20 lb. pails.....	9
Standard, 20 lb. pails.....	10
Perfection, 20 lb. pls.....	12 1/4
Amazon, Choc Cov'd.....	15
Korker 2 for 1c pr bx.....	55
Big 3, 3 for 1c pr bx.....	55
Dukes, 2 for 1c pr bx.....	60
Favorite, 4 for 1c, bx.....	60
AA Cream Carl's 3lb.....	50

FRUITS

Florida Russet.....	2
Florida Bright.....	2
Fancy Navels.....	2
Extra Choice.....	2
Late Valencia.....	2
Seedlings.....	2
Medt. Sweets.....	2
Jamalacas.....	2 1/2 25
Rodl.....	2

Lemons

Verdelli, ex fcy 300.....	2
Verdelli, fcy 300.....	2
Verdelli, ex chco 300.....	2
Verdelli, fcy 300.....	2
Messinas 300s.....	4 00 4 50
Messinas 360s.....	3 50 4 00

Bananas

Medium bunches.....	1 50 2 00
Large bunches.....	1 50 2 00

Foreign Dried Fruits

Califnias, Fancy.....	2
Cal. pkg. 10 lb. boxes.....	21 00
Extra Choice, 10 lb. boxes.....	9 1/4
Fancy, 12 lb. boxes.....	12
Pulled, 6 lb. boxes.....	2
Naturals, in bags.....	2

Dates

Fards in 10 lb. boxes.....	2
Fards in 60 lb. cases.....	5 1/2 5 1/4
Hallowi.....	2
lb. cases, new.....	2
Sairs, 60 lb. cases.....	4 1/2 5

NUTS

Almonds, Tarragona.....	17
Almonds, Ivica.....	16
Almonds, California, soft shelled.....	16 1/2 18
Brazils.....	12
Fileberts.....	12 1/4
Walnuts, Grenobles.....	14
Walnut, soft shelled.....	14
California No. 1.....	2
Table Nuts, fancy.....	14
Table Nuts, choice.....	13
Pecans, Med.....	10
Pecans, Ex. Large.....	11
Pecans, Jumbos.....	12
Hickory Nuts per bu.....	2
Ohio, new.....	2
Cocconuts, full sacks.....	2
Chestnuts, per bu.....	2
Peanuts.....	5 1/2 6
Fancy, H. P., Suns.....	6 1/2 7
Fancy, H. P., Suns.....	6 1/2 7
Roasted.....	6 1/2 7
Choice, H. P., Extras.....	6 1/2 7
Choice, H. P., Extras.....	6 1/2 7
Span. Shld No. 1 n'w.....	6 1/2 7

15	
AKRON STONEWARE	

Butters

1/2 gal., per doz.....	48
2 to 6 gal., per gal.....	6
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 1/4
Churn Dashers, per doz.....	84

Milkpans

1/2 gal. flat or rd. bot., per doz.....	48
1 gal. flat or rd. bot., each.....	6

Fine Glazed Milkpans

1/2 gal. flat or rd. bot., per doz.....	60
1 gal. flat or rd. bot., each.....	6

Stewpans

1/2 gal. fireproof, bail, per doz.....	85
1 gal. fireproof, bail, per doz.....	1 10

Jugs

1/2 gal. per doz.....	60
3/4 gal. per doz.....	45
1 to 5 gal., per gal.....	7 1/4

Sealing Wax

5 lbs. in package, per lb.....	2
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LAMP BURNERS

No. 0 Sun.....	35
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The Meat Market

Why Butchers are Immune From Consumption.

There can be no doubt but what most of the butchers are immune from tuberculosis for more than one reason. Dealers in meats or provisions as a rule are very fine specimens of manhood. Very seldom ill, and they are long lived. Why is this? In the first place their occupation is such that it affords them a sufficient amount of daily exercise and an abundance of air, as their places are more open than other stores. These things are invariably factors in themselves to afford constant invigoration, bringing all the muscles of the body in play and allowing good expansion of lung cells by proper inhalation of air. Good appetite, digestion and proper assimilation of nutrition are thus promoted.

One of the primary causes of tuberculosis in this country is ill-ventilated places of business; another factor is where the air is filled with dust or solid irritating particles, the inhalation of which in time destroys the air vesicles and leads to degeneration. Constant malnutrition is another prolific cause of tuberculous conditions. Professor Flint says that the average man requires for nutrition in twenty-four hours as follows: Meat, 16 ozs.; bread, 19 ozs.; butter or fat, 3 1/2 ozs.; water, 52 ozs.; about 2 1/2 pounds solid food and 3 pints of liquid. Food should be simple, nutritious and of good quality.

How many of the people of this country get that amount of food? Not many of them. Some can not afford it, while others are deceived in quantity by our restaurant and boarding house methods of trying to make all they can out of the consuming and confiding public.

What about the butchers? Do they get enough nutrition? Invariably so. If not by stomach, certainly through the cutaneous system. The skin absorbs lots of things; doctors will tell you that. They tell a mother who has a child in the last stages of marasmus to rub the little one with cod liver oil. Why? Because it is rapidly absorbed by the dermal surface and the effect is twofold: A therapeutic one on account of the medicinal principles existing in the oil; and secondly from the nutritive effect of the simple fats, oleine and stearine forming most of the oil.

The ancients would anoint emaciated patients from various diseases with olive oil, and they improved because it contributed to the tissues, as nourishment and builder which medicines could not do.

Butchers daily handling meats, especially pork or suet, are constantly absorbing the nutritious elements of these fats into their system. While the amount may be small on account of the solidness of the fats, yet in the course of months or years, an effect is produced.

"Drops make the ocean." And "tall oaks from little acorns grow."

Through the hands and the exposed portions of the butchers' forearms passes daily a certain amount of fatty matter, which, chemically speaking, is oleine, pulmitine and stearine, the three simple fats of chemistry composed of carbon and hydrogen. These are the elements which contribute the heat and force for the human body, and it is this heat and force which is so needed to maintain the equipoise of the functions of digestion, assimilation and nutrition. My attention was first called to the

remarkable absorption of fats by a minstrel man some years ago, who assured me that the "greases" he used in "make-ups" were making him fat. And this led me to observe the butchers; most of them who have been in business for some years are fat; some very fat; very few thin and consumptive. The proof of the pudding, therefore, in this case, is not eating, but in the absorption thereof. Besides the fatty materials absorbed there is also taken in by the skin the "juices of meats." What have we here from a point of nutrition? Solid matters 22.28 representing phosphatic compounds, muscular parts 85.70, fat cellular tissue 14.30 in 100 parts.

As a matter of fact "meat juices" are a concentrated form of animal food; so much so that the physicians of all schools commend them to patients who are in need of nutritive agents which will be easily digested and assimilated. Therefore prepared "meat juices" and defibrinated and desiccated blood are coming more and more in vogue, and in many instances accomplish more than what medicine does in many diseases.

Considering the fact that a few teaspoonfuls of meat juice represent a pound of lean beef, sufficient to sustain a patient for twenty-four hours, we may safely assume that if only a portion of this amount is daily absorbed by the skin of the butcher handling "juicy meats," that he must certainly, along with fatty matter, accrue for his constitution a wonderful amount of substance which is nutritive, tissue-building and proof against the invasion and rooting of disease germs.—P. E. Hommel in Butchers' Advocate.

Search for the Man Who Can.

There is but one straight road to success, and that is merit. The man who is successful is the man who is useful. Capacity never lacks opportunity. It can not remain undiscovered, because it is sought by too many anxious to utilize it. A capable man on earth is more valuable than any precious deposit under the earth, and the object of a much more vigilant search. Whoever undertakes to build a house, to cultivate a farm, to work a mine, to obtain relief from pain, to maintain a legal controversy, or to perform any function of civilized life, is actively searching for other men qualified to aid him. To appreciate the thoroughness of the search it is necessary only to realize the number of persons engaged in all these pursuits and undertakings throughout the world. From such a search no form of ability can remain concealed. If the possessor of capacity thought to hide himself he would be discovered and induced to employ his ability for the benefit of those who need it.

To be successful, then, one has but to qualify himself thoroughly for some occupation. Every man has some natural aptitude. In these days the training by which natural aptitude is developed into effective ability can be obtained by every youth. No man can hope to be the best in any field of labor, but every one can hope to be among the best. Time occupied in worrying about opportunities, openings and starts, is time wasted, because to every capable man a "start" and an "opportunity" are always furnished by the necessities of all other men.

W. Bourke Cochran.

'Tis sweet to love,
But who dare risk it,
And go against
The home-made biscuit?

Hardware Price Current

Ammunition					Adze Eye.....\$17 00..dis		Mattcocks.....65	
Caps					Metals—Zinc			
G. D., full count, per m.....					600 pound casks.....7 1/2			
Hicks' Waterproof, per m.....					Per pound.....8			
Musket, per m.....					Miscellaneous			
Ely's Waterproof, per m.....					Bird Cages.....40			
Cartridges					Pumps, Clatern.....75			
No. 22 short, per m.....					Screws, New List.....85			
No. 22 long, per m.....					Casters, Bed and Plate.....50&10&10			
No. 32 short, per m.....					Dampers, American.....50			
No. 32 long, per m.....					Molasses Gates			
Primers					Stebbins' Pattern.....60&10			
No. 2 U. M. C., boxes 250, per m.....					Enterprise, self-measuring.....30			
No. 2 Winchester, boxes 250, per m.....					Pans			
Gun Wads					Fry, Acme.....60&10&10			
Black edge, Nos. 11 and 12 U. M. C.....					Common, polished.....70&5			
Black edge, Nos. 9 and 10, per m.....					Patent Planished Iron			
Black edge, No. 7, per m.....					"A" Wood's patent planished, Nos. 24 to 27.....12 10			
Loaded Shells					"B" Wood's patent planished, Nos. 25 to 27.....11 10			
New Rival—For Shotguns					Broken packages 1/2¢ per pound extra.			
No. 120.....					Planes			
No. 128.....					Ohio Tool Co.'s, fancy.....40			
No. 126.....					Scotia Bench.....50			
No. 135.....					Sandusky Tool Co.'s, fancy.....40			
No. 154.....					Bench, first quality.....45			
No. 200.....					Nails			
No. 236.....					Advance over base, on both Steel and Wire.			
No. 265.....					Steel nails, base.....2 65			
No. 264.....					Wire nails, base.....2 65			
Discount 40 per cent.					20 to 60 advance.....Base			
Paper Shells—Not Loaded					10 to 16 advance.....5			
No. 10, pasteboard boxes 100, per 100.....					8 advance.....10			
No. 12, pasteboard boxes 100, per 100.....					6 advance.....20			
Gunpowder					4 advance.....30			
Kegs, 25 lbs., per keg.....					3 advance.....45			
1/2 kegs, 12 1/2 lbs., per 1/2 keg.....					2 advance.....70			
1/4 kegs, 6 1/4 lbs., per 1/4 keg.....					Fine 3 advance.....50			
Shot					Casing 10 advance.....15			
In sacks containing 25 lbs.					Casing 8 advance.....25			
Drop, all sizes smaller than B.....					Casing 6 advance.....35			
Augurs and Bits					Finish 10 advance.....25			
Snell's.....					Finish 8 advance.....35			
Jennings genuine.....					Finish 6 advance.....45			
Jennings' imitation.....					Barrel 1/2 advance.....85			
Axes					Rivets			
First Quality, S. B. Bronze.....					Iron and Tinned.....50			
First Quality, D. B. Bronze.....					Copper Rivets and Burs.....45			
First Quality, S. B. S. Steel.....					Roofing Plates			
First Quality, D. B. Steel.....					14x20 IC, Charcoal, Dean.....7 50			
Barrows					14x20 IX, Charcoal, Dean.....9 00			
Railroad.....					20x28 IC, Charcoal, Dean.....15 00			
Garden.....net					14x20 IC, Charcoal, Alloway Grade.....7 50			
Bolts					14x20 IX, Charcoal, Alloway Grade.....9 10			
Stove.....					20x28 IC, Charcoal, Alloway Grade.....15 00			
Carriage, new list.....					20x28 IX, Charcoal, Alloway Grade.....18 00			
Plow.....					Ropes			
Buckets					Sisal, 1/4 inch and larger.....8 1/2			
Well, plain.....					Manilla.....11 1/2			
Butts, Cast					Sand Paper			
Cast Loose Pin, figured.....					List acct. 19, '86.....dis			
Wrought Narrow.....					Sash Weights			
Chain					Solid Eyes, per ton.....25 00			
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POOR POLICY.

Buying Goods for Which You Have Limited Demand.

I recently read an article which criticized a grocer located in a good territory, at whose store the writer of the article had been unable to get a long list of such things as olives and potted meats. The point was, if my memory serves me, that the man was letting a good field go to waste.

It occurred to me as I stood last week before the window of another small grocery store, that it is just as easy to go to the other extreme in keeping goods.

The store in question was in the midst of a small settlement not far from Philadelphia. It is not an especially good territory—the people thereabouts are mostly working people, I imagine—which would seem to make a plain stock of staple groceries the sort of a stock to carry.

This store itself was a sort of decrepit institution—not very well cared for, and without even a bulk window. It was a general store as well as a grocery, and in the little insignificant window, among other things, were the following fancy specialties:

Canned soft shell crabs.
Capers,
French peas.
Canned mushrooms.
Malt nutritine.
Evaporated horseradish.
Worcester sauce.
Olives.
Preserved strawberries.

Judging from the looks of the store, the looks of the people in it, and what I know of the character of the neighborhood, I can not see how this grocer can have any call for such things as these.

The dust that lay thick all over them seems to corroborate this opinion.

Yet there they are. How little grocers must know about their neighborhoods when a dealer like this one will lay in such things as these!

It is not a question of educating your trade to like such fancy groceries when their inborn tastes and their training are all against them, and when, moreover, they have not the money to cultivate such tastes, even if they had the inclination.

I wonder if a whole lot of the grocery failures that trade press tells about does not come from bad judgment in picking out the goods that you are going to expect the people to come in and buy.

There comes to my mind the details of a failure in the grocery business which occurred about six years ago. While the grocer who failed was a bad business man in other ways, in my opinion his failure was caused more directly by the way he bought stock than from any other reason.

This grocer had a small store in the mill district. Shortly after he went there he married a school teacher who had some culture and a strong desire to shine in society.

She was the sort of a female who thinks the way to become socially great is to use violet toilet water three times a day and polish your finger nails with pink powder.

This woman's mind was away above her condition. She wanted expensive perfumery and toilet waters, manicure sets, Cashmere Bouquet soap, and a whole lot of other things just like them.

Her husband did not think it was up to him to give her the money to go out and buy such luxuries, so she began to devil him to buy them at wholesale.

Being a dealer, he could easily do that and save money.

Well, boys, you and I know by experience that a man will do a good deal to keep peace in the house, so gradually this grocer allowed himself to get in the way of buying a dozen boxes of expensive soap and a lot of fine violet extracts. He had no demand for such things at all and the only use they served was to let his wife go in the store and get whatever she wanted without paying for it.

She could not use a dozen boxes of Cashmere Bouquet soap at a time, so the only thing to do with the remainder of it was to put it in stock. This the grocer did, and his wife had so many wants in this line that pretty soon they began to be noticeable on the shelves.

I remember going in this store and wondering, before I heard the story, what sort of judgment the grocer who kept the place could have. There were eleven silver-mounted atomizers for spraying perfume, two or three big bottles of different sorts of extract, a great lot of violet and lilac toilet water, face powder, three or four manicure sets and a lot of boxes of pink nail powder. Everything was of the very best.

And this was in a mill district where most of the operatives were poor English, who thanked God when they got enough to eat!

One day I asked the only clerk whether they ever had any demand for the things.

"Not much," he said, with a grin that told volumes.

After this grocer failed, which he did about a year after that, I heard how he came to go into the perfumery business. I have no doubt that that was the main reason why he went down, because violet extract at 50 cents an ounce runs into a lot of money, and money spent for such things when you have no call for them meant money practically withdrawn from the business.

This man is canvassing for a life insurance company to-day, and I guess he's glad he can not buy things at wholesale to gratify his wife's vanity.

This case is worse than that of the little general storekeeper who keeps canned soft shell crabs and Malt-Nutrine, because those things were at least in the grocery line. Still, it all amounts to buying goods that you have no demand for.—Stroller in Grocery World.

Reflections of a Bachelor.

There are plenty of women who aren't pigeon-toed, but mighty few who aren't knock-kneed.

Before she marries a man a woman may care a whole lot to have him look like a god; but after she has got him what she most cares about is not to have him get up cross in the morning.

When they are engaged a man can't think of anything so prosaic as what his future wife knows about things to eat; but after they are married he will raise thunder if she can't give cards and spades to the best cook on earth.

September Days.

The golden rod is yellow.
The corn is turning brown;
The trees in apple orchards
With fruit are bending down.
By all these lovely tokens
September days are here,
With fruit and bending down,
And Autumn's best of cheer.
Helen Hunt Jackson.

James L. Crane, of Kalamazoo, has purchased the business of the Three Rivers House and has associated himself with his son-in-law, A. Vernon, of Three Rivers, under the firm name of Vernon & Crane.

The Boys Behind the Counter.

Vermontville—D. M. Gunthorpe has taken a position with O. M. Folger & Son, dealers in flour, feed and agricultural implements.

Lowell—Clyde Forman, who has been for some time with Clyde Collar in the bazaar store, has taken a position in the W. S. Godfrey clothing store.

Vermontville—Howard Sackett has resigned his position with Warner & Sackett and taken the position of head clerk with Tubbs & Coy, of Charlotte.

Eaton Rapids—Clark Belknap has secured a position with the J. L. Hudson clothing house, at Detroit. He has charge of the child's clothing department.

Vermontville—John Faust takes Fred Pendell's place at the palace grocery of Chester M. Ambrose vice Fred Pendell resigned.

Mecosta—Albert Gettleman, whose stock of clothing here was recently wiped out by fire, has gone to Marion to take charge of a general store.

Nashville—Harley Fox, formerly with Frank McDerby, has now a similar position with Warner & Sackett at Vermontville.

Not Capable of Explanation.

"I judge from your conversation," said the carping person, "that you assume to be an optimist."

"Oh, yes. It's just as well to look on the bright side."

"You undertake to demonstrate that 'whatever is right,' and all that sort of thing."

"That would be the tendency of my arguments."

"And you believe that everything is all for the best?"

"Yes."

"Well, I'm glad to meet you. I want to talk with some one who has studied the subject, and who can possibly tell me why it is that the man who rocks the boat always manages to swim ashore and let the other people drown. It may be all for the best, but I'd like to have it explained."

The tobacco growers of Virginia and Kentucky would do well to look to their laurels; at least, that is the note which is being sounded at the Antipodes. The State of Victoria, Australia, is out on a scalp-hunt, and after thirty years of experimentation with the fragrant weed, claims that a better quality can be raised there than in either of the states above mentioned. Victorian tobacco has been known in the European markets for some years, and while the general quality has been conceded the supply has been so meager as not to threaten any serious competition. Now it is proposed to foster the infant industry in every way possible. To this end an American expert has been retained by the Government, seed is to be distributed, and special facilities for export instituted.

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.

AGENTS AND DEALERS WANTED TO sell Sear's patent potato fork appliance. Sells like hot cakes. Makes potato digging easy. Sample postpaid upon receipt of 35 cents. Barnett & Sears, Rose Center, Mich. 70

WANTED—TO LEASE FURNISHED hotel in good town in Southern Michigan. Address 919 E. Madison St., South Bend, Ind. 67

FOR SALE CHEAP—FIRST-CLASS LAUNDRY; doing good business; good reasons for selling. Box 544, Reed City, Mich. 66

FOR SALE—CONTINENTAL TOBACCO tags, \$1 per 100. Have 2,000 on hand. Carl Dice, Wyandotte, Mich. 65

FOR SALE—FURNITURE AND UNDERTAKING business in town of 600. One of the best locations in Michigan. Business established two years. Best reasons for selling. Stock, hearse and buildings about \$2,500. Address No. 68, care Michigan Tradesman. 68

TO EXCHANGE FOR STOCK OF GOODS, Hardware Preferred—A 160 acre farm, good buildings and orchards. Fine location in the banner county of Western Michigan. Address A. Z., care Michigan Tradesman. 64

FOR SALE—CONFECTIONERY STOCK, fixtures, utensils and all tools necessary for making candy; also soda fountain on contract, and all apparatus for the manufacture of ice cream; situated in thriving town of 3,000 inhabitants; the only store of its kind in the town. The owner, a first-class candy maker, will agree to teach the buyer for one month in the manufacture of candy. Reasons for selling, other business. Address No. 62, care Michigan Tradesman. 62

I WILL SELL WHOLE OR ONE-HALF interest in my furniture business. The goods are all new and up-to-date; located in a town of 7,000; has been a furniture store for thirty years; only two furniture stores in the town. Address all correspondence to No. 63, care Michigan Tradesman. 63

WISH TO BUY A DRUG STORE FOR CASH in a good live town. Karl H. Nelson, Cedar Springs, Mich. 71

FOR SALE—A STOCK OF CROCKERY, glassware, hardware and notions, centrally located. P. O. Box 595, Tecumseh, Mich. 57

FOR SALE—BOWEN'S GRIEST AND SAW mills and other property to close up an estate. Might trade. For particulars, address Box 56, Bowen's Mills, Barry Co., Mich. 66

FOR SALE CHEAP IN CENTER VILLAGE Remus, two-story building. Clark's Real Estate Exchange, Grand Rapids, Mich. 61

FOR SALE—A \$2,300 STOCK OF BOOTS AND shoes in Dowagiac, Mich.; cheap rent; good opening for a shoe man. Address J. F. Mufley, Kalamazoo, Mich. 62

PLANNING MILL AND MANUFACTURING plant for sale or exchange for lumber or what have you? J. A. Hawley, Leslie, Mich. 63

FOR SALE—A WHOLESALE AND RETAIL trade and manufacturing business, conducted for past twenty years; favorable and convenient location for trade and shipping; goods staple, non-perishable, with unending demand; present owner has made money out of it and wishes to retire; will be sold on favorable terms if taken soon. Address Arthur, 250 North Burdick St., Kalamazoo, Mich. 45

FOR SALE—BEST LOCATION FOR COUNTRY store in Southern Michigan; store with dwelling attached; long established good paying trade; no competition; small stock of absolutely new staple goods. Write for particulars. Address X, care Michigan Tradesman. 50

FOR SALE—STOCK OF GENERAL MERCHANDISE in German town; stock invoices about \$5,000; will sell stock and rent building or sell both. Two dwelling houses on same lot. Will send photograph of place upon request. Address No. 44, care Michigan Tradesman. 44

FOR RENT—A GOOD BRICK STORE, splendidly located in a thriving and growing business town. Address A. M. Colwell, Lake Odessa, Mich. 46

DAIRY BUSINESS FOR SALE. BIG MONEY for hard worker. Easy terms. J. P. Southard, Harbor Springs, Mich. 54

CLEARANCE SALES CONDUCTED QUICKLY and without loss by our new method. It beats any auction sale, fire sale or mill end sale ever held. Start one now and do a large business in the dull season. Terms and particulars by writing to New Methods Sales Co., 7701 Normal Ave., Chicago, Ill. 36

FOR SALE—\$6,500 STOCK OF DRY GOODS, groceries, shoes and store fixtures; long lease and low rent of the best business corner in city of 2,500. If preferred, I will sell part of stock and rent half the store to desirable tenant. No agents or traders need apply. A. L. Bradford, Eaton Rapids, Mich. 35

WANT TO PURCHASE FURNITURE AND UNDERTAKING business in city of not less than 3,000 population. Will pay cash. Address No. 33, care Michigan Tradesman. 33

HARDWARE BUSINESS, WELL ESTABLISHED, doing retail-wholesale business; daily sales, \$110 to \$150. Will arrange special terms right party; for purchase next thirty days. Address Hardware, care Michigan Tradesman. 30

MERCHANTS DESIROUS OF CLOSING out entire or part stock of shoes or wishing to dispose of whatever undesirable for cash or on commission correspond with Ries & Guettel, 12-128 Market St., Chicago, Ill. 6

FOR SALE—GOOD ESTABLISHED GROCERY business in town of 6,000; a bargain for the right person. Will not sell except to good, reliable party. For particulars address Grocery, care Michigan Tradesman. 983

FOR SALE, CHEAP—\$1,500 STOCK GENERAL merchandise. Address No. 945, care Michigan Tradesman. 945

MISCELLANEOUS

WANTED—POSITION BY EXPERIENCED general merchandise or dry goods clerk. Good references furnished. Address X. Y. Z., care Michigan Tradesman. 69

WANTED—POSITION IN NOTION OR bazaar store by young man, with the very best of references; wishes to learn the business; wages no object. Address No. 42, care Michigan Tradesman. 42

WANTED—WOMEN TO SELL "SPOT-CLEAN" from house to house; outfit, 25 cents. Send stamp for particulars. Kate Nobles Manufacturing Co., Niles, Mich. 54

PHYSICIAN WANTED, REGISTERED pharmacist preferred. Drug business can be bought. Address Drug Doctor, care Michigan Tradesman. 40