

# MICHIGAN TRADESMAN

Nineteenth Year

GRAND RAPIDS, WEDNESDAY, OCTOBER 2, 1901.

Number 941



Grand Rapids Offices: Widdicombs Building.  
Detroit Offices: Detroit Opera House Block.

**L. J. Stevenson**  
Manager

**R. J. Cleland and Don E. Minor**  
Attorneys

Expert adjusters and attorneys on collections and litigation throughout Michigan.

## THE MERCANTILE AGENCY

Established 1841.

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Widdicombs Bld'g, Grand Rapids, Mich.

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

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Advisory Counsel to manufacturers and jobbers whose interests are affected by the Food Laws of any state. Correspondence invited.

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**C. H. HANSON,**

44 S. Clark St., Chicago, Ill.

## Tradesman Coupons

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### TREADING ON DANGEROUS GROUND.

The Grocery World is a live trade journal which pursues the lines laid down by its editor with great energy and fearlessness. The Tradesman does not believe that the Grocery World would knowingly advocate any measure or plan of action which would tend to place its readers in jeopardy or subject them to unnecessary expense, but in recommending that merchants and associations of retail dealers advertise their bad accounts in newspapers, it ought to know that it is treading on dangerous ground. While there is not necessarily any liability attached to advertising the account of a dead-beat, there is a great element of danger in treating a miscellaneous assortment of accounts in this manner, because of the liability of the merchant advertising an account which has been paid or stating an amount which might be incorrect or of getting a wrong initial or of mis-spelling a name, which might correspond to the name or initial of some other man in the community, who would thus have just cause for bringing a damage suit. It is not an unusual thing for a newspaper to be mulcted in damages to the amount of several hundred dollars through the erroneous publication of a name, coupling it with some crime or misdemeanor which was committed by a man of similar name; and the time has not yet arrived when the average merchant is sufficiently careful in keeping his accounts to justify him in advertising for sale accounts which may not be correctly set down in his books. The objection that would apply to the advertising of book accounts will not apply to the advertising of judgments, because a judgment is prima facie evidence of indebtedness, while a book account is not. Better than either method, however, is the adoption and maintenance of a system which will prevent the making of bad accounts. For nearly twenty years the Tradesman has persistently preached the doctrine of protection, instead of retaliation, believing that any plan which prevents the making of bad debts is worth a dozen machines for squeezing money

out of dead-beats, because both experience and observation lead to the belief that the time, worry and money expended in collecting doubtful accounts are seldom compensated by the trouble involved in making such accounts. In other words, the merchant is money out whenever he trusts a customer who compels him to resort to radical measures to enforce collection.

### INCREASE IN HEALTHFULNESS.

The United States census bulletin on mortality shows that the length of life in this country is increasing. The great gain is in the lower death rate among children under five. The death rate among this class is very much lower than it was twenty-five years ago. The improvement within that period has been little short of marvelous. Children under the age of five are peculiarly susceptible to bad sanitary conditions, and it is along the lines of sanitation that the greatest progress has been made.

Adults live longer than they used to because the conditions all about are constantly improving. The surroundings in every dwelling place are better than they were, and, what is quite as important, the opportunities for getting good food are very much better. There is more money in circulation, people are more prosperous, and they are putting into their stomachs a higher grade of food than was the case twenty-five years ago. The question of diet has received very close attention, and on all sides new and nourishing foods have been put on the market at a very low price.

The increase of general knowledge among the masses has to do directly with the greater longevity. People in the ordinary walks of life who formerly knew nothing and cared less about hygiene are well informed now through the great spread of practical knowledge by means of newspapers and periodicals. The result is that our people realize and recognize at once dangers to health and well-being that formerly had no existence for them. They see the pitfalls almost as readily as the most expert and avoid them. Twenty years ago one of the most prolific sources of sickness was polluted water, the use of which was almost general. On the farms you would find almost invariably that the well and the cesspool were so close together that the water was of necessity deleteriously affected. Most people could not believe that so long as water was clean and sparkling it could carry contagion. It is understood that sometimes the most dangerous water is the best looking. The result of this is that typhoid, which was so common fifteen years ago, has been very largely put under control.

There is a lesson for the youth of the land in the message sent by Czolgosz to his father as the gates of Auburn prison closed behind him. "Tell my father," said the condemned anarchist, "that I am sorry I left such a bad name for him!"

### GENERAL TRADE REVIEW.

It is not at all strange that trouble in the financial centers of the Old World should be a material influence in our stock markets, so, when heavy liquidation is the rule there, we must submit to some depreciation here. It remains to be seen whether we have yet reached a position where we can contend with a considerable European reaction without serious consequences here, but, in view of the fact that we have met all the other affected causes of financial panic without injury, it is not too much to believe that we can meet this danger safely. Of course it is inevitable that our stocks should suffer in the lessened foreign market and in sympathy with foreign declines, but the general underlying strength of the situation here gives assurance that such influences will be only temporary.

The notable features in the industrial world are the continually increasing earnings in producing works and in transportation. Aside from the unfavorable situation of copper, there are few that do not report constantly accelerating returns. It is probable that the speculative fever had too far discounted the strength in the red metal and a reaction is the result. There is certainly no diminution in its consumption in this country, but it would naturally be one of the first to suffer in the troubles in Europe. It is a reassurance that this stock has taken its place in the lists of which recoveries are reported, indicating that the decline is not likely to be serious.

The general situation in the financial world is exceptionally favorable. Collections are generally good and all needs of legitimate trade are anticipated by prompt Treasury payments.

The situation in the iron and steel industries is rapidly improving since the labor interruptions, which had caused heavy accumulations of work. Many old contracts were delayed and new orders were held pending the settlement, which have since been placed, assuring plenty of work for a considerable time at profitable prices. It is still to be noted that prices are not allowed to be unduly inflated so as to avoid the curtailment of the market.

The textile situation is so far improved that, instead of threatened reduction of prices, which was averted by philanthropic purchases of white goods for the print mills, there is now the threat of demanding an advance of wages. Orders for heavy weight wools are good at the mills and quotations for wool are maintained. Advances in prices are reported in many lines of footwear, with best grades in leading demand. Many factories report their works engaged until the beginning of the year.

The provisions of the will left by Mr. McKinley are of such a nature as to add to the love and veneration in which his memory is held by the people of the country.

It is a long lane that has no turning, and Czolgosz broke down at last.



## DOMINION DAY.

How the Event Was Celebrated in Stubbleville.

Written for the Tradesman.

Dominion Day is the only public holiday in Canada that is celebrated exclusively by Canadians. There are many holidays, but all, with this one exception, are either observed by all Christianized countries or by all parts of the British Empire. Dominion Day is to Canadians what the "Glorious Fourth" is to Americans. It is celebrated by games, sports, pyrotechnic displays and unique processions of various kinds. No patriotic oratory is indulged in and yet it is quasi-national in character. It is not a celebration of the birth of a nation, but it is a celebration of the birthday of the Dominion, and the world is daily learning that the Dominion is a federation of states or provinces of no mean proportions. But I am "eppisodin," as Samantha Allen would say, and must "resume, and go on."

This year Hanksburg celebrated on the Queen's birthday and Wheytown had a "doins" on Jubilee Day; and so when Dominion Day "hove in sight" the coast was clear for twenty miles all around Stubbleville.

Time was when Stubbleville alternated with Hanksburg in getting up celebrations, but about twenty years ago the old village was run over by a railroad and killed, and after the funeral the bereft trade was divided among the neighboring villages—Wheytown succeeding as Hanksburg's running mate in celebration honors. This year Wheytown celebrated on Jubilee Day, and thus it happened that the nearest Dominion Day celebration was full twenty miles away. This was an opportunity for the raising of a little revenue which Budge Bottleby, landlord of the "Stubbleville Roost," determined to grasp by the foretop. He had seen better days in an American town, and although he had struck bottom—or Stubbleville, which is the same thing—he still had one eye left for best chances. He saw that the opportunity might not occur again until the Queen had reigned another sixty years, and that if he ever made "a haul" at the expense of the business men of Stubbleville, now was the time to do it.

Although gone to seed Stubbleville has not parted with her village sport. His name is Adolphus P. McStiff, but everybody calls him Dolph. As a representative of his class, he possesses no distinguishing characteristics which make him better or worse than the village sport of any other village. His wife is a prominent church member and a leader in village social circles. Dolph does not belong to the church. It would be detrimental to the position he holds as Lord Mayor, Privy Councillor, General Custodian of Secrets and Universal Umpire for the village. He holds down one or two township offices, shaves notes, speculates on sporting events and is ever on the still hunt for game. He dresses well and lives well. He is built on the "good Lord good devil" principle, and is quite as much at home in the tap-room of the "Roost," or in the little back parlor at the "Retreat" over in Hanksburg, where dollars are won and lost in manipulating pieces of cardboard, as he is when sipping in the basement of the Stubbleville Baptist church or chatting with the ladies of the Home Mission Circle. Everybody says he is a good

fellow, and it is not for me to negative a universal affirmative.

"Well, the scheme's all right, but ye've got to do a little funny work if ye succeed," said the village sport when Bottleby broached the subject one night at the "Roost." "You couldn't pull the business men and citizens for the necessary boodle yourself, an' ye couldn't get the people to meet and appoint a committee to take charge of it. Fact is, it's been so long since Stubbleville went to seed I'm afraid some o' the people'd drop dead if a brass band happened to strike up anywhere on the street."

"I'll tell ye wot we'll do," said Bottleby, "ye've just draw up a subscription paper an' I'll head 'er with \$20. Then you put down \$10 an' help the thing through an' after the show I'll give it back to ye, see?"

"Yes, I see—that is, I don't see anything in it for me," said Dolph.

"Oh, well, ye know I'm allus willin' to whack up an' do wot's fair," said Bottleby, "an' now less spring 'er on, hey?"

"All right, I guess we understand each other now," said the village Privy Councillor, as he put down his name for a "ten." "Now you take his paper up to Junebug & Son's where you do your trading, an' pull their leg for a 'five,' see? Then hold up the butcher for a like sum an' strike the little baker for all you can get, see? Sing 'em a song of patriotism, see? Tell 'em a big crowd brought to Stubbleville would put money in their pockets, whereas, it wouldn't benefit me a particle, financially, see? and then blow 'em my generous give-down, see? After you do that we'll get up a programme of sports an' then rope in a self-constituted committee to shoulder the responsibility and carry the thing through."

And that is the way the thing was got up. The accommodating committee was made up of that class of handy fellows found in every village who dearly love to show off their petty officiousness in a crowd when clothed with some pygmean badge of self-constituted authority.

By means of a little lightning-rod eloquence backed up by much impertinent persistency, the business men and citizens of Stubbleville were wheedled out of about \$75. Even old Crawfish Pigley, who keeps a general store on the corner opposite Junebug & Son, put his name down for \$2; but when the collector called for it the night before the celebration, he got mad and kicked his wife's pet dog out of the back door, found fault with the entire programme, and swore up and down that it would be the last time the face of clay would ever bamboozle him into paying out money for any such fool business. It was the first time old Piggie was ever known to donate a cent for any public purpose whatever; and he was so mad over it he would not go outside his store during the celebration, and while the Calithumpians were passing he went down cellar and swore at the butter and kicked the mouse-trap through the cellar window.

Some donated expecting to get it back in an increase of trade, but the larger number charged it up to expense account as "blood money," the same as contributions to the various auxiliary church societies operated by the ladies, God bless them.

Of course, the celebration was a howling success. Refreshments at the "Roost" were diluted for the occasion

so that the crowd might celebrate all day and not be able to get outside of a sufficient quantity to make them drunk before the show was over. Little Briton, the lame cobbler who lives near the "Roost," got an early start and was run in by his wife before the potato race came off, and because she locked him in the bedroom, he smashed the furniture and set the bed on fire. Farmer Filltub must have loaded up on hard cider before he left his own barnyard, because he, too, had his old familiar jag on in advance of the crowd. One of the officious gentlemen of the self-constituted committee, had his head punched for discovering a contrivance for climbing the greased pole secreted in the pant-leg of a colored tough. The pounding reduced the swelling in the committeeman's head and was one of the best things that happened. The cross-eyed, freckle-faced kid that won first prize in the bun-eating contest swallowed string and all and came within a hair's breadth of choking to death. The Junkheap brass band was hired for the day and because the committee ordered them to play "Annie Rooney" for the fifth time, after they had played every piece they knew, they got mad and went home before the baby show came off. Taken all in all, the celebration might be considered a most beautiful affair were it not for a disgraceful scene enacted in the street right in front of the "Roost," got up by old mother Bubspanker just because Chap Jowles tore her old striped petticoat while performing with it on in the Calithumpian procession. Of course, there will always be some to find fault. The storekeepers, for instance, found fault because it was the poorest day's trade they had had in a long time. The butcher growled because he killed an extra calf and two lambs and had 'half of it spoil on his hands. The baker kicked because he had a lot of stale goods and rotten fruits on his hands, and every law-abiding and moral citizen in the village found fault just because the crowd yelled, swore, drank whisky and celebrated in the usual way. It beats all how particular some folks are.

Now, Budge Bottleby and Adolphus P. McStiff are not of the particular kind. They know what a successful celebration is, and they say the celebration at Stubbleville was everything that could be desired. Funny, isn't it?

E. A. Owen.

#### Cape Cod Cranberry Harvest Begun.

From the New England Grocer.

The cranberry harvesting season on Cape Cod is now on and the growers are getting their crops gathered without delay.

Already heavy shipments of berries are being made to Chicago and the Far West, and the markets of the East, especially New York and Boston, will receive but a small share of the crop gathered on the Cape. Better prices prevail in the West than are offered in the commission houses in the East.

The Western buyers have a decided advantage over the Eastern commission house owing to the fact that they pay spot cash for the berries as soon as they are loaded on the cars, while the commission house waits until the berries are sold and charges deducted before they make any returns to the buyers.

This method of doing business on a cash basis was started several years ago and has been found to be giving general satisfaction both to the growers and buyers.

By all means make a living, but remember that there is something more important than making a living, and that is making a life.

#### Advertising Accounts For Sale in Newspapers Risky Business.

William B. French, Boston, a recognized authority in the United States on matters of commercial law and equity, has prepared the following brief on the plan of publishing and offering for sale the accounts of delinquent customers, by advertising names and sums in the columns of local newspaper, adopted and carried into execution by the Utica Retail Grocers' Association:

I have your letter, in which you ask my opinion "on the system of attempting to collect bad debts by advertising them in the local papers in Utica." Accompanying your letter is a slip cut from a trade journal of Sept. 23, containing an article entitled "A new way to collect old debts."

From that article it appears that the proposed system is the conspicuous publication, in a newspaper, of the advertisement, by sale at public auction, of accounts payable, giving the names and addresses of the debtors and the amount claimed to be due from each debtor. I understand that you also wish to know whether, in my opinion, such a publication as that proposed in the above mentioned article, exposes those making or procuring the publication to civil action.

A false statement concerning a person, by written, or printed words tending to impeach his honesty, or integrity, or to injure his reputation, is libelous: its publication actionable; and all those who assist in the publication are liable therefor.

The impeaching false statement need not be in express terms; but the use of any apt words which, in connection with other words, and in view of the circumstances in which they are used, naturally impute an accusation affecting a person's character or reputation, will give an action to one who is injured thereby.

Words which are made the basis of an action must be construed in the sense in which the readers or hearers are justified in understanding them, and the meaning of the words must be determined by the judge or jury, from the evidence submitted at the trial, concerning the facts and circumstances under which the words were used.

It is impossible for me to advise you with certainty whether the publication of such an advertisement as that described in the article to which I have referred will give a cause of action to a person named therein, because the words do not necessarily impute an accusation, or reflect upon the character of the person named; but from what I know of the methods of collection agencies, and from what is disclosed of the purposes of the new system in the article, I think a judge or jury would find, upon trial of an action for libel based on such a publication, that the one inserting the advertisement intended thereby to accuse the persons therein named of being dishonest, of being "dead beats," and that the advertisement was made for the purpose of extorting money; and further, that those reading the advertisement would so understand it.

If these facts be found, and the accusation is false, the person injured thereby is entitled to recover damages from all who actively assisted in publishing the advertisement.

In conclusion I have to say, that in my opinion the new system is pernicious and that its adoption and use by an association, collection agency or newspaper is likely to invite dangerous and expensive litigation.

#### Recommendation Which Was Literally Correct.

A kind hearted gentleman dismissed a gardener who used to steal his fruit and vegetables. For the sake of the man's wife and family, however, he gave him a testimonial worded thus:

"I hereby certify that A. B. has been my gardener for over two years, and that during that time he has got more out of my garden than any man I ever employed."



The following from the advertisement of a prominent wholesale grocer should be read and pondered by every dealer:

“Some grocers succeed where others seem to work just as hard and yet fail to achieve much—it is just as important to know what to push as it is how to push—pushing pure and pleasing products produces prosperity, but pushing poor stuff drives trade away.”

It pays infinitely better to push a baking powder like “Royal,” an article of known merit, whose good qualities are recognized and appreciated by all consumers.

Royal Baking Powder is easy to sell, and when sold there is always a pleased purchaser.

Royal Baking Powder is largely advertised and that helps the dealer; but a pleased purchaser is the best advertiser for your store, because she will recommend to others that dealer who has pleased her.

Royal Baking Powder is the highest class baking powder, made from pure cream of tartar, and absolutely free from alum or other harmful ingredient.



## Around the State

### Movements of Merchants.

Bronson—G. A. McMasters, cigar manufacturer, has removed to Batavia. Grayling—Robert Meyers has removed his general merchandise stock to Lewiston.

Lansing—Porter & Smith have sold their grocery stock to Morris C. Bowditch.

Delton—J. F. & A. D. Williams have sold their furniture stock to Aldrich Bros.

Juniata—John Daugherty has purchased the grocery stock of James H. Mead.

Laurium—Louis Marmes, dealer in general merchandise, has removed to Antigo, Wis.

Charlotte—Densmore & Co. have opened their new racket store in the Lockard block.

Gagetown—T. C. Maynard is succeeded in the drug business by Mrs. Ella V. Maynard.

Belding—W. J. Mosgrove has sold his Bridge street meat market to Smith & Hines, of Rockford.

Hastings—Fred Spangemacher has removed his hardware stock from Midleville to this place.

Greenville—W. W. Slawson continues the drug business of G. R. Slawson & Co. in his own name.

Sturgis—Bailey & Rider, blacksmiths, have dissolved partnership, M. L. Ryder succeeding.

South Haven—W. E. Stineman & Co. have purchased the bakery business of Frank D. Scofield & Co.

Coldwater—Joslyn & Carpenter succeed Joslyn & Norris in the bakery and confectionery business.

Detroit—Thos. J. Digby has purchased the interest of his partner in the grocery firm of Digby Bros.

Cassopolis—S. B. Thomas has his new building completed and has removed his grocery stock thereto.

Lansing—Sabin & Creys, dealers in hardware, have dissolved partnership. The business will be continued by Walter D. Sabin.

Central Lake—John Vaughan has purchased the interest of Hugh Vaughan in the drug stock of Vaughan Bros. and will continue the business in his own name.

New Haven—A new banking institution has been organized at this place under the style of the New Haven Savings Bank. It is capitalized at \$20,000.

Lake Odessa—Scheidt & McIntyre will shortly be located in their new meat market. W. L. Johnson has opened a second market at the old Harry Hubbard stand.

Belding—S. L. Ellsworth has sold the Palace bakery to G. E. Shaw and Hub VanBuskirk, who will continue the business under the style of Shaw & VanBuskirk, changing the name to the Gem bakery.

Marshall—The People's Clothing House, composed of J. W. Fletcher, R. B. Fletcher, T. C. Fletcher and Geo. Fletcher, has leased a store building at Benton Harbor and will shortly remove to that place.

Cadillac—Aaron F. Anderson has retired from the shoe firm of Anderson, Olsen & Coffey, after having been engaged in the business for fifteen years, and is succeeded by Olsen & Coffey. Mr. Anderson will devote his entire attention to the lumbering business of Johnson & Anderson.

Lake Odessa—Hart & Hollenbeck, dealers in furniture and hardware, have dissolved partnership, W. W. Hollenbeck retiring from the business, which will be continued by Guy N. Hart in his own name.

Boyne City—Mrs. F. A. Schoolcraft has opened a bazaar store in Mrs. McWain's millinery building and will carry a line of glassware, earthenware, tinware, graniteware and women's furnishing goods.

Bailey—Geo. Hirschberg has sold his dry goods stock to Nathan Barth, who has removed it to Grant, New Mexico. Mr. Hirschberg will remove to Grand Rapids and engage in the fruit and produce business.

Marcellus—Isaac Solomon has removed his clothing and boot and shoe stock into the building recently purchased by him. The building just vacated will be occupied by H. Koehl with a stock of boots and shoes.

Kalamazoo—Geo. E. Bouck has sold his meat market at 810 Washington avenue to Tyson & Mason, who will continue the business at the same location. Mr. Bouck has removed to Grand Rapids, where he has re-engaged in the meat business.

Kalamazoo—The Omaha Packing Co., of Omaha, Neb., has established a wholesale agency for the sale of its goods in this city. The business is in charge of A. Anderson and C. Van Duine, with headquarters at the Anderson market on Portage street.

Milford—The affairs of the Milford State Bank, which closed its doors in September, 1891, have finally been settled and the receiver discharged. The creditors have received 16.3 per cent. of their claims, which is more than they had any expectation of getting at the time of the collapse.

Traverse City—F. C. Thompson, whose drug stock in the Tonnelier block was destroyed by fire in May, is in the city for a few days. Mr. Thompson has been filling a position in the drug store of Church & West in Grand Rapids, but he is seriously thinking of starting in this city again, if he can secure a location to his liking.

Jackson—E. C. Morrissey, trustee in bankruptcy in the Charles Snow matter, sold the shoe stock at public auction Sept. 24. The stock, minus the exemption of \$250, amounted to \$671.35. There were also accounts amounting upon their face to about \$500. They were sold to Benj. Williams, the stock at 27½ cents on the dollar, or for \$184.62, and the accounts for \$36. The bid must be confirmed by the United States District Court at Detroit before the sale is valid.

### Manufacturing Matters.

Ludington—The Handy Things Co. succeeds the Cartier Enameling Co.

Detroit—The Wayne Chemical Co. has filed articles of incorporation. The capital stock is \$10,000.

Flint—The Durant-Dort Carriage Co. has increased its capital stock from \$1,200,000 to \$1,500,000.

Anchorville—The Anchorville Milling Co. has been organized at this place with a capital stock of \$5,000.

Hermansville—The Wisconsin Land & Lumbering Co. has increased its capital stock from \$220,000 to \$250,000.

Port Huron—M. R. Wood, general manager of the Port Huron Salt Co., has resigned and it is rumored that he will start a soda ash plant just south of the salt block.

Detroit—The style of the cigar manufacturing firm of John C. Sullivan & Son has been changed to John C. Sullivan & Co.

East Jordan—B. E. Waterman is building an extension of 30 feet on the south end of his factory and will add more machinery and put in a sash and door factory for winter stock work.

Pontiac—Sylvester Cole has purchased the interest of his partners in the Acme Carriage Co., one of the recently organized carriage factories here. He will conduct the business alone, and continue the manufacture of high class vehicles.

Cheboygan—Chicago capitalists plan to build a large oxalic acid factory here, to use up the sawdust which has accumulated from the sawmills. The plant will be the only one of its kind in America, the acid heretofore having been imported. Plans are being drawn for the factory.

Adrian—In all probability the refrigerator company will discontinue business here after the present stock is closed out. There are 1,400 boxes of this season's make which will be carried over. The company was organized last January and, from present indications, will soon be a thing of the past.

Detroit—The shareholders of the American Alkali Co. will on Oct. 3 vote on a proposition approved by the directors to make the outstanding preferred stock full paid by issuing two shares of full paid, par value \$50, for five shares of preferred on which \$20 shall have been paid. Of the \$6,000,000 preferred stock, \$2,400,000 will then be outstanding and \$3,600,000 will have been retired.

Port Huron—The McMorran Milling Co. has commenced suit against the National Surety Co., of New York, to recover the amount of an alleged defalcation of an employee, A. E. Ellerthorpe, of Carsonville, a grain buyer. The McMorran company claims to have been insured with the surety company against loss from defalcation by its employees and that Ellerthorpe, while buying grain for them, failed to account for some \$2,700, but the surety company refused to pay the shortage when called upon.

Detroit—M. Rafelson, President of the Imperial Cap Co., 116 Jefferson avenue, died at his home, 68 Sherman street, Sunday morning, after a six weeks' illness, from a complication of diseases, at the age of 32 years. Mr. Rafelson came to Detroit from New York about six years ago and in company with E. V. Brigham and G. McKnight established a cap factory. He was a member of Dirigo Lodge No. 30, F. & A. M., New York, and Court Bagley I. O. F., and the Protected Home Circle in Detroit. He leaves a widow and three children.

Kalamazoo—John McLarty, who was the founder and principal owner of the

French Garment Co. for several years, but who has not been actively engaged in business for several months, is about to again embark in business in Kalamazoo. He has secured quarters over 215 North Rose street and, under the name of the Diamond Skirt Co., has associated with him his two sons, James and John, Jr. The new concern will start about October 15 in a small way and will enlarge the plant as the business may demand, manufacturing high grade petticoats and other ladies' wearing apparel.

Galesburg—When the promoters and advocates of the Galesburg canning factory were laboring to secure subscriptions to the stock, there were not wanting those who based their refusal upon the presumption that the locality would never produce material sufficient "to make it pay." Six weeks ago the factory went into operation and since there has been a constant procession of teams drawing all kinds of seasonable fruits to the market thus created. In fact, it has been difficult to obtain the help necessary to care for the quantities delivered, and it is now very evident that those who subscribed "to help the town," incidentally helped themselves in a financial sense.

### Pathetic Farewell.

A country minister in a certain town took permanent leave of his congregation in the following pathetic manner:

"Brothers and sisters, I come to say good-bye. I don't think God loves this church, because none of you ever die. I don't think you love each other, because you have not paid my salary. Your donations are mouldy fruit and wormy apples, and 'by their fruits ye shall know them.' Brothers, I am going away to a better place. I have been called to be chaplain of a penitentiary. I go to prepare a place for you, and may the Lord have mercy on your souls! Good-bye."

### The Boys Behind the Counter.

Kalamazoo—David H. Lull, of South Haven, has taken a position with the Brownson & Rankin Dry Goods Co. He was formerly in Schoolcraft.

Ionia—Leon Sayles, who has for some time past been in the employ of F. W. Stevenson & Co., has secured a position in Lansing with a shoe firm.

Traverse City—Claude Thompson has resigned his position in the grocery store of McCluskey & Clancey to accept a position in the Boston Store.

### Limburger in a Divorce Suit.

Franklin, Penn., Sept. 28—The right of a husband to whip his wife because she disobeyed him and insisted upon buying limburger cheese against his protests is one of the points in a divorce case here. The defendant is S. D. Fleming. The wife charges him with cruelty, and the limburger cheese figures as a cause of provocation, it being shown that the odor was disagreeable to him.

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

## HONEY WANTED

Will pay cash; write or see us before selling.

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

## WROUGHT IRON PIPE

We have a large stock of ½ to 8 inch Black, ½ to 3 inch Galvanized, including 2 inch Galvanized Plugged and Reamed Pipe, and can fill orders promptly. Malleable and Cast Iron Fittings, Valves, etc. Mill and Well Supplies.

**GRAND RAPIDS SUPPLY COMPANY**

20 Pearl Street, Grand Rapids, Michigan



# Grand Rapids Gossip

John Mros succeeds Mros & Scharmach in the meat business at 87 Stocking street.

Geo. E. Bouck, formerly engaged in the meat business in Kalamazoo, has opened a market at 321 West Bridge street, corner Pettibone street.

Thomas Heffernan, general dealer at Baldwin, has added a line of shoes. The Herold-Bertsch Shoe Co. furnished the stock.

Ed. M. Metheany and Geo. W. Lackey have purchased the patent and good will of the Automatic Printer Co. and will continue the business under the style of Lackey & Metheany. The business was established by Dr. L. D. Marvin, D. B. Austin and P. Vanderlinda, who perfected the device and introduced it to the attention of Michigan merchants before disposing of it to Messrs. Lackey & Metheany.

## The Grocery Market.

**Sugar**—The refined market is very quiet. Buyers have not much confidence in the market and continue to limit their purchases to such supplies as are absolutely needed to fill urgent wants, and new orders were light. Refiners are still behind in making deliveries, but are gradually getting caught up. The expected decline was realized yesterday, when all grades were reduced 15 points.

**Canned Goods**—There were few changes in the canned goods market during the past week. Business was active and the tone one of firmness, but trade is not as active as it was in August. The trade seems to be poorly supplied and buyers are steadily securing stocks of all lines. Tomatoes are firmer and very active. It is now a well-known fact that the tomato crop all over the country is a partial failure. It is not believed that the total pack during the entire season will exceed 70 per cent. of the output of 1900. There is no accumulation of stocks. The warehouses have plenty of spare room and the packers are shipping tomatoes as fast as they are packed. Therefore, it stands to reason that such a line as tomatoes, which are always in demand, should advance. Gallon tomatoes are scarce. The pack of this size is the smallest for several years; we believe prices for this size will show a material advance shortly. Many think that prices of all grades and sizes of tomatoes will soon show quite an advance and that now is a good time to buy. In contrast with the tomato market, the corn market continues very easy, with but little demand. The stocks of all grades of peas are very light—far more than is generally known. The best quality of all sifted grades, as well as the best standards are practically sold out. There are still a few good seconds on hand, but an ordinary buying movement will quickly clean them up. There is very little to say about the peach market. The buying has been for small lots, but they are numerous, just the sort of orders that carry away stocks without attracting any attention. Gallon apples are firm and fairly active. Pineapples are higher as a result of the recently increased duty. Domestic sardines are lower. The Seacoast Packing Co. has reduced its prices 35c on ¼ oils and 50c on ¾ mustards and some of the outside packers have made prices 10c lower than the combine. The salmon market is rather

unsettled and prices show a wide range. The consumptive demand, however, continues active. The remainder of the market is unchanged. There is not anything of sufficient interest to report in any other line, but the market closes very strong all along the line.

**Dried Fruits**—The dried fruit market, as a whole, is rather quiet and unchanged. Raisins, however, are attracting considerable attention, as the Association has named exceedingly low prices on the new crop goods. The trade has taken hold very freely, but sales were comparatively small, as the quantity offered at the low price was limited. The general feeling was that the low price tactics would force the growers into line and that prices would be decidedly higher soon. There were, however, reports from the coast that prices would go still lower. Prunes are in some request at previous prices. Peaches are in better demand and are moving out quite freely. There is a small trade in apricots, but no very large sales are made. The demand for currants continues slow. Some new Symrna figs have arrived, but are meeting with a very slow sale, on account of the continued warm weather. Evaporated apples are slightly weaker as the stock begins to come in more freely. We do not think, however, that there will be any material decline in prices at present.

**Rice**—The rice market is firm, with good demand. Sales included a general variety of most all grades, for which unchanged prices were obtained. Business will probably be of a hand-to-mouth character for a few days, as the opinion is prevalent that prices will gradually go lower when the crop moves more freely.

**Tea**—Stocks of tea show a decrease and, with the improved statistical position, it is the general belief that prices will go higher for green teas. The distributing business was moderately active. Prices are firm for all grades and some grades show an advance of ¼ @ ½c. The arrivals of new crop teas continue small and, as supplies are light and well controlled, there is every reason to believe that prices will advance. Buyers continue to adhere to the hand-to-mouth policy and confined their purchases to small lots, but there was more disposition shown to trade.

**Molasses**—The statistical position of the market is growing stronger and prices for all grades show a hardening tendency. Stocks in dealers' hands are small. It is believed that the supply will hardly be adequate to meet the wants of the trade before the arrivals of the new crop. Reports from New Orleans note favorable crop prospects and, as the crop will be late, it is not expected that any large receipts will come in before October 15 or Nov. 1. The corn syrup market is weaker and prices have declined 1c per gallon and 6c per case.

**Fish**—The mackerel market is very firm, the catch being nearly over and the stocks very light. There is no possibility of any decline in values, and every probability of an advance.

Fred N. Blake, book-keeper and accountant for the Vinkemulder Company, was married Sept. 24 to Miss Emily Taylor, of Grandville, the ceremony occurring at the residence of the bride's parents. The happy couple will reside in Grandville for the present.

The man who is imprisoned for life no longer dreads being found out.

## The Produce Market.

**Apples**—The situation is changing materially. Receipts are largely increasing and prices are easier. Instead of buyers doing the seeking, farmers are looking for buyers, who are gradually picking up supplies of choice varieties, paying as high as \$2 per bbl. for the fruit alone. The crop is turning out better in quality and larger in quantity than was expected earlier in the season. The Baldwins grown in this vicinity are especially fine in quality. **Bananas**—Prices range from \$1.25 @ 1.75 per bunch, according to size. **Butter**—The butter market is ruling steady. Trade is not active, but a fair demand exists which is confined principally to fancy makes of creamery. Other descriptions are holding steady. The receipts are small. This is one of the influences creating the firmness. Extra creamery is in active demand at 21c. Dairy grades range from 12c 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. **Eggs**—Receipts are not large and the market gradually strengthening. Dealers pay 15 @ 16c and hold fancy candled at 16 @ 17c.

**Egg Plant**—75c per doz. **Frogs' Legs**—Large bulls, 40c; medium bulls, 20c; large frogs, 15c; small frogs, 5 @ 10c.

**Grapes**—Wordens fetch 12c for 8 lb. and 10c 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 and Cantaloupes, 65c per doz.

**Onions**—In strong demand at 75 @ 85c per bu.

**Oranges**—The new crop of California oranges is growing well. As to its size, the best authorities say it will not be so large as last year, the navels perhaps being 20 per cent. lighter than in the season now closing. Valencia lates and seedlings will be about the same as in the season of 1900-1901.

**Parsley**—20c per doz. **Peppers**—Green, 60c per bu.

**Plums**—Blue Dawsons are in small supply at \$2.25 @ 2.50 per bu.

**Peaches**—Old Mixons, 60c; Gold Drops, 60 @ 70c; Smocks and Salaways, 65 @ 85c per bu. This week practically ends the season, although Salaways will continue to come in in limited quantities for three or four days next week. The season has been one of the best and most profitable ever enjoyed by this market. Prices have been fairly well maintained and neither growers or dealers have just cause for complaint, taking the season as a whole. One grower stated yesterday that he marketed 400 bushels of Smocks from one acre of tree this year at an average price of 50c per bushel, which paid him better than any other variety of peaches or any other crop he could raise.

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

**Potatoes**—The cry of a short crop has been kept up so long that many dealers have begun to think such was the condition. A few cool heads who were posted have maintained all along that the crop of late potatoes would be good and sufficient to keep the price down to 50 @ 60c during the season.

**Poultry**—The general feeling among poultry receivers is that shipments will be heavy during November and December. The market is weaker and a trifle lower on fowls and springs. Live hens command 6 @ 7c; spring chickens, 7 ½ @ 8 ½c; 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. **Squash**—Hubbard commands 2c per lb.

**Sweet Potatoes**—Virginias have declined to \$2.75 and genuine Jerseys to \$3.

**Tomatoes**—50 @ 60c per bu. **Watermelons**—14 @ 15c for home grown. **Wax Beans**—75c per bu.

## The Grain Market.

Wheat has been very steady during the week. Receipts in the Northwest have again been very large, while the Southwest receipts are falling off. The only reason that the receipts are falling off in the Southwest is that the farmers, owing to the shortness of the corn crop, are feeding wheat in place of corn, as they claim it is more profitable with the present high price of beef and pork to feed it than to sell at present low prices. Some claim it nets them 90c @ \$1 per bushel, by feeding it. Our exports have been very large again, according to Bradstreets' report, being 6,470,000 bushels from both coasts. Our out shipments have been nearly 70,000,000 bushels since July 1, against 39,000,000 bushels during the corresponding time last year. Yet with this enormous export demand, our visible increased 2,500,000 bushels, which looks rather large, taking the outflow into consideration. Futures have remained the same as before.

Corn, although the increase was only 500,000 bushels, has sagged off 1c. The reason for the small reduction in price is that the long interest wanted to see more moving out, as the amount in sight is 13,000,000 bushels, against 7,000,000 bushels last year. However, it will be a hard task to depress the market when there was only a trifle over a half crop raised.

Oats were rather strong and more are wanted. The visible is only 8,900,000 bushels, against 11,425,000 bushels last year. Stocks in Chicago are only 1,900,000 bushels, which is a remarkably small amount, and it would not take much of an effort to ship them out.

Rye was somewhat easier, being 1 ¼c lower, as distilleries have not started yet. However, they will probably start in the near future, when choice rye will be wanted.

Beans have slumped off fully 20c per bushel for October. Detroit quotes them at \$1.65. The harvest seems to have been larger than was counted on earlier in the season.

The flour trade is fair. The mills are running full, excepting the Star, which is being overhauled and changed to a sister system.

Mill feed seems to be in demand as much as ever and the supply is not equal to the demand.

Receipts for the week were: wheat, 35 cars; corn, 4 cars; oats, 2 cars; flour, 4 cars; beans, 1 car; hay, 1 car; straw, 2 cars; potatoes, 4 cars.

Receipts for the month of September were: wheat, 175 cars; corn, 10 cars; oats, 18 cars; rye, 2 cars; flour, 9 cars; beans, 1 car; hay, 5 cars; straw, 4 cars; potatoes, 8 cars.

Mills are paying 70c for wheat. C. G. A. Voigt.

Reports of the presence of bubonic plague come simultaneously from Rio Janeiro and Naples. Eternal vigilance will be the price of immunity in the United States.



## Getting the People

Emergency Schemes in and Around the Pan-American.

A good place to study the latest in what may be called emergency advertising is in and around the Exposition at Buffalo. Naturally the great advertisers of goods for general sale could find no more favorable field than when the whole country is so widely represented. Thus the booths for the nationally advertised confections, etc., many occupying beautifully designed buildings, are the finest that money and artistic ingenuity can command.

The local merchants have taken advantage of any schemes they could hit upon, and the country around Buffalo and the Falls is thoroughly exploited with signboards and signs on buildings. If this country were to impose taxes on such signs, as is done in many of the European countries, the revenue from that locality would be considerable.

Among other of the emergency schemes is the guessing contest by a local clothing house. Every day a suit of clothes is given to the one who guesses nearest to the attendance for each day at the fair. The scheme is proving very successful and profitable. At first thought it might be considered rather expensive, especially as the scheme has to be widely advertised in the local papers in addition to the cost of the suits, but as the guesses have to be recorded at the store great numbers are brought there. The contest is principally of local interest as the visitors do not think of it, being too much occupied by the exhibition. By the operation of the scheme many thousands of the residents of Buffalo are made acquainted and every suit given out has its influence on the lucky guesser and on the circle of his acquaintance. There was a fad for guessing schemes, as the number of seeds in a pumpkin, some years ago, but as these were long drawn out the interest could not be maintained. A contest every day with something worth while as the prize will keep up the greatest interest.

I do not think the intrusion of so many ugly glaring signs in places of natural beauty and interest is of great value. There is a sense of intrusion and impertinence which does not conduce to the permanent success of the advertiser. There is not enough consideration given to the kind of impression produced. Thus at Niagara one is disgusted to look over to the Canadian side and see the view monopolized by gigantic bill boards and built-up signs. The advertiser succeeds in making an impression, but not in the interest of his wares.

Perhaps the most ingenuity in getting before the people is shown by the kite signs so widely displayed. At the Exposition one sees first the kites and gradually his attention is attracted to the banners they sustain. In such a place, especially in connection with the Midway, there is no incongruity and the advertising is no doubt profitable. It may also be at the Falls, but to my mind even the daring ingenuity which serves to sustain a great streamer with "Kabo Corsets" over the abyss is not enough to compensate for the incongruous intrusion before the eyes of those who appreciate that most wonderful of our Eastern views. The State of New York and in smaller degree the Dominion have done well in conserving

## Fall is Here Winter is Coming



And we want every lady in Nashville and vicinity to call and see the finest line of ladies

### CAPES AND JACKETS

ever shown in Nashville. We have them in three-fourths length, box coat and automobile, in all shades. We can sell you a garment as cheap as anyone can, taking quality into consideration.

Yours for business

Dried Apples 5 cts. per pound THOS. A. WELSH.



### An Opening Wedge

WE want this to be an opening wedge into public favor for our new drug store. The new drug store opens Thursday, September 26th, and is going to be in every way as good a drug store as it is possible for us to make it.

Not at all in the spirit of boasting, and in the way of information, we would like to say that we are a graduate of the New York City College of Pharmacy, and have been approved by the Michigan State Board of Pharmacy, and that we have had over ten years of active service in preparing, dispensing and analyzing of medicines.

We not only know how to compound prescriptions with the very best of care and accuracy, but the State Board of Examiners know that we know it.

We look upon pharmacy as a profession.

We shall strive in every way to buy and make only the purest, freshest, and best medicines.

But a modern drug store is something more than a place where pure pharmacy is practiced. Like other druggists, we handle perfumes, toilet articles, liquors for medical purposes, wall paper, rubber goods, and other lines of goods usually found in a well equipped drug store.

We have made our home among the people of Elk Rapids and we are very anxious to become useful public servants.

We want it to become generally understood that our drug store will satisfy the people with the price they pay, and satisfy them with the treatment they receive.

In conclusion, we would like to say that we will endeavor from time to time to tell you as much news about our store in this space as will prove interesting to you and profitable to us all.

ELK RAPIDS PHARMACY  
M. E. BUTTS, Prop.

## Now You Need Underwear

And We have the kind you ought to wear.  
Men's heavy striped Underwear, 25c.  
Men's wool fleeced and ribbed Underwear, 50c.  
Men's Natural Wool Underwear, 75c.  
Men's all wool Underwear, including Wright's Health brand, \$1.00.

Men's Wool Union Suits  
\$1.50 and \$2.00

## And a New Hat

We have those stylish broad-rimmed Golf Hats at \$1.00 to \$2.50.  
Stiff Hats in leading shapes, \$1.50, \$2.00 and \$2.50.  
At \$2.00 we sell a guaranteed hat—a new one for every one that fails to satisfy. It is the Wilson Hat and is equal to the \$5.00 kinds.  
Remember our merchant tailoring department with its fine showing of new suitings and overcoatings.

Rich Brothers

### Dainties Again!

10c. cake, 25c. box.

At 5c. a Transparent Glycerine.

The kind we have sold for 3 years.

SCHOONMAKER'S

Drug Store.

Next door to postoffice.

### Stylish Hats

### and Furnishings

Yes our new fall and winter lines are brim full of style.

They were bought from the best manufacturers, whose makes are the acknowledged standard of excellence.

We are receiving new styles daily and invite your inspection.

JACOBI THE HATTER  
109 WASH. AVE. N.

### We Are Ready

With a good showing of fall styles of MILLINERY for your inspection. If you are wondering what sort of a HAT to buy come and look over our large stock of fall goods. Come in and see us, we are always pleased to show you our Millinery.

MRS. A. A. ABRAMS  
226 Washington Avenue So.

No other Flour sh'll use instead—Pearl Flour makes perfect bread

LIGHT BREAD depends more on the flour than on the cook. You cannot make good, light, appetizing bread with poor flour.

PEARL High Patent

is the friend of every bread maker, a pure, rich flour of unrivaled quality. All the wealth of the wheat is retained. Use PEARL and your loaf will be light, sweet and of delicious flavor.

Geo. Wood & Bro.  
Makers of Flour in St. Johns for 38 years.

PEARL LEADS THEM ALL.

the natural beauties of Niagara from the sign man's desecration, but on the Canadian side there is too much private property which affords opportunity for disfigurement.

Thos. A. Welsh has written a strong and seasonable advertisement of winter capes and jackets and his printer has given him as good display as the space and cuts will admit—an exceptionally good result. The complimentary address, "Yours for business," could have been omitted to advantage. Then there is an incongruity in introducing the subject of dried apples. These are, no doubt, well enough in their place, but there is no apparent relation between this sort of evaporated fruit and ladies' wrappers. Dried apples are all right and may well be made the subject of another advertisement with articles more intimately related, but it is a mistake to spoil a symmetrical and well rounded advertisement by the introduction of something wholly foreign.

The Elk Rapids Pharmacy writes a businesslike and interesting statement of the opening of their new drug store and in spite of its length it will be read by many people. A little shorter it would have caught more readers. The border is too heavy for the type and to the casual reader the relation of the first display line in type to the general subject is not apparent.

Rich Brothers succeed in introducing all their lines in a single small advertisement, and that with good effect. One style of type would have given more unity of design, but for all that the advertisement is a good one.

A well written and well composed drug advertisement is that of Schoonmaker's Drug Store, but it is unfortunate in being barred in a black ugly border, which would be too heavy for a hardware store.

A simply written and plainly composed hat advertisement is that of Jacobi the Hatter. The writing is exceptionally good, and if the word "yes" in the first paragraph had been omitted would make a good model.

Mrs. A. A. Abrams writes a simply worded and well expressed millinery advertisement, but the printer has treated it with too much heavy type. The result is not bad, however.

Geo. Wood & Bro. crowd their space with too much matter and the printer introduces too many styles of type. The rhyme at the beginning is not sufficiently obvious and not very strong. There is material here for a good advertisement, but it needs trimming and arranging.

## Torpedo Gravel Roofing

Coated with Best Asphalt and Fine Torpedo Gravel. Is more durable than metal or shingles. Write for sample and price.

Manufactured by  
H. M. Reynolds & Son  
Grand Rapids, Michigan



### Cargo of Sugar Turned to Taffy.

Here is the story of a ship that started with a cargo of sugar and reached her port with a cargo of taffy. The sea has no other story quite like it, or none that has ever been recorded. The ship was the Charing Cross, from Rosario, Argentine Republic, and the strange metamorphosis in her hold was not discovered until she arrived at her dock in London.

The cargo—31,000 bags of sugar—was stowed away in four different compartments of the ship, and the work of unloading began on the day following her arrival. The ship and dock hands rapidly cleared the first, second and fourth holds without experiencing any difficulty, but when they came to unload No. 3 they found that the sugar there had become one solid block of a dark brown substance—twelve thousand bags, equal to one thousand tons of sugar, had been converted into taffy. The mass was as hard as marble, and it was found impossible to unload it in the usual way. The hard substance was firmly attached to the sides of the vessel, and had encompassed everything else in its grip, so nothing could be done but dig the stuff out.

A body of forty men, using picks and shovels, was employed in breaking up the taffy berg in the hold of the ship, and after thirty days' labor the men at length succeeded in clearing away the last bill of taffy.

It had taken eight men only nine days to unload the other three hatchways, containing the major balance of the cargo, the minimum rate at which a shipload of sugar can be discharged being fifty tons a day per eight men. But the combined efforts of forty men engaged in clearing out the taffy pit in the ship's hold could not turn out more than five tons a day.

The determination of the congealed mass to resist the onslaught of the forty men resulted in the breaking of about one ton of iron tools of all sorts, including wedges measuring three feet long, which got twisted and bent like so many limp candles; pickaxes, whose strong points got flattened out; chains, the strong links of which snapped in two; great iron bolts that got splintered like clothes pegs, and huge crowbars that got bent like hairpins. If these twelve thousand bags of sugar had not got converted by a mysterious agency into taffy their removal from the ship would have cost only \$165, but in the present instance the cost of digging out the hardened stuff cost \$2,350.

The sugar market has lost twelve thousand bags of "fly fancy," as sugar is called at the docks, but confectioners and brewers have bought the taffy, giving \$35 a ton for it, or less than half its original value. Altogether, the making of that thousand tons of taffy means a loss of \$5,000 in the aggregate, but the ship has become famous, for the Charing Cross is now referred to as the "taffy ship."

The cause of the transformation can not be discovered. The sugar was loaded in tropical weather, and those particular bags which went wrong must

have contained sugar which was in an abnormally moist condition. The hold in which it was stored is just abaft the engine room, and subject to great heat. The subsequent change of temperature, from torrid to frigid latitudes, helped to solidify the mass.

### Why Is a Newspaper Like a Woman?

One bright friend came in the other day with what he thought was a conundrum.

"Why is a newspaper like a woman?"

The various answers were:

"Because both have to be known to be appreciated."

"Because it has to have some one to run it."

"Because both are good advertising mediums."

"Because both have to be pressed."

"Because it sometimes changes its dress and tells tales."

The correct answer is: "Because every man should have one of his own, and not be running after his neighbor's."

### Spoke Too Quick.

Wife—How do you like my new hat?

Husband—The idea of paying big prices for—

Wife—Big prices! Why, I made it myself.

Husband—Um—yes—er—as I was saying, the idea of paying big prices for such monstrosities as the milliners are showing! Now your hat is a work of art. Looks as if it came from Paris. Beautiful, my dear!

*Michigan Business School*  
*Business and Northland Training*  
*W. S. Jackson, Jr.,*  
*Michigan Business University*  
*Grand Rapids, Mich.*



Get our prices and try our work when you need

**Rubber and Steel Stamps Seals, etc.**

Send for Catalogue and see what we offer.

**Detroit Rubber Stamp Co.**

99 Griswold St.

Detroit, Mich.

## Macauley Brothers

Detroit, Mich.

Wholesale

**Booksellers and Stationers**

Our Mr. Richard Jackson, Jr., will make a special and unusually large display of our complete line of Books, Bibles, Calendars, Christmas Cards, Etc., for the Holiday Trade, at Grand Rapids, Mich., in the Blodgett Building, Sept. 23 to Oct. 25. We give 40% discount on all new books. We carry the largest stock west of New York. We make the lowest prices, we sell the best trade and never lose a customer. At the special request of many of our regular customers we will also show our complete assortment of Valentines with the above.

## The Frank B. Taylor Company

Detroit, Mich.

**Importers and Manufacturers' Agents**

Our Mr. A. P. McPherson, will exhibit in connection with Mr. Jackson special lines of their own importation of German and Japanese China, Cut Glass, Statuary, Den Decorations and Art Goods of endless variety.

A liberal allowance will be made by both the above houses to merchants visiting Grand Rapids who place orders with them.

## Cash Register Paper

Of all kinds. Quality best. Prices guaranteed. Send for price list. If in need of a Cash Register address

**Standard Cash Register Co., Wabash, Ind.**

### Grand Rapids Business University

The reliable up-to-date Commercial School Large attendance. Large SURPLUS of calls for its students. INVESTIGATE. Plain catalogue free. A. S. PARISH, Pres., 75-83 Lyon St

You ought to sell

### LILY WHITE

"The flour the best cooks use"

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



### PELOUZE POSTAL SCALES

THE HANDSOMEST AND BEST MADE

THEY TELL AT A GLANCE THE COST OF POSTAGE IN CENTS AND ALSO GIVE THE EXACT WEIGHT IN 1/2 OZS.

NATIONAL 4 LBS. \$3.00. UNION 2 1/2 LBS. \$2.50.

THEY SOON PAY FOR THEMSELVES IN STAMPS SAVED

**PELOUZE SCALE & MFG. CO.,**  
CHICAGO.

### ELECTROTYPES

DUPLICATES OF  
**ENGRAVINGS & TYPE FORMS**  
SINGLY OR IN  
**TRADESMAN CO.,** GRAND RAPIDS, MICH.

**Bigger Box.  
Same Price.**



## Enameline

THE MODERN STOVE POLISH

**IMPROVED QUALITY**



Liquid===

**Best Yet!**

**Fire Proof!!**

Dealers:—September 1st we commenced the sale of our new packages of **ENAMELINE**, No. 4 and No. 6; each about 50 PER CENT. LARGER THAN FORMERLY and with NO CHANGE IN PRICE. The quality has been improved so the goods will keep much better than ever.

We have appropriated \$200,000 FOR ADVERTISING the coming year. You should get in line for a BOOM on **ENAMELINE**. If you don't like it, send it back, as we guarantee it in every respect.

**ENAMELINE LIQUID** is THE modern stove polish—a great improvement. In tin cans with screw tops—cannot break, slop or spoil; ready to use quick, easy, brilliant, FIRE PROOF; keeps perfectly for years. Large cans, 5c and 10c. THE BEST YET and a WINNER.

**J. L. PRESCOTT & CO., NEW YORK.**





Devoted to the Best Interests of Business Men

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

TRADESMAN COMPANY

One Dollar a Year, Payable in Advance.

Advertising Rates on Application.

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E. A. STOWE, EDITOR.

WEDNESDAY, - - OCTOBER 2, 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 25, 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-eighth day of September, 1901.

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

#### A GENERATION OF PROSPERITY.

While it is amusing as well as interesting to read that the countries of the Old World are disturbed by the prosperity of the New and foretell from our success only coming failure and disaster to themselves it is not until we go back a period in our history and compare what we were then to what we are now that we can feel that our friends on the other side of the sea have any grounds for the fears that possess them. The bureau of statistics of the Treasury Department has published a table on the "Progress of the United States in Its Material Industries" and thus furnishes means for comparing what we were thirty years ago with what is the condition of things to-day. It is hardly possible to give more than a hasty glance at a few of the many matters presented, but from those few it is easy to find much to account for European alarm.

In population we find that in 1870 we were a nation of 38,558,371 souls and in 1900 we had 76,303,387, a gain of 98 per cent. In 1870 the salaries paid in the public schools amounted to \$37,832,566; in 1900 the sum was \$128,662,880, a gain of 240 per cent. The number of newspapers and periodicals thirty years ago was 5,871; now it is 21,178 or 261 per cent. greater now than then. The receipts of the Postoffice Department at the earlier date were \$19,772,221 from the 28,492 postoffices; at the later date they are \$102,354,579 from the 76,668 offices in existence, an increase of 169 per cent. for the number of postoffices and an increased public patronage of the department of 418 per cent. There were 9,157,646 telegraph messages sent in 1870 and 79,696,227 in 1900, an increase of 770 per cent. during the thirty years. Against 52,922 miles of railways in operation in 1870 stand 190,833 miles at the closing year of the century—the whole telling a story of change in the life and the thought of the nation

during a generation which history has never before recorded.

The hair-lifter, however, remains to be mentioned. The largest increase in the complete statistics of the bureau is that of 15,376 per cent. in the amount of steel produced, the figures running from 68,750 to 10,639,857 tons, and the next largest is that of 3,130 per cent. in the tonnage passing the Sault. Another item producing complacency here and consternation "over there" is that while imports of manufactures of iron and steel have declined 37 per cent., exports have increased 1,008 per cent., a fact which furnishes good and sufficient grounds for the talk of "the invasion of Europe" by this country with which the European newspapers have been stirring up their readers for some months past.

Of the agricultural staples corn has hardly kept pace with the population, but wheat has more than done that and cotton has more than held her own at an increase of 228 per cent. How to get rid of the surplus is more than ever the important problem for this country to solve. Sufficient unto the day is the evil thereof; but to-day it is a matter of congratulation, irrespective of that problem—which Europe is fearful that we have solved at her expense—that in a single generation this country has gone forward at such rapid strides as to fill with wonder and astonishment those nations which until now have looked upon this country as second rate and in no way able to grapple with the leading powers of the world.

The municipality of Vienna has under consideration a project for the disposal and utilization of the sewage of the city which at present is discharged into the Danube. In England so-called sewage farms are now quite common in connection with the smaller cities, and the plan has been adopted by both Berlin and Paris, but to all of the systems in use there is more or less objection, and even with the best of them there is much room for improvement. The scheme under consideration in Vienna consists in the application of a method developed by Herr Noebel, of Posen, by which the liquid part of the sewage will be utilized for the double purpose of irrigation and enrichment. It is intended to convey the sewage in pipes to an extensive plain of poor land which suffers from lack of water, due to inadequate rainfall, over which it is not to be carried in trenches, but the surface of the land is to be irrigated by sprinkling the sewage water over it. It is said that by this plan the land will not be over-saturated, as it frequently is on the sewage farms at Berlin and Paris. The system is stated to have been already in use at Posen, with satisfactory results.

The speech that President McKinley made at Buffalo, his last public utterance, is destined to be quoted frequently in future. It was a speech upon which he expended much time in preparation and represents the conclusions of the ripest study. Three phrases are said to have formed the nucleus of this remarkable deliverance. They were: "Expositions are the timekeepers of progress," "Amity is better than animosity" and "Reciprocity is better than retaliation." From these three ideas the Buffalo speech was developed.

If you don't know where success lies, perhaps you know where it is not, and that will show you what to avoid.

#### THE WARS OF THE FUTURE.

The struggle for supremacy in this twentieth century and, perhaps, for others beyond it, between the nations of the earth will be between those that possess the greatest amount of raw material, particularly of iron and coal, with a population skilled in the art of manufacturing them.

To-day the chief object of each nation is to lead in commerce. In order to do this, it is necessary to be able to produce articles of common use at the lowest cost compatible with quality, and, thus provided, the nation which can sell cheapest at a profit will lead the others.

The nations of the Western world which to-day are accorded the first rank are the United States, in America; Great Britain, Germany, France and Russia, in Europe, and China and Japan, in Asia. The Great Republic of the West is endowed above all the countries of Europe in coal and iron, in cotton, wool and food products. Surpassing them all, except Russia, in population, the American Republic must finally rise to the head of all the nations, even although all of them should make a commercial coalition against her, and several should enter into an armed alliance against her.

The problem of an armed coalition is, however, extremely complex, since among the European nations there are so many varied and often conflicting interests that it is pretty sure that there will be no universal combination against the United States. Russia, which, for lack of development, is to-day weak in many ways, will one day become the most powerful of European nations; but her interests are so entirely separate from those of the United States that the two powers are not in any way likely to come into serious conflict; therefore Russia is not expected to engage in any European coalition against the United States. Great Britain, with vast possessions in every quarter of the globe, will never be wantonly attacked by the United States, while there is more or less danger to her of hostile collision with European countries.

Under any conditions of peace it will always be necessary to prepare for war and the coming era will be one of vast steel and steam navies. The steel ship is a floating fortress; its sailors are machinists who give no regard to winds and waves, but whose business is to steam through them and in spite of them, in order to enable the garrison of artillerists to meet or evade their floating foes. One writer on the future of marine warfare expresses the belief that the floating steel fortresses will be discarded, save for harbor defense; while the open sea will be kept by swift cruisers armed with a few high-power guns, and protected by plating only in a few vital parts, the entire vessel intended to assume the most daring offensive tactics, ready to shoot or to ram as might be necessary, but depending most on swiftness of steaming.

War on land will mean, more than ever, keeping the men under cover, while machine guns and far-reaching rifles will be most in demand; while the horse, that was thought to have seen his last days of usefulness in war, will be required to transport the troops to and from the line of battle. On land and sea alike there will be an unceasing demand for swiftness of movement, accuracy of marksmanship with guns of far-reaching range.

H. S. Wells, an imaginative writer

of fiction who, some time ago, amused his readers with his remarkable creations concerning a war with the inhabitants of the planet Mars, expresses the belief that flying machines or aerial ships will play a great part in the wars of the future, hurling dynamite and other explosives from the clouds upon hostile ships and armies; but the balloon has continued to defy all efforts to make it a reliable and controllable machine, and promises so little in the future that it may be well-nigh discarded from the paraphernalia of war, save as a means of overlooking a battle field, or of escaping from a beleaguered city.

However this may be, the great contests of the future, whether in war or in peace, will depend on each nation's endowments in iron and coal. They are going to be the chief elements of power in the future.

The Canadian papers seem to be taking a rather roseate view of the future of the dominion as a wheat producer, and attention has been drawn to the fact that, whereas the production is increasing at a pace totally outside the growth of the population, the production of this country shows a material decrease on the same basis. Of course, some offset must be found by the Canucks for the slow growth of the population, and this offset has been found in the increased prosperity of the country, but any real comparison between a country of 3,500,000 people and 77,000,000 is rather beside the mark. Still, there is room for thought even in the comparison which has been drawn. The Toronto Globe points out that in 1880 the production of wheat in the United States was nearly ten bushels per head of population; in 1880 it was 7.8 bushels; ten years later it had dwindled to 7.2 bushels, and in 1900 it was but 6.8 bushels. Across the border this decline, it is generally thought, will be continuous until a point is reached when this country will absorb the whole of its production, leaving nothing for export. In this case Great Britain, which is our best customer, will of necessity have to rely on Canada for its main supply. In the meantime, however, other sources of supply may be opened out or present ones materially increased. If so, Canada will not be the only peddler on the road.

Numerous are the ways which have been discussed for putting a stop to the inordinate expense which often attends the burial of the dead, but as yet the matter has ended in mere discussion. Respect rendered the dead is a great thing, but when fashion and pride combine to make this solemn duty weigh so heavily as to spell impoverishment to the poor widow and orphans, it is time to cry a halt. This subject of burial reform has been tackled in a thoroughly practical way by a society recently organized in the little town of Soquel, Cal. Nearly every adult in the town has signed the roll of membership; one of the members has been engaged as undertaker, and another as grave-digger. The coffins are to be made by the undertaker, and are to be plain, although strong and well finished. A neat wagon is to take the place of the conventional hearse; the mourners will walk to the cemetery, and the total cost of a funeral is to be about \$20. On the occasion of a death, each member of the organization is expected to render what assistance he can to the afflicted family, and to attend the funeral.



**JUST AN ORDINARY MACHINE.**

The civilized world is just now giving undivided attention to the automobile. Like the horse owner each believes his own is the best and each nation holds itself in readiness to be convinced that its genius and its workshops hold the second place in the excellence of its machine. France with the hereditary right of "all gall" mounts her latest achievement and proudly declares that nothing under the sun can pass or surpass it. Germany, true to her instincts, thinks and realizes and says nothing, but sends her automobile spinning along the capitals of Europe and wonders what the inhabitants think of that, and the Englishman, nothing loth, improves the opportunity and triumphantly points to his work of genius and unchallenged asserts that "there's a machine to stand the shock of coming ages. In the meantime the Yankee has been doing three things at once—whistling, whistling and thinking—and the result is "suthin' that'll go 'n' that's 'bout all." It is nothing to brag of—just a beginning as one might say—but with that to start with the thinking goes on and the end is success.

That is the history of the automobile in the United States. The method of testing is somewhat different. Any machine will go if the road is smooth and level; but that is not the American idea. This nation puts little confidence in the dress parade. The spick and span is all well enough—it is appreciated—but there must be something under the spick and span to find favor. So when the American automobile is ready for its work it must prove itself equal to the American requirements. It must go up hill and down dale. It must stand the American road as it finds it, not as it ought to be, and it must get over that road fast enough to satisfy the spirit of a people determined not to come in second.

Such an automobile has been making a trial trip and been pronounced a success. A gentleman of Chicago left that city Aug. 1 for a trip to New York via Boston. A machine of eight and a half horse power was used, geared slightly for increased speed. It accomplished the distance between Chicago and Buffalo in four and a half days, one day being deducted for two stops during the journey, and so making the actual time three days and a half—something more than 165 miles a day. The longest day's run was from Oneida to Albany. From Albany to Boston and New York the hilliest routes were taken for the sake of the scenery and twice the two automobilists found it necessary to walk up hill on account of the loose, fresh gravel. Twice on the entire run, when the front axle broke, the machine was driven by other power than its own and traveling was done regardless of the weather—the log of the run showing that the work done at all times was far in excess of that accomplished by machines that recently took part in the endurance test from New York to Buffalo.

Now, then, the American makes no claim of having produced a perfect machine. He even admits that it is crude and imperfect and needs—it will be sure to have it—no end of improvement; but with the work of his brain and hands, without the aid of a mechanic or professional, he can go farther week in and week out on the American road as he finds it and subject it to more rough usage than any other machine which has so far been invented can stand. It is a simple, common \$1,200

affair and, take it all in all, beats everything on the road.

It is not necessary to dwell at length upon this automobile or upon the trip it has taken. The point is that in the rough the American invention is ahead. Perfected, it will outstrip still farther all rivals. Its superiority will create a demand for it everywhere, and the supply will satisfy the demand. Like all that is best it will go where the best is wanted and the result will be that Europe will be again "invaded" by American genius, and when European patience ceases again to be a virtue there will be the usual outcry. The fact is what is destined to be will be and the sooner the Old World settles contentedly down to the inevitable the better it will be for all concerned.

**THE HONESTY OF THE MAN.**

There is an irresistible tendency on the part of most Americans to estimate the honesty of a public man by inverse ratio to his private fortune. The man who while prominent in politics becomes wealthy is looked at askance and with evident suspicion. Perhaps the most notable example of that sort of thing is personified in the career and wealth of Richard Croker, whom everybody believes has amassed a fortune by corrupt political practices. Another wealthy man in politics is Mark Hanna, but he escapes criticism on this account because his riches were all gathered before he became an important figure in national affairs. Every one recalls instances where large political influence and quickly acquired fortunes have at least been coincidences. It does not necessarily follow that a man who has grown in wealth and grown politically at the same time has made the former the result of the latter, but there is always a suspicion about it which occasions comment even although undeserved.

McKinley's career was singularly free from criticism of this character. He was richer at his death than at any previous time, but was far from wealthy as wealth is reckoned nowadays. The value of his estate is variously estimated, the highest, including large life insurance, not exceeding \$200,000. During his four years in the White House an annual salary of \$50,000 enabled him to save money, but when the probate court has finished with his estate his widow will not be a wealthy woman. Very many men in public life, while they never take a dollar for their vote or for their influence, see no harm in taking timely advice from those in a position to make it profitable and by investments thus suggested are enabled to reap rich returns. During his long career Mr. McKinley steadfastly refused to indulge in stock or other speculations. His surplus funds were deposited in banks. He was exceptionally conscientious in this respect and it was never successfully charged that he profited a penny's worth in such a way. In official station he had frequently, indeed almost continually, to do with those things which affect business, especially manufacturing and consequently the markets, but through it all he kept his skirts clean and was in every respect a strictly honest man. What he accomplished, the honors he earned, the fame he reached and the reputation he enjoyed signally verify the aged maxim which says that honesty is the best policy.

We look backward regretting or forward hoping, while the present stands offering us flowers.

**PLATT'S PLANS REVERSED.**

The plots and plans even of those politicians who have the greatest reputation for cunning and for shrewdness often miscarry. An interesting instance is afforded by political relations between Theodore Roosevelt, now President of the United States, and Thomas C. Platt, senior Senator and Republican boss of the State of New York. These two have very little in common. Their ideas and their ideals regarding the public service are very far apart. Although Platt consented to Roosevelt's nomination for Governor it was compulsory, not voluntary. The Republicans were anxious to carry the State and fearful of their ability to do it. Roosevelt, just home from the Spanish war, was a popular hero. He was in a campaign where probably any other man at the head of the same ticket would have been defeated. Even Roosevelt won only by 17,786, a very narrow margin in a vote amounting in round numbers to 1,350,000. Platt did not want him, but he appreciated his inability to win with anybody else.

Roosevelt's fame was by no means confined to his own State. He was especially strong and very popular in the West, where there was an evident determination to consider him as a future presidential possibility. Platt, accustomed to look a long way ahead, feared that with the colonel of the Rough Riders in the White House the latch string might not always be hanging out for practical politicians like himself; but there was another reason coming closer home. It is customary to give governors two terms, and one term of Roosevelt at Albany was quite enough for Platt. The Governor must be made way with somehow and the cunning schemer thought he saw in the Vice-Presidency a shelf where he would be harmless. Nothing but his nomination at Philadelphia could have prevented his re-nomination for Governor. So Platt set himself and all his forces at work to put him on the ticket with McKinley and was materially aided therein by the honest, heartfelt good will of the Representatives from many other states. He succeeded, as he supposed, in putting Roosevelt on the shelf.

All that was only a little more than a year ago. Roosevelt stood out against tremendous pressure at Philadelphia as long as he could and then when further opposition seemed useless, yielded as gracefully as possible and entered upon the campaign with his characteristic energy and enthusiasm. Platt stroked his whiskers and smiled, thinking he had accomplished his purpose and silenced an unruly factor. Other vice-presidents had cut small figure in national politics and been wafted easily to oblivion. There were indications, plenty of them, that Roosevelt's career as Vice-President would not conform to established precedents, and already men were organizing clubs to boom him for the presidency in 1904. Suddenly an assassin struck down President McKinley. It came like lightning from a clear sky. Roosevelt was quickly summoned from Mount Marcy to Buffalo, where he took the oath of office as President of the United States, entering upon an administration which, if his life is spared, will continue at least for three years and six months. Mr. Platt, who connived to put the man he could not control out of the line of promotion, put him squarely in it. In trying to be permanently rid of Roosevelt as a factor in national politics he unwittingly

helped to make him the very head of the Government. Platt must rub his hands in anything but glee when he contemplates the situation to which he was so great a contributor. Roosevelt's worst enemy never charged him with being too stupid to appreciate a situation nor accused him of having a poor memory. It is to President Roosevelt that Senator Platt must go begging for this or that appointment. The conditions are suddenly and unexpectedly changed and the advantage is all with the man whom Mr. Platt had calculated was safely laid away upon the shelf.

**EXPORTS OF BREADSTUFFS.**

With the growth of the country and the moving of the center of cereal production farther West, the former custom of shipping the bulk of the grain crops to Europe via Eastern ports has given place to the shipment of the surplus intended for export through Southern ports. This diversion of traffic, while it has affected more or less all the Eastern ports, has principally hurt New York. While New York is still the largest exporting point in the country for breadstuffs, that port is rapidly losing that distinction. For the eight months of the present calendar year, Baltimore is only behind New York to the extent of \$8,000,000 in round figures.

The Southern ports have been rapidly gaining in their grain shipments, while the Eastern ports have been losing. One of the latest examples of this is afforded in a compilation which shows that of the increase of 63,781,967 bushels in the wheat exports in the eight months of 1901 over last year, less than one-tenth was gained by New York, while New Orleans and Baltimore ran a close race, with more than one-third of the gain realized by these two Southern ports. Taking the values of all breadstuffs exports for the eight months, it is found that of a gain of close to \$40,000,000 over a year ago, Baltimore realized one-fourth, and the smallest gains were made by New York and Philadelphia.

Interesting as this showing is from a Southern point of view, it is made even more pronounced when the totals are reduced to percentages. Brought down to percentages, while the country as a whole gains 26 per cent., New York shipments gain only 9 per cent., and New Orleans leads with a gain of 70 per cent. in its shipments. Other percentages shown are those of 54 per cent. by Boston, 48 per cent. by Baltimore and 45 per cent. by Galveston.

The friendship of William McKinley and Mark Hanna was a thing that some of their political opponents scoffed at as being only such a friendship as exists between conspirators. It is now reluctantly admitted that McKinley leaves behind him no sincerer mourner than Hanna. His grief at the death of the President was of a kind not to be simulated. The bond between the two men was like that between brothers. Hanna was not "the power behind the throne" in the McKinley administration. He was the President's steadfast friend, and it was to promote his friend's success that Hanna went into politics and remained there. It is not likely that he will care to continue much longer in public life now that McKinley has gone.

Many people labor like an ox or a mule, and have to be pressed or they will not earn their feed.



## Clothing

Fads and Fashions From the Standpoint of a New Yorker.

At last the fashions for autumn and for the winter, too, have reached me, and I am free to say that some of them are very delightful, as well as presenting to one's vision more than one distinctly novel idea. First and foremost, I find myself tempted to record the approach to these shores of a topcoat from England that seems to me to come very close to the border lines of artistic perfection. The plate depicting the coat is shown to me by my tailor, who has made some of them already and who is enthusiastic over the garment. It is made in full box style and is built practically on the form of the late lamented Raglan, with the exception of the shoulders and sleeves. Incidentally I may remark that the Raglan is a creation of the past and can not be changed into an up-to-date coat by any tailor, so if you want to be correct you might just as well throw yours away if you have one, or, better still, give it away to some poor but honest person and have done with it. The new coat, then, is cut very long and full, without any seam in the back and with perpendicular pockets and cuffs turned up from two to four inches from the limit of the sleeves. The garment is made single or double breasted, at the pleasure of the wearer, and is built with a pointed lapel and a flare to the skirts. The material of which the coat is made varies according to the temperature in which it is intended to be worn. When made in the lightweight materials it is of the same stuff throughout with a featherweight lining and no ornamentation on the collar. When the heavier materials are used the collar, of course, is of velvet. The coat, perhaps, looks best of all when made double breasted out of a heavy lamb's wool mixture, or of smooth meltons or kerseys. These are the winterweights, although if one's taste run to extremes, in the following of new fashions, it will be just as well to have two or three of the coats of weights suited to our erratic atmospheric system. I should have said in the first place that the skirt of the coat extends a little more than halfway from the knee to the ankle. Hanging as it does in full and graceful folds, and making almost any sort of a figure look dignified, the coat that I describe ought to stand a fair chance of becoming popular.

\* \* \*

I notice with some pleasure an inclination to resuscitate the three-button cutaway with long skirts that was one of the agreeable features in the lives of discriminating men five or six years ago. I have always held that this was one of the most graceful garments for morning wear, and I take the liberty of thinking so still. In the pleasant revival, the skirts of the cutaway are to taper off sharply from the waist line, which waist line adheres sharply to the figure and ascends to the shoulders and to a narrow collar in a way to give delight to men of passable build and to the eyes of all beholders. Seen at its best, this cutaway will be seen in soft black unfinished worsteds. It is an agreeable relaxation from the severity of the eternal frock and may be worn without violation of good taste at almost any function, from an afternoon tea to a wedding.

I give the stamp of my approval to the disposition of reputable tailors to induce their customers to return in the making of sack coats to the straight-backed garment. The so-called "military" sack, with the absurd waist line and the lower edges and sides not without the suspicion of whalebone in them, has happily been relegated to the oblivion merited by all impossible things. It was a nightmare and deserved indecent burial. The sack coat worn by well-dressed men to business this autumn will be made with four buttons and cut full in front with round corners. The double-breasted sack in rough and heavy materials will be worn only for walking in bad weather, when one desires to dispense with an overcoat.

\* \* \*

I have seen the very newest and most swagger thing in the way of an evening suit. It is made of very dark oxford gray unfinished worsted. The uninitiated may find food for surprise in the idea for an evening suit—I decline to make use of that grotesque phrase, "dress suit"—but, as men of learning know, an oxford gray is practically a black with infinitesimal gray threads running through it. Seen in daylight, the cloth might have a gray tinge to outward seeming, but as nobody but a Hindoo would wear evening clothes in the daytime, that is scarcely worth considering. In an artificial light, however, the oxford gray becomes a delicate and delicious black, and I could never convey to you if I were to try for a week any adequate idea of the exquisite contrast afforded by the cloth itself and the silk facing on the lapel of the coat. To look at such a creation makes one wish one could afford to purchase a new

evening outfit once a month. Perhaps some of us can.

\* \* \*

The subject of trousers is always a momentous one with me. It is so easy to err either in the direction of too much somberness or of too striking an effect. Authority as I claim to be, I acknowledge I have been sorely distressed at times as to the exact type of trousers to be worn to best effect with a frock coat. I am relieved, therefore, to find that so eminent an authority as Joseph L. Day agrees with me in the notion that the frock coat is, after all, a garment of ceremony, and that any other trousers than dark ones with possibly a bright stripe by way of relief, when worn with it, constitute a barbarism. If one must have further relief, it may be obtained with a white waistcoat. The trousers themselves will be cut invariably in medium pegtop style, that is to say, with a tolerably full knee and an ankle sufficiently narrow to fall gracefully over the boot.—Percy Shafton in Apparel Gazette.

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Famous Makers of Clothing

Buffalo, N. Y.

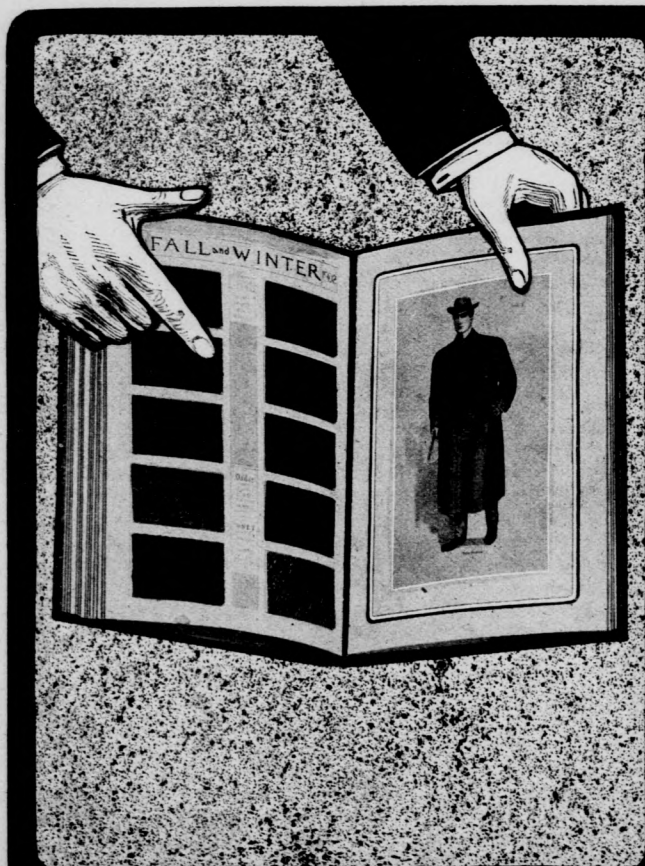
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## You Sell from the Book

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### 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.



**Bright Outlook for the Clothing Trade.**

"Business, thus far this fall, has been much the largest in the history of Chicago merchandising," said H. C. Lytton, President of the "Hub," Chicago, in answer to the question. "I am not speaking for myself only, when I make that statement. The same applies to all the better merchants. In many cases business has, up to this time, been nearly double what it was last year—and last year was a wonderfully good one. It made some sales records which at that time we did not hope to surpass this season."

"When did fall buying begin?"

"That is rather hard to say," was the reply, "as we began selling fall goods in July. It continued to improve much too rapidly for our preparations and we have within the month been compelled to get into the market for goods for all of our departments of men's apparel."

"Is it inferred from that that your early orders have been sold up?"

"No, indeed! It is the fault of deliveries. Manufacturers are not getting the goods to us as we want them. They are behind and this compels us to go into the market for stock to keep us going until our ordered goods do come."

"Are you cancelling the undelivered portions of your orders?"

"Oh, no! We need them, and shall want more, too badly before the season is over to shut off any source of supply. Only this afternoon I increased several orders yet unfilled, and have duplicated quite a number of our original ones. You may judge from that how we expect fall trade to hold up its now rapid pace."

"What cause do you assign for the tardy delivery of goods?"

"Inability of manufacturers to get them out. Generally speaking, most of the merchants were not anticipating such a fall trade or such an early one and the clamor for goods has made the manufacturer do the best he could to send some here and some there and divide his product as best he could. I do not think strikes or any similar disturbances have at all affected the manufacturers, consequently it would seem that they are, this season, caught in a position where they are unable to cope with the wonderfully increased demands made upon them. Our hat buyer has been in the market twice since the season opened and is now short of stock."

"Do you think the death of the President will have any effect on the business in its present fine condition?"

"No, it will not!" was Mr. Lytton's reply. "The country has been brought to such a prosperous state and the conditions governing merchandising are too stable to be affected even momentarily. The promise of President Roosevelt, 'to continue unbroken the policy of President McKinley,' was one of the most bracing that could have been uttered to allay any doubts that might have arisen as to the continued prosperity of this country. Besides, retaining the present cabinet strengthened President Roosevelt's promise and maintained the confidence we have in the present administration. There are too many good men at the head of this administration for the passing of even the Executive to affect the present conditions, providing his successors continue his wise and noble aims—and we are assured that they will continue them."

"What is the outlook for now on?"

"Our excellent trade will not only continue uninterrupted, but will greatly increase with the first bit of cold weather we have. As to the class of goods selling best? The better and best grades are far in the lead. People do not want cheap goods now and are passing them for the better grades. In a word the outlook has never been as bright at any time in the history of merchandising in Chicago."

**The Question in Neckwear.**

The situation among neckwear manufacturers is at present, as it has been for some time past, very interesting. Neckwear manufacturers have been much perplexed as to what they shall make up in shapes for fall and winter.

The great question has been: What will be the fate of the high band turndown collar? If the highband turndown collar passes out of fashion there will obviously be an opportunity for large shapes that there has not been since it has been in vogue. The indications of a change of style in collars this fall, with the natural desire of the leading cravat makers to produce something new and different, have put the neckwear people in something of a predicament. Will the effort to push large scarfs be a success? Will various prominent buyers succeed in this effort that they are making? The neckwear people have had to consider these questions.

The result has been that many have compromised. They have decided to make the narrow four-in-hand, but wider—from an inch and three-quarters to two inches and a half. They have made a graduated four-in-hand three inches wide at the end. They have made up, or are going to make up, a sufficiently large quantity of large scarfs to supply what they individually think will be the probable demand for them. Some of those who deal only with that class of the popular trade which is affected slowly by changes of fashion are working upon the standard imperial and the usual narrow four-in-hand. Those who cater to a fine and discriminating trade are making up ascots and large shapes in dark colors. Black and white effects will, as usual, be much in demand. Various shades of gray (in some cases in combination with green) are also expected to be in demand, because of the pleasing contrast of those colors with the waistcoat of afternoon dress. If the waistcoat is high in cut (as seems to be the tendency), many prefer that the large scarf shall be brighter in tone than if the opening were a larger one. Oriental effects in patterns are among the brightest shown, while checks and plaids are not favored.—Apparel Gazette.

**Collar and Cuff Manufacturers May Leave Troy.**

Troy, N. Y., Sept. 28—Genuine alarm is expressed at a document which has been sent to Mayor Conway, signed by the leading collar manufacturers, in which they say that unless the "reign of terror" which has existed about their shops since the strike began last summer is discontinued they will be obliged to leave the city or appeal to higher authorities than the Mayor. The protest to the Mayor was sent on Friday, and to-day the manufacturers' association sent copies to the daily papers. The protest is long, occupying about a column and a half. It reviews the history of the strike, and enumerates the assaults that have been committed in the city arising from the differences between the employees and the manufacturers' association. The State laws governing the case are cited and quoted. After giving the particulars of the case, the document ends as follows:

"We deem it wise to lay these facts before you, that the seriousness of the situation may be fully understood, and in the hope that it will be possible for you to take such steps as will permit those in our employ and those desiring to return to our employ to go to and from their work without molestation or intimidation. If you are unable to furnish this protection, the manufacturers must either appeal to higher authorities or transfer their business to other points."

The protest is signed by Cluett, Peabody & Co., the United Shirt and Collar Company, the International Shirt and Collar Company, George P. Ide & Co., Tim & Co., H. C. Curtis & Co., Van Zandt, Jacobs & Co., Searle, Gardner & Co., Fellows & Co., the Wilbur Campbell Stephens Company, Hall, Hartwell & Co., E. W. Marvin, George A. Brockway, Joseph Bowman & Sons, Holmes & Ide, the C. H. McClellan Company, Coon Brothers and the Miller Hale Shirt and Collar Company.

It is commonly considered that this is a direct rebuke to the police force, charging them with incompetence, and indirectly a challenge to the entire city administration. The manufacturers say: "We believe there is no trade in the country furnishing so many advantageous conditions as that of collar cutting, paying higher wages or furnishing more constant employment," and they rightly consider that their employees, being engaged in the chief business of the city, have a right to all the police protection necessary. It is commonly said that "it is up to the Mayor." The fact that several of the largest manufacturers have already branch plants in other places lends realism to the threat to move entirely.

Many woods have sugar and gum in their composition, and the presence of these elements is generally shown by the attraction the wood seems to have for many kinds of insects.

## Our Specialty: Mail Orders

G. H. GATES & CO.  
Wholesale Hats, Caps, Gloves and Mittens  
143 Jefferson Ave., Detroit, Mich.

## The Imperial Lighting System

Patents Pending



Economical, brilliant, durable, reliable and simple to operate. A light equal to an electric arc at a very low cost. The Imperial Lighting System is far superior to the Electric Arc, being softer, whiter and absolutely steady. From a tank the gasoline is conveyed through an entire building through a flexible copper tube that can be put through crevices, around corners and concealed the same as electric wires, and as many lights as may be desired can be supplied from the same tank. The Imperial System burns common stove gasoline, gives a 1,200 candle power light, and one gallon of gasoline burns 16 hours. All lamps are fully guaranteed, and are trimmed complete with full instructions as to installing and operating the system.

We also manufacture a complete line of Air and Gravity Pressure Lamps. Write for illustrated catalogue.



THE IMPERIAL GAS LAMP CO., Sole Manufacturers

132-134 E. Lake St., Chicago, Ill., U. S. A.

A Trade Maker

# Fanny Davenport

5c Cigar

Trade Supplied By:

B. J. Reynolds, Grand Rapids, Michigan.  
Phipps, Penoyer & Co., Saginaw, Michigan.  
Moreland Bros. & Crane, Adrian, Michigan.



## Shoes and Rubbers

### Passing of Noisy Shoes—Quiet Heels Now.

"There is far less noise at the foot now than formerly, if we except the click of the feminine heel on the pavement," observed the grizzled retail shoe dealer to the scribe who was prodding him for shoe reminiscences. "You may have noticed that a good many people wear their athletic and bicycle footgear on the street, especially in inclement weather. Most of these shoes are practically noiseless, being furnished with rubber taps and heels. But with the rubber heels alone the tread is comparatively inaudible, for most persons in walking land on the heel first. The rubber heel on dress shoes is of quite recent adoption, and its use is steadily increasing. The athlete uses it for promoting his agility and obtaining a sure footing, as well as for the protection it affords him against jars in running or jumping. The linemen and electric lamp trimmers adopt it as a measure of security against shocks which might otherwise prove fatal. The ordinary pedestrian is gradually coming to recognize the merits of a cushioned heel as a promoter of health, and, for that reason, as I said at first, there is less noise at the foot than ever before. The human heel, tough as it seems to us, is a vulnerable point in our anatomy, and whatever can be done by the shoemaker to protect it will prove a blessing to mankind; and this is being done effectively by the rubber heel.

"I don't know just why it is that our heels should be so vulnerable; but the fact remains that a blow upon the heel, although it be only the slight impact between it and the pavement, produces a slight concussion at the heel, brings on headaches and even worse nerve disorders in some instances, and this constant jarring of the brain may be almost entirely obviated by means of an elastic heel on the shoe. The sensitiveness of our heels, perhaps, may be explained by supposing ourselves to have been held by the heel, like Achilles, when Thetis plunged him in the Styx and made every part of his body invulnerable except the heel by which she held him, and where the fatal arrow of Paris entered."

Be this as it may, the anatomist tells us that the os calcareus is a bone not to be trifled with if we would retain sound bodies, and the doctor assures us that the telegraph from our heels to our head never fails to announce to the brain any rough treatment of the former members. An outside rubber heel or an inside elastic cushion to the shoe will insulate this telegraphic connection between heel and brain, and the latter will not be bothered with painful messages from the foot. The inside cushion is not to be obtained without some unwieldiness at the rear end of the shoe, but the rubber heel simply takes the place of the leather one.

The noise of the sharp staccato click of the woman's heel is likely to continue for an indefinite period, because the genuine rubber heel is hardly adaptable to the high, slender support demanded by most women; and they seem loath to come down to the sensible height and breadth, suitable for affixing rubber heels to. The time may come, however, when the gentler sex will adopt common sense heels with rubber attachments; but it may be for years, and it may be forever, that they shall

go on clicking out those painful heel messages to their aching heads.

The woman who wears high, slender heels with the idea that they add grace and beauty to the feet and gait, knows but little of the laws of health. Their effect is just the contrary; and they, in some instances, actually break down the arch of the foot on which ease of progression and grace of form depend. This effect is produced by the crowding of the foot into the forward part of the shoe, so that the posture of the feet is that of walking down hill continually in high heeled shoes.

The doctor says, among other things: "In the case of girls who wear high heeled shoes there often come numerous deformities and derangements, and there is, in some instances, positive alteration of muscular structure and function, accompanied not infrequently by inflammation, contraction and partial paralysis of the muscles of the leg."

Every person who has given the subject careful thought and study knows that in raising the body upon inordinately high heels it is thrown out of its normal position and the natural center of gravity is destroyed. The physiologist declares that "this natural line of gravity or equilibrium, passing from the brain to the feet, can not be disturbed and displaced day after day without deranging the normal relation of muscles and organs and thereby inducing disease. An unnatural strain is also put upon the muscles of the foot, leg and thigh."

The ill effects of the narrow, stilted heel are more apt to be produced upon immature subjects, because the bones are not yet fully formed and hardened; but the adult person does not escape the injurious effect of the unnatural position occasioned by this presence, nor does any foot or body ever become immune to the damage that high heels can produce on the wearer.

"The human heel," says the shoe philosopher, "that has the least posterior projection forms the least secure foundation for the body, and produces a tendency on the part of its owner to lean habitually forward in order to preserve its equilibrium." As it is impossible to overestimate the importance of a knowledge of the formation of the human foot to the lastmaker and the shoemaker, a closer study of the human heel may not be out of place here. While lasts of the same length and width representing some particular style are supposed to be exactly alike, the various feet to whom the shoes made on them shall be allotted in the course of time are by no means counterparts of each other in form; and in no respect, perhaps, is this more conspicuous than at the heel. Many heels viewed on the naked foot seem to form an almost perpendicular line with the lower part of the leg instead of assuming a graceful concave curve at their union. This peculiarity is sometimes the result of natural scantiness in the length of the heel bone itself; but it is also, in some instances, only an apparent curtailment, the effect being produced by an enlargement of the powerful tendon achilles, or strong tendon which unites the muscles of the calf to the heel bone. But in either case it is a difficult heel to fit with a shoe that will not shift made on the average shaped last for normal feet.

"This posterior projection of the human heels," says the anatomist "is a great aid to man in walking or even standing. As we depart from man, the foot becomes more contracted; the part

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



## Geo. H. Reeder & Co.

Wholesale

## Boots and Shoes

Grand Rapids, Mich.



serving for support is reduced, and the angle of the heel bone rendered more acute. By reason of the size and peculiar formation of his feet and lower limbs, man can separate these more widely than any other animal without danger to the erect posture. By this means we derive the full benefit of our feet, and are enabled to make those rapid changes and multiplied combinations of movements, according to the probable direction of the expected impulse, that are necessary in boxing, wrestling and similar feats."

The importance of the projecting heel is, in all of these movements, very great; as by its presence we retain a firm foothold, and without it we should often be thrown over backward. Even the bear, although naturally a clumsy sort of quadruped, is enabled, by reason of the length of his heels, to make a fair show of standing on his hind legs.

But, to get back to the modern noiseless shoe, which gives rise to the old shoe dealer's remark, "there is less noise now at the foot than formerly," and to look for some of the causes that have led to the desirable change. It is but natural that the introduction of the rubber heel for shoes should claim first attention. This is now no longer an object of curiosity even to the average shoe wearer; it is growing in favor, and its adoption as a staple in the trade seems pretty well assured. It is claimed, and not without reason that any person who has once walked on rubber cushions at the back of his feet will never go without them. They seem to be a sort of new century innovation on the same line as the rubber tired wheels of vehicles, noiseless and pleasant. It is also claimed for these attachments that they will prevent shoes from running over at the heels. This seems like a very strong contention; if they will do more to keep things in level condition at the heels than solid sole leather filled with steel nails can do, they will be a boon to shoe wearers. One is more ready to admit the "sure-footed" claim, because, as everyone knows that nine persons out of ten who fall on the ice slip up at the heel and so over backward.

But there were other noise producers at the foot, not yet quite in the distant past. There was the heavy stiff-soled shoe with but little flexion at the bottom, which when the ball came down on the pavement, made itself disagreeably audible. Lighter soles with great flexibility have removed a large percentage of that useless clattering noise.

Then there was the old-time musical footgear that proclaimed its presence and even its distant approach by sounds unlike anything else on earth—the squeaky shoe. This, too, is passing, and will soon be included among the "lost arts;" in fact, with modern methods of shoemaking it is quite likely to become so completely lost as never to be found again. The old-timer recalls for the scribe the days when the solitary late comer to church walked leisurely up the aisle, with his boots squeaking so that the sound of them filled the building and the thoughts of every worshiper there. This is now a rare occurrence, because the squeak has been extracted by modern methods of shoe building. This is not to be regretted.

The old-timer, too, recalls the fact that squeaky shoes were not always regarded as a nuisance and as disturbers of the peace. In fact, some people rather liked this audible property in their own shoes, because the squeak of the things were taken as a sign of new-

ness, as few old shoes retained sufficient energy of sole to make much effort at self-assertion. It was at one time deemed desirable even to insert between the inner and the outer sole a piece of "squeak leather" to increase the sound capacity of the footwear to its maximum extent.

Now, the squeaky shoe was supposed to derive its power for sound through the agency of friction caused by the two soles rubbing together when they were walked in; much on the same principle that the cricket produces his harsh, stridulous sounds by means of friction of his wing covers against each other. Many people, however, were averse to squeaky shoes as a means of drawing too much attention to themselves; so various remedies began to be sought after to abate or remove the trouble. The most simple was by soaking the soles in water, but this afforded only a temporary relief. When dry they would go on squeaking again as loudly as ever. A more effectual way was to drive a few nails or pegs through the soles, uniting them so that friction ceased.

Noiseless shoes are often a desideratum, apart from their genteel place in social ethics. Policemen, ushers, sextons and undertakers admit this; and the hospital nurse recognizes them as a necessity in her business. Sole leather imparts a variety of sounds, like a fiddle string, according to the manner in which it is manipulated. Some produces a sharp crackling noise, others a ringing vibration, while some shoes are noiseless in this respect.

There is far less noise under foot now. The squeaky shoe and the squeaky wagon wheel are left back in the past century to take their places among the relics of former days.—E. A. Boyden in Boot and Shoe Recorder.

#### Everything in Readiness For the New Season.

At this season of the year the shoe dealer is beginning to receive his fall goods, and in order to get down to business it is absolutely necessary to make a study of the trade and follow it up, if possible, by a fall opening. There is one thing which should have your attention before you decide on your fall opening. Shoe men have become rather lax lately in inspecting the goods which they receive from the manufacturer and jobber. This has resulted as the season has advanced in their making claims upon the makers, which they very rightfully refused to entertain. If the goods are examined immediately on their receipt, there will be no necessity for claims in the future, and you will, therefore, avoid many unpleasant discussions with the salesman on his next trip into your territory.

It is not a difficult matter for you to make an inspection of your fall shoes immediately on receipt of same. Taking out a pair here and there usually satisfies the majority of retailers, but if you have had trouble with your manufacturers in the past, send one of your clerks into the stockroom with full instructions as to what you consider "goods up to sample." If he is in any way bright he will undoubtedly notice all of the little faults which give you no end of trouble before the goods have been on your shelves two months. One of these faults is very poor heel seats. Others are bad foreparts and short tips. These things are so apparent and so distasteful to the eye of prospective customers that it is well to take the bull

by the horns and refuse at once to keep the goods.

If, on the other hand, you have found that your goods are up to sample, it would be well for you to rearrange your shoe department. The summer shoes which you have placed in the most convenient position, so as not to delay the clerks in handling, should be replaced by the fall shoes, which, in all probability, you will sell from now until next spring. This rearrangement might cause a few days' work, but this will be more than offset by the time which you will save when you have the fall goods placed in a forward position.

After this has been done take the summer shoes out of your windows, form up some of your new fall styles and make a window display which will be both neat and attractive. If you use display tables, have the display in keeping with the windows. Get out a neat circular to the trade announcing a fall opening and inviting their patronage. Do not expect that every one who comes into the store and looks over the fall shoes will buy, but rather be anxious to show prospective customers what they may expect in the future in the way of ready-to-purchase shoes.

Of course, if you can afford it you can carry on a much more elaborate fall opening. You might decorate the interior, arrange a handsome window trim and send invitations to customers to attend. You might give a little souvenir as a memento of the occasion. This, of course, all costs money, and is something which every shoe man is not able to carry out.

Instances could be cited where shoe men have issued elaborate invitations, hired a band of music, engaged an opera singer and done everything that was possible to create the impression

that they were far ahead of the times. They have spread an elaborate shoe display on either shelving, absolutely refused to serve any customers with shoes on the day of the opening, decorated the salesmen with swallow-tail coats and neat boutonnieres and stood them, like so many foreign diplomats, receiving prospective customers for the whole day. But in the end they have not made as much out of the opening as the man who has gone along in a systematic way and kept within his bounds.

Trade is very peculiar, and often you will find people who, when they see you put on so many airs, feel that you are taking all this out of the goods that you are selling and not giving them the same value for the money as your more staid competitor in the next block. This only applies to sections, and it is often feasible for the successful retailer to give such an opening. But if you intend to do it, do everything thoroughly. Make your windows, your interior arrangement, your show cases and your goods all equally worthy of mention.

Another point which many retail shoe merchants seem to forget when they put in a new stock of goods, and a matter which costs more or less discord during the day, is whether or not the clerks become acquainted with the new shoes. It is often the case that a customer will enter the store and ask for something which has been placed in stock, but with which the clerks have not yet become familiar. After futile attempts to serve the customer, he is eventually allowed to leave the store when the goods are actually on the shelves. Furthermore, you will find salesmen who are not acquainted with the shoes in the window, and a customer, after trying to describe the shoe desired, finds it necessary to replace his shoe and take the clerk to the window in order to describe the article which he wishes to purchase. These are points which make a weak system and which ought to be remedied with all possible haste.—Shoe Retailer.

## 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.

## THE PROPORTION OF WEAR

between the average child's and young girl's shoe and that

of a woman's is as three to one—unless the ideal calf or

cordivan shoes made by RINDGE, KALMBACH,

LOGIE & CO. are those in question—in which case

the balance of wear will almost invariably be in favor of

their GRAND RAPIDS MADE SHOES.



## Clerks' Corner.

Tom Todd's Theory of Climbing Up in the World.  
Written for the Tradesman.

"You?"  
"Me!"

That first paragraph was uttered in a tone of withering contempt by a dealer on Ottawa street something less than a hundred years ago. He had advertised for a boy and before the store was open Tom Todd, the boy, had been sitting on the doorstep long enough to wear a hole in his trousers. Anyway, that is how he accounted for the tear when the clerk presumed to call attention to it.

If the storekeeper's condensed remarks are unproducible in type that unmistakable "Me!" is more so; but it requires time, place and circumstances to convey to the reader what it was in the applicant for the position to turn the contempt into a smile of approval. It was uttered by a twelve-year-old, "tattered and torn" and frowzy, who with the air of a king had followed "the firm" into his private office and had stated at once the object of his call. Taking in the boy at a glance—his rags and his general unkemptness, he had growled out his "You?" half question, half exclamation and turned to his mail, when the "Me!" with fifty thousand exclamation points caused the storekeeper to turn two astonished eyes upon his visitor. That time he didn't see the rags nor the frowziness but an unkempt lad somewhat under size with head erect, right foot forward, chin up—deeply dimpled and to be a decided square, one of these days—and a pair of black eyes looking him full in the face from the shock of hair that hung low, on his medium strip of forehead—face, form, attitude, each, in its intensity, proclaiming the boy to be "every inch a king!"

The storekeeper hadn't looked at the indignant youngster a quarter of a minute before he felt ashamed of himself and with his first-opened letter still unread he said with kindness in face and voice, "I don't believe you're equal to the work to be done."

Quick as a flash came back the unexpected answer: "You can't tell by the looks of a toad how far he can jump!"

The "toad" idea seemed for a moment so pat and so amused the storekeeper that he called out to one of the clerks to "take this 'toad' out into the back store and give him a chance to jump," and in the meantime the head of the house kept his eyes open to see how far this unpromising toad could leap.

For the next fortnight all that the man saw pleased him. Striking into a cheery whistle Tom Todd—it soon became "Todd" for short—went into the lengthening out business in the back store with a vim that startled everybody and set them all to repeating the proverb about "new brooms." In this instance the proverb wasn't worth even "30 cents." In the first place, there was noise enough out there for three grown men to make and for the whole morning it sounded as if the whole establishment was coming down so that twice the proprietor started for the back room with a "What in thunder!" took a good look both times and came away with an approving nod. There was an interval of silence about noon and then the uproar went on until towards night. The attentive ear in the office took note of the quiet and calling

in the clerk in charge directed that the boy should have the rest of the day for himself. The delivery of the order brought the king or the toad, as the reader pleases, to the door of the office.

"The clerk says I may go home. Won't you gimme m' pay for a day or two, ev'ry night? We're all on us 'bout starved."

There were tears in the pleader's voice and eyes, but he stood there, "every inch a king," and like a king was ready to abide by his employer's decision.

John Gray was not a man given to sentiment and he was not inclined to break in on a settled custom, but one good look at the boy in the doorway was enough and taking a dollar from his pocket he put it into the boy's hand and bade him good night. The lad went home and the proprietor went into the back store. Lighting the gas, he looked with amazement upon Tom Todd's day's work. In less than a day the twelve-year-old had brought order out of a month's accumulating chaos. "The boy and his proverb are all right," he said to himself as he went back to his desk. "You can't tell by the looks of a toad how far he can jump," but by jingo, there's a difference in toads so far as my experience goes and I like this sort!"

The next day when Tom Todd was waiting on the doorstep for the opening-up clerk, that official didn't know the boy until he had come close to him. He had his hair cut and the luxury of soap had been added to the water of his morning bath. What was as commendable as it was unexpected was an array of ten finger nails without a hint of black to disfigure them. Better than all that he had lost the "lean and hungry look" that had haunted him the day before and, braced by a good supper, a sound sleep and a better breakfast, he looked more like King Lear than the crazy old king himself.

John Gray saw, heeded and kept his own counsel. He also kept his eye on the boy. He noticed how Tom Todd kept improving every day. If it wasn't in one way it was in another. The rags followed the dirt and the early haircut. The work put into his hands bore the sign manual of the righted-up store room and with it all there was a something about his workmanship, no matter how humble was the task in hand, that indicated a delight and "level bestness" which went straight to the proprietor's heart.

After five years had come and gone and the boy, to all intents and purposes a man now, strong and ready and "the likeliest man on the force," had strengthened the confidence placed in him from the first, the storekeeper, when the two were out for a Sunday afternoon ride, asked the boy how he happened to steer clear of the good-for-nothingness that so often makes imps of boyhood.

"That's easy," was the reply. "All a boy has to do is work and keep his mouth shut. I am better off than most boys for I had something to work for from the start. 'Ma' isn't my mother, you know. She took me in when I was almost a baby and we had a tough time of it until that day I came to the store. Turn about's fair play, you know; and so when my turn came I was so glad to begin to pay her off that it seemed to me I never could do enough and I never want to stop; and all that first day I couldn't think of anything but the supper enough she was going to have.

Working and keeping still and having Ma to work for's what did the business for me, and I guess that's all there is to it, anyway."

"I guess that's right," said John Gray and touching the horse he thought, "It's no wonder that you can't tell by the looks of a toad how far he can jump!" Richard Malcolm Strong.

### Stumbling Blocks in the Pathway of Co-operative Buying.

I have studied and thought a good deal about co-operative buying, because it is a mighty important economic movement—the sweeping out of the middle-man.

There is one weak point in the scheme, as I see it.

I don't believe grocers know enough about goods to buy for themselves.

Now don't get all ruffled up until you hear my explanation.

In the past every retail grocer in business, short of the very big ones, has bought of the jobber. He has depended on the jobber, when it came to the quality of goods, a good deal more than he likes to admit.

On a good many goods the retailer has depended on the jobber absolutely.

How many grocers could buy tea and know what they were getting, without outside help?

Or coffee?

Or rice?

Or spices?

Or syrup?

Or molasses?

Or a whole lot of other things?

Mighty few.

Don't get into your heads that I'm throwing any stones at grocers—the average grocer actually has not time to learn much about the goods he sells. It takes years in the coffee business to pick out grades and be sure you are right, and so with a lot of other things.

Some grocers can do it, but they must have had more leisure than the average. In the average case, the grocer tells the jobber's salesman what he wants and trusts to the jobber's honesty to send it to him. If he does not get it, the only way he has of knowing it is by hearing his customers complain.

Some jobbers are as honest as the sun and never slipped up on a retailer in their lives.

And some are not, but that is another story.

It is only natural that the jobber should know more about goods than the retailer. He has buyers who train in nothing else. They rub up against coffees, for instance, every hour in the day for years—comparing grades and estimating prices—it would be mighty strange if they didn't know their business.

They know it so well, in fact, that it is as easy as falling off a log for them to deceive a retailer who knows less.

With the retailer, coffee or tea is one of a hundred things—he has not time to study them. Although, unquestionably, many grocers could know more about such things than they do.

In the past, all of the expert knowledge of the jobbers' buyers has been at the retailers' service.

Now, co-operative buying proposes to make a most radical change in all this. "Let the jobber go," it says, "we do our own buying."

The question is—does the retailer know enough about goods to do his own buying? Of course, he can hire it done, but when you go to that expense, you are taking the juice right out of

co-operative buying—what difference whether you pay your margin of profit to a jobber or pay it to a buyer in the form of salary? No, sir, the strong point of co-operative buying is that it gets cost down by eliminating expense.

That is why I say—is the retail grocer, separately or collectively, a sufficiently educated buyer to buy for himself?

It does not seem to me as if he was. I was witness once to an attempt made by a clerk to go into business for himself. He came to me before he did it and asked my advice; said there was a good opening at such and such a place and he thought he could raise a little money.

I only asked him one question—did he know the business?

He said very positively that he did. He had only been in it about ten months, but he still thought that what he did not know about the grocery business would go into a very small book.

I told him that if he was sure to go ahead.

He went ahead and some time after told me himself that when he got in that new store, without the employer who had always told him what to do, he felt like a ship at sea without a rudder. He did not know which way to turn, for what he did know about the grocery business was but a grain of sand beside the mighty ocean of what he didn't know.

Well, that is a good deal like the retailer when he breaks away from the jobber whose honest knowledge he has depended on in buying—a good deal more than he thinks. He must look mighty sharp or he will be at the mercy of the salesman, for occasionally you'll find a salesman who believes that taking advantage of ignorance is more fun than eating.—Stroller in Grocery World.

### Bound To Get Her Money's Worth.

"It puzzled me for some time," said the portly party, "but the explanation was simple enough from the standpoint of my wife. During the trying hot spell we had in July she visited a sister who lives in the Northern part of the State. When she left I told her to wire me when she got to her destination so that I would know that she had arrived safely. I said that the word 'arrived' would be all that was necessary, and I would know from that that all was well. In due time I received a telegram from her which read 'Arrived,' the big black bug and the big black bear."

I sat and looked at the telegram in blank amazement, trying to figure out what she meant. I concluded at last that the message had been mixed up in sending, so I went to the telegraph office and had it repeated. The answer came back that it was correct and according to the copy that had been filed. Fearing that the heat had affected my wife's head, I boarded the first train and imagined all sorts of dire things that might have happened to her.

"Goodness," she gasped, when I appeared on the scene, "what has brought you here?"

"This telegram," said I, breathing a sigh of relief, "perhaps you will be kind enough to explain what you meant by such a fool jumble of words!"

"Why," says she, "the clerk said it would cost no more to send ten words than it would to send one; so I decided to have my money's worth!"

"Well," said I, "it seems to me that you might have picked out a less idiotic combination."

"Why, you see," she answered, "that was what the car wheels said all the way out here, so I just put it in to fill out."

The time to kill a weed is before it starts to grow.



# How Do These Strike You?



No. E 2000. Girls' Dongola Wedge,  $\frac{1}{2}$  D. S., { 5 to 8, \$0 75  
Lace, Dainty Tip..... { 8  $\frac{1}{2}$  to 12, 90  
12  $\frac{1}{2}$  to 2, 1 05

We make everything from cacks to creoles.

Just drop a card to our "Department E" if you wish to have a salesman call. A request to "Department E" will also get your name on our regular "Helpful Hints" list, which means valuable retailing ideas free.

Our men are now on the road with the most attractive line of shoes that ever went out from our factory.

We've been manufacturing shoes more than half a century and still we are making improvements.

We are exclusive manufacturers.

We are in the great distributing center.



No. E 4235. Men's Patent Leather, Dongola Top, Balmoral,  $\frac{1}{2}$  D. S., Machine Sewed, Princeton Tip..... \$2 00

## C. M. Henderson & Co.,

"Western Shoe Builders"

Cor. Market and Quincy Streets, Chicago, Illinois



## Window Dressing

Originality the Secret of Success in Window Trimming.

One great secret of success in window trimming, as in everything, is to be original, to keep out of the rut. The successful trimmer must ever be devising something new or must at any rate do the old things in such a fresh and novel way as will impart character and a spice of originality to a really threadbare idea. He should do nothing one week in the way in which it was done during the preceding week. Routine is fatal stagnation. It is impossible to remain in the same position—one must go forward or backward. Each time a display is made it should be an improvement on earlier displays of the same kind, and should in its turn suggest change and betterment in future displays of similar articles. Of course, considerable labor and thought are implied in such efforts for novelty, and a place above the ruck, for originality, although it will do much, will fail if alone depended on for success. Hard and steady work is also essential. The window trimmer will succeed who possesses, or patiently cultivates, originality, and at the same time spares no work incident to the realization of his ideals. The combination of originality and hard work commands success.

There are certain men who will always regard ready-to-wear clothing, despite its present acknowledged excellence, as an abomination and an impossibility, and such men will pay large prices for custom-made garments rather than submit to the indignity of wearing even the most elegant and irreproachable ready-made clothing. It is a good idea for retail clothiers and department stores, having a custom tailoring department, to draw attention to the fact by a display of fall and winter material in the piece, together with a few completed garments of the materials shown, and a card of prices. This is now being done at many popular stores. At one place I noticed half the space of a large window was devoted to a display of this nature and the other half of the window was occupied by fall and winter hats. The beautifully draped and handsome material, shown with the hats so evidently intended to be worn with it, made quite an unusual and attractive display.

The method followed in the windows of wall paper establishments suggests another idea for the attractive display of fall and winter materials in the piece. The fixture used should not be less than five feet in height and should have a heavy base and a top of sufficient size to conveniently support a bolt of material. Arrange the desired number of bolts in a semi-circle and unwind enough of each bolt to reach the floor in a graceful sweep, about a half yard of the stuff lying ruffled, and so as to conceal the base of the fixture. Turn the sides of two or three of these units under, rather above the middle, and pin them together in an easy curve. Arrange a finished suit, overcoat, or other garment made of the material on display across one arm of a handsome chair placed in the center of the semi-circle.

The arrangement of displays in unusually large windows is a very difficult matter on account of the quantity of material to be tastefully disposed, and

because fixtures large enough to fill the window generally create a stiff and labored effect. In a display of neckwear at William Vogel & Sons, New York, this fixture difficulty was cleverly avoided by using brass chains attached to the roof and floor in the front and rear of the window. Crossbars were attached to this chain by means of hooks and the neckwear beautifully draped on these bars and on other fixtures in the body of the window. The result was very graceful and effective.

The trimmer whose stock of fixtures does not include any of the oaken varieties so often described of late in these pages will do well to have some made. In almost every furnishing goods department and store of any modish pretensions fixtures made of oak or other light woods have, for the present at any rate, largely superseded those of nickel. There is certainly a very sympathetic and graceful quality in these wooden fixtures, and they have also the advantage of being made in shapes not hitherto procurable in metal, and which are especially adapted to novel and striking ideas of display. Manufacturers of nickel fixtures are now offering nickel imitations of the most popular styles. Some of these are very elegant and desirable, others are fitted with bases of a white glazed porcelain, adorned with rings of gold color, giving a rather hard and inartistic effect.—Apparel Gazette.

### Your Best Salesman.

The object of your window display is not to show how many classes of goods you have, for all classes of goods are not equally desirable; neither is it to build up a reputation for yourself or your window dresser for having the most elaborate and gorgeous window display in your town, but it is a means to an end—an advertisement for your goods.

A merchant should never dress his window for any purpose other than as a means to advertise his goods. The window, like newspaper advertising, is intended to bring results. If the work is badly done, the effectiveness intended will not exist, and the advertisement will bring no results.

In making your selections for fall window dressing, be sure to have the latest and the most appropriate fall goods, and begin the advertising in your window as soon as possible. As the season advances other novelties will appear; get them and put them in your window for a change. If you do not change your window display with new goods, be sure to change the arrangement as often as two or three times a week.

You must never let the public think your window display old-fashioned and monotonous.

People like change, and hence frequent changes sharpen the intellect and develop attention.—Clothier and Furnisher.

### A Common Mistake.

A New York dry goods merchant has related his experience as a newspaper advertiser, and among the pieces of advice which he gives to others is this: "It is a mistake to advertise only at intervals. The man who does this loses the cumulative benefit of publicity. His business name is not kept constantly before the public. He is virtually a new advertiser every time. It is profitable to cultivate among the people the habit of looking every day for your announcement."

### Not Entirely Happy.

"You remember Thraikill, that used to have such hard work making both ends meet?"

"Yes, I heard he inherited a fortune. Poor fellow! He needed it badly enough. What use did he make of it?"

"You know he had a mania for old and rare books. Would rather handle them and gloat over them than do anything else in the world. Well he bought out a secondhand book store."

"And I suppose he's happy now." "Yes—except when somebody comes in to buy a book."

### Cosy Corner in the Home.

Church—Have you a cosy corner in your house?

Gotham—Oh, yes; my wife has arranged two of them.

You must enjoy them after a hard day's work."

Enjoy nothing! The cat has one and my wife's dog occupies the other!"

## Michigan Fire and Marine Insurance Co.

Organized 1881.  
Detroit, Michigan.

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

D. WHITNEY, JR., Pres.

D. M. FERRY, Vice Pres.

F. H. WHITNEY, Secretary.

M. W. O'BRIEN, Treas.

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

### DIRECTORS.

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

## The Putnam Candy Co.

Grand Rapids, Mich.

Established 1865

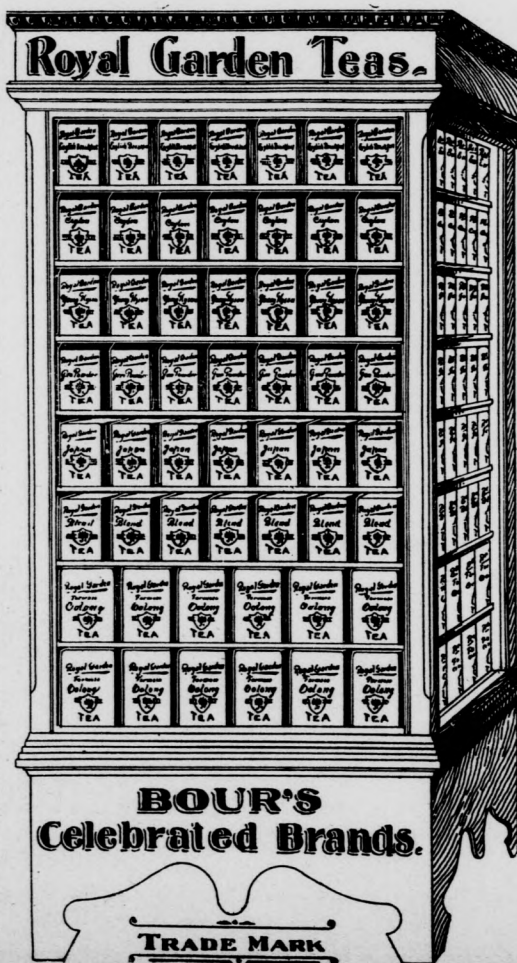
Manufacturers of the A. A. brands of

## Fine Candies and Chocolates

Mixtures, Creams, Penny Goods and Cough Drops.

B. W. Putnam, President

R. R. BEAN, Secretary



## Bour's Cabinet of Royal Garden Teas

In pounds, halves and quarters.

JAPAN  
B. F. JAPAN  
YOUNG HYSOY  
GUNPOWDER  
ENG. BREAKFAST  
CEYLON  
OOLONG  
BLEND

Retailed at 50c, 75c, and \$1 per lb.

The best business proposition ever offered the grocer. Absolutely the choicest teas grown.

Write for particulars.

The J. M. BOUR CO.,  
Toledo, Ohio,



**Renting Letters a New Occupation.**

Did you ever hear of renting letters—yes and selling them, too—the ordinary enveloped missives that the postman hands you, the kind that our Uncle Sam carries from point to point at the rate of 2 cents per carry? Not the love letter kind. They are for sale, too, but in a different way. Publishers get them and give posterity the benefit. But the letters of to-day that command favorable rates in an extensive market are the letters of business.

This is in connection with that more or less admirable industry known as "the mail order business." The man or woman who has a mail order scheme must have "names." He or she must know to whom to send the carefully worded circulars which are to be productive of a golden harvest. The old way of the mail order agent was to insert an advertisement in one of the many hundreds of little papers that people in the big cities seldom see, but which have wide circulation in the rural districts. That was a pretty good way, but to-day the mail order man thinks he has a much better one.

He procures a list of names of persons who have answered previous advertisements and to the people on this list he addresses a circular. This is to him a great saving. It narrows down to a special field. Instead of declaiming to a scattered and necessarily partially uninterested congregation, he has the advantage of addressing a carefully selected audience all attention. One big New York dealer in letters, in speaking of his specialty the other evening, said:

"There is no way that a man in my business can so quickly develop and promote his interests as by the judicious use of letters. On the average mail order proposition they invariably yield prompt, profitable returns to the user. I own to-day in the neighborhood of 1,000,000 of the freshest, best assorted and most desirable agents' and mail order buyers' letters in the United States. A million sounds like a pretty big number, but then, there are a pretty big percentage of us who may be interested in this or that scheme. The postage alone on these letters represents in the original, \$20,000.

"I am constantly buying letters and as constantly selling them over again. When a man places an advertisement in one of the little journals that circulate through the country districts I send him a letter, offering to buy his letters after he is through with them at so much per 1,000 or so much per 100. Usually he sells them fast enough.

"Then I put an advertisement in the

little journals calling the attention of chaps who are contemplating offering something along the same line as was offered by the man from whom I bought the letters. They are, of course, anxious to reach, without taking a round-about course, such people as would be specially interested in their offer. That's where I come in. Sometimes I sell outright, and again, I simply lease the letters, getting them back to use when another man springs a similarly appropriate scheme."—New York Herald.

**Raising Rubber in Our Colonies.**

The United States Department of Agriculture is reported to have begun actively the investigation of the sources of rubber and the possibility of producing on American territory an important part of the material used in our factories. The first expedition is likely to be sent to Mexico and part of the results of its work may be a report on the methods of the American companies now raising capital for planting rubber in that country. It is not too much to say that the department does not regard favorably the methods of some of these companies, and would not hesitate, if supported by proof, to warn the public against them. Having determined the proper conditions for cultivating the *Castilloa elastica*, the next step will be to learn whether the tree can be grown successfully in Cuba or Puerto Rico, or our possessions in the Pacific.

Another expedition, which is likely to be on a larger scale, will be in the nature of a botanical study of the Amazon region, from the headwaters to the Atlantic ocean, noting any plants of economic value which may possibly prove, after experiments have been made, to be suited for cultivation in any American possession. But it is expected that the most important result of this expedition will be a report on the Amazon rubber species, which shall be more accurate and more exhaustive than anything which has yet been written. The authorities at Washington are not content to assume that the *Hevea* rubber species can not be domesticated outside of the Amazon basin.

As for the Philippines, the investigation into the rubber situation which has been set on foot is within the province of the War Department, through which the administration at Manila is still directed. It is known that many persons connected with the government of the Philippines are alive to the possibilities in the way of the existence of India rubber and gutta-percha there, and the principle will be adhered to strictly of

protecting these and all other natural resources on the public domain.—India Rubber World.

**Poor Way to Advertise.**

The Business Men's Association held an important meeting last evening and unanimously voted to subscribe to an agreement not to advertise in small programmes and the like outside of the regular newspaper and other established publications. The question was talked over at length, and it was stated that there was more or less of a threat of loss of business in some cases of requests for programme advertising if the merchants did not advertise. Moreover, it has been learned that often the business men subscribed to help along some society when as a matter of fact the programme was sold to a regular canvasser who made the greater part of the profit,

the society or organization getting very little. In case a deserving object of some special nature came along, the Secretary could investigate and report to the Association. Among those who took part in the discussion were the leading merchants and business men of the city, and the sentiment was unanimous that the programme solicitation of advertisements had passed the stage where it could be tolerated.—Springfield Republican.

**One Kind of Conjunction.**

"What is a conjunction?" asked the teacher.

"That which joins together," was the prompt reply.

"Give an illustration," said the teacher.

The up-to-date miss hesitated and blushed.

"The marriage service," she said at last.

**QUALITY IS A SILENT SALESMAN  
AND MAKES PERMANENT PATRONS**

THAT'S

**F. M. C. Coffee**

**FREEMAN MERCANTILE CO.**

**COFFEE ROASTERS**

**GRAND RAPIDS MICHIGAN**

If you want to secure more than

**\$25 REWARD**

In Cash Profits in 1901, and in addition give thorough satisfaction to your patrons, the sale of but one dozen per day of

**FLEISCHMANN & CO.'S  
YELLOW LABEL  
COMPRESSED YEAST**

will secure that result.

Grand Rapids Office, 29 Crescent Ave. Detroit Office, 111 W. Larned St.

**SCOTTEN-DILLON COMPANY**

**TOBACCO MANUFACTURERS**

**INDEPENDENT FACTORY**

**DETROIT, MICHIGAN**

**OUR LEADING BRANDS. KEEP THEM IN MIND.**

**FINE CUT**

**SMOKING**

**PLUG**

UNCLE DANIEL.  
OJIBWA.

HAND PRESSED. Flake Cut.  
DOUBLE CROSS. Long Cut.

CREME DE MENTHE.  
STRONG HOLD.

FOREST GIANT.  
SWEET SPRAY.

SWEET CORE. Plug Cut.  
FLAT CAR. Granulated.

FLAT IRON.  
SO-LO.

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



## Dry Goods

### Weekly Market Review of the Principal Staples.

**Staple Cottons**—There has been practically no change in the nature of the business for staples, except as it has become more limited for future deliveries and more urgent in regard to quick deliveries. Stocks everywhere are in good shape from the seller's point of view. That is, stocks are everywhere low, and trading in the retail and jobbing ends is good. Brown cottons are in particularly short supply, and of the leading brands there is practically none to be found, and both for stock goods and goods to be made, both heavy and light, prices are very firm. The market for ducks and brown osnaburgs remains quiet, and without material change. Bleached cottons are firm, but without further advances in any lines. Coarse colored cottons are firm throughout the market, and a moderate business is progressing.

**Prints and Gingham**—The demand for prints to-day has been quiet for both staples and fancies. Buyers have stopped considering the future for the present. They feel, for one thing, that prices are as high as they are likely to be, and as they have placed quite generous orders for future delivery, they are more concerned with getting goods for immediate use. They let other ends of the business go. Orders all around are, however, of quite a moderate character. The tone of the market is maintained in the same firm condition that has been noted for several weeks, and in many cases orders are accepted "at value" only. Mourning prints in blacks and whites, grays and solid blacks have been generally cleaned up. Percales have been in moderate request at firm prices. Printed flannels have ruled quiet and without change in price. Fine printed fabrics are well sold up, and very firm. Gingham in both staples and fancies have seen a moderate business only, but the tone of the market is firm.

**Knit Goods**—It goes without saying that the fall deliveries have been marked by an unusual punctuality. One result of the quiet season, according to a prominent manufacturer, will be that goods will be fully up to the qualities shown in samples, for this reason: Buyers are not anxious to receive any goods but those that have not been watered in the least. In a time like the present they are more particular than in a rushed season. They have more time to examine deliveries closely. The manufacturer is aware of this fact and is sure to be unusually careful, especially as the jobber may not need very much of an excuse to cancel goods later on. The spring season is progressing on very satisfactory lines. Fancies continue to be among the most popular numbers. Prices remain firm on almost every line of importance. Buyers have placed the majority of their orders. The volume of business done has been good, and has been tempered with a degree of conservatism that is a good sign, as it does not look as if there had been any overbuying. On some of the cheap grades of balbriggans there has been a great deal of competition, and with it the inevitable price-cutting, of course, but these are the few exceptions that prove the rule.

**Carpets**—The fall season in the carpet trade is drawing to a close. To-day nearly every mill outside of those

engaged on ingrain is extremely busy in turning out duplicate orders, which in most cases will keep them running in full for some months to come. All the business for this season has been placed, and when manufacturers have finished all their present duplicates preparations for the spring trade should be under way. In fact, some of the large mills are beginning to look towards the new season, and slight preparations have been going on in the way of making up designs and weaving samples. As a rule, however, the majority of the mill men so far have given the coming season but little thought, their minds being too much occupied in filling their contracts for the one that is now so near its end. As the new season approaches, the enquiries as to what the coming season's prices will be become the more numerous. The smaller manufacturers and the carpet yarn spinners are particularly anxious that a good-sized advance over the prices of to-day should be made so that a fair-sized profit, as they express it, can be made. With a continuance of the conditions that rule at present, the indications are that their anxiety may be allayed by at least some advance, either small or large, over present prices. Perhaps, however, it may be a trifle too early to make any predictions, on the strength of to-day's market, regarding a subject on which so many seemingly unimportant events act so adversely. The retail trade are now beginning to dispose of this season's goods to the public very freely, according to their own statements, and if a continued demand is experienced throughout the fall, there should be no more than the usual amount of surplus goods left on the market at the time the spring goods are formally opened up. The cut-order trade report that they are now beginning to experience about the same amount of business as they had last spring, which will be remembered as one of unusual satisfaction to the trade. They report that this season's call is largely for the finer grades of carpets and also for the medium grades. Brussels and velvets are good sellers as are also the axminsters and tapestries. The goods continue to be the feature of the manufacturing end of the carpet trade, and very few pieces outside of these grades command the buyers' attentions. The standard makes of some of the well-known Eastern mills are conspicuously prominent in the large jobbers' warerooms, and these makes are having a very large demand. Ingrain carpet manufacturers, especially in Philadelphia, report an exceedingly quiet business, with no hopes for any change for the better this season at the most, owing to the late date. One or two of the large mills in New England are said to be doing a good business in ingrain, but presumably the ingrain referred to are no doubt above the average supers. Philadelphia manufacturers report a slight improvement in 3-plys and all-wool ingrain, but still the market continues to remain in an unsatisfactory state. It can not be expected that much more business will be done for this season, for the usual opening of spring goods is only a short distance away. The demand at present points largely towards all-wool goods and 3-plys.

**Rugs**—Manufacturers are doing a good business in Symrna rugs, although more active seasons have been experienced than at present. The buying public are beginning to come into the

market, now that cool weather is upon us, and it is thought that their purchases may improve the market very materially. Wilton rugs are in good request.

### The Maxims of Judy.

Show me a man who has never made a mistake, and I will show you one who has never tried anything.

It is a mistake to eat all you can, spend all you have, tell all you know or show all you feel.

Ever since I knew of them, I have been wanting to employ Schwab, J. P. Morgan and John Wanamaker, for there is no trouble in getting business—the trouble lies in getting men.

A bad pup often makes a good dog; and I would rather undertake to reverse the force of a bad man than loan my own to a weak one.

Don't tell me what you have of beauty, strength, education, money or genius. The only thing I care to consider is what you are doing with it.

You can't escape criticism, for if you save your money, you are a miser and a hog, and if you spend it you are a spendthrift and a dog.

Many practice humanity to get the under hold.

Set your stake, and before you reach it set it further ahead.

Some people kick at everything they don't understand.

I would rather fail and know the cause, than succeed and know not why.

He that opposes us sharpens our wits and becomes our helper.

I can tolerate a man who fails to acquire an education, or one who never gets a dollar ahead, but I soon grow tired of a person who does not have sense enough to have a good time.—Geo. W. Stevens in Success.

# 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.

## Comforts and Bed Blankets

We have a big line of comforts and bed blankets. The prices at present are less than last year.

Now is the time to buy them as the assortment is complete and the prices are right.

Our traveling men will call on you in a few days and show you a full line.

P. STEKETEE & SONS

Wholesale Dry Goods, Grand Rapids, Mich.

## When You're in the City

on business or pleasure, don't forget that we have a line of SHOW CASES that will interest you. We want to see you and

## We Are Always at Home

at the corner of Bartlett and South Ionia streets, two blocks south of Union Depot—handy when you come in, handy when you go out.

## Come and See Us

GRAND RAPIDS FIXTURES CO.



# WOMAN'S START IN BUSINESS.

Girls Who Have Learned to Rely on Themselves.

The girl who goes to work nowadays differs in many particulars from her predecessor of a decade or more ago. The most striking point of difference probably is her independence of her old friends and her willingness, even her determination, to look out for herself once she has taken the step that transfers her into the ranks of the workers and out of the leisure class to which she belonged.

When a girl formerly decided to start out for herself, she looked about the circle of her friends to see how she might do something in the line of her work for them. If it was millinery or dress-making, she appealed first to them and really began her career as a worker with the idea of getting most of her patronage from them.

Even further back in the history of woman's efforts to help herself it was on her friends that she relied. If she made pickles or put up jelly, she did not put her products on the market at first, but sought to have her friends buy them. If they did, she considered that she had been fortunate and it was only after a year or two when her friends thought that they had helped her along enough and ceased to buy that she learned that she had made a false start in relying upon a circle of customers who were not attracted by the quality of what she offered nor by any real need of it, but bought only through friendship and a desire to help her. And that is not the way to begin any kind of business that is to continue prosperously.

So the girl who works to-day tries to get as far as she can from the patronage that comes only from good will. She likes to start out dependent only on the customers that the quality of her work may attract and hold. Of course her customers are likely to be from her own social circle until she has made a reputation in business. But that difficulty is now frequently got over by the manner in which the women start.

One of the most prosperous of the so-called society milliners began her work two years ago with a milliner who had been established for some years.

"I had bought hats from her when I never supposed I would have to think of the way I should get the money I wanted," she said, "and madame knew that I had taste and could frequently suggest things to her that she never thought of herself, not because she hadn't the ingenuity or the imagination, but because she was so much occupied that things didn't occur to her."

"One day after I couldn't afford to have just as much as I had always had, she asked me if I had ever thought of going to work. I told her that I had been discussing the matter with my mother that very morning."

"Come to me," she said, "I have too much to do, and you are just the person to relieve me. I want somebody who is a lady like you to stand here and see that the customers are properly received, and I know that you have taste enough to make me suggestions at times. You will be as well paid here as you would be anywhere and the work is not hard. And the easiest thing about the work for you here will be your independence from your friends. I won't require you to ask them to come and buy my hats, because you are in the shop, and that will be a greater relief than you realize. Business that is built on that principle is rarely lasting, and

there is no class less likely to help you really than your friends after the novelty of your shop is worn off. Here with me you will begin in a business-like fashion, and all the progress you make will be on your merits."

"Of course, I had no idea of depending on my friends when I started out, but I had always thought that a girl could count on them to a certain extent. It was only after I had taken the place with Madame that I realized the truth of what she said. Some of my girl friends came to the store like bricks and bought hats that cost a lot, but there were not enough of them to make existence profitable. Even the most intimate began to drop away after awhile, just as all women do because they want an occasional change in their milliner. I could not help thinking how I would have fared if I had been compelled to rely on the support of my friends."

This young woman repeated the opinion of most of the women who have learned for themselves that only the ability to please the great public will bring them success. Not only is the patronage from the public larger than that from one's friends, but it is more profitable for other reasons. Casual purchasers are likely to exact less in the way of accommodation than friends supposed to be anxious to help the struggling young tradeswoman who is at the outset of her career. It is a fact that the rich are sometimes able to drive a better bargain than those who are not so liberally supplied with the means to do what they want. And they are very likely to do this in the case of their friends.

"Well, why in the world should I pay Mary Brown, whom I have known all my life, \$30 for that hat?" one customer of a young milliner asked at her opening the other day. "I can get it for the same money at Clementine's."

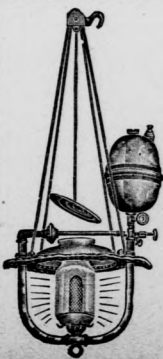
It did not make any difference to her that the bonnet had come from the same house in Paris as that shown by the French milliner. She had known Mary Brown for a long time and it was too much to expect that she should receive for a hat the same price that a French milliner would ask. This was her view and many customers of their friends reason in the same way.

It is just such experiences that have led the young women who now start in business to rely on what they can do to please the great public rather than to expect to make any permanent progress through the help of their friends. They know that they may expect but little from that source. It may help to start them a little way on their path, but it will never keep them going.—N. Y. Sun.

## Behind the Scenes.

Circus Manager—What's all that row in the dressing room?

Attendant—Oh, the man who walks barefoot on swords ran a splinter in his foot.



Halo Lamp, 400 Candle Power

# Cheaper than a Candle

Many hundred times more light from the

## Brilliant and Halo Gasoline Gas Lamps

Guaranteed good for any place, Cottage or Mansion, Store, Church, Factory, Street, Garden, Mine, etc., etc.; wherever good and safe light is wanted. Over 100,000 in Daily Use at an average cost of about 20 cents a month, and our prices are lower in proportion than lamps that have no record.

Brilliant Gas Lamp Co., 42 State St., Chicago

George Bohner

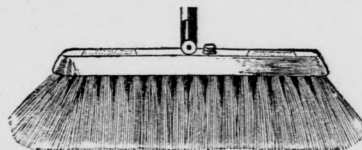
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G. J. JOHNSON CIGAR CO.

GRAND RAPIDS, MICHIGAN

An Agency  
in  
your town



We want an enterprising merchant in every town to handle and sell the World's only

## SANITARY DUSTLESS FLOOR BRUSH

The World's Only gathers the dust without raising it, kills the disease germs, if there are any, sweeps quicker, better, cleaner than by any other method. Write for our circular

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Milwaukee Dustless Brush Co., Milwaukee, Wis.

## 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. KRUC & CO., Detroit, Mich.

The best way to increase your surplus is to please your customers.

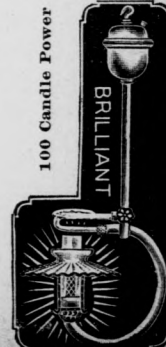


Will do it every time.

Olney & Judson Grocer Co.

Grand Rapids, Mich.

100 Candle Power





## Woman's World

### Responsibility of the Mother for the Child's Looks.

It must occur to every thoughtful person that the occupation of being a mother is a much harder job nowadays than it used to be. Time was when the comfortable belief prevailed that children were merely little animals, and if they were kept reasonably clean, fed when they were hungry, kissed when they were good and spanked when they needed it, a woman felt that she had done her full duty, and could leave the rest to Providence.

Sometimes the children were pretty and healthy and strong, and then the mother complacently took credit to herself for them. Often they were homely and sickly and delicate, and when they died she wept bitter tears and spoke of mysterious afflictions, but it never occurred to her that she was in any way responsible for the tragedies she lamented.

We have gotten a long ways now from those cheerful, happy-go-lucky views of a mother's duties—so far, indeed, that the intelligent mother who tries to do her part by her family stands a good chance of being crushed under her load of responsibility. The present view of the child is not of the little animal who will grow up the way he was born, but of something infinitely plastic that the mother's hand may shape physically, mentally and morally into whatever she chooses.

It is a platitude to say that the molding of character lies almost entirely with the mother. There is no luck in the way children turn out. The result is always the inexorable and inescapable logic of cause and effect. Men do not sow tares and expect to reap wheat, and no parent who lets a child grow up uncontrolled, disobedient, undutiful, has any right to look for his teachings to bear any harvest but sorrow and anxiety. The days of miracles are past, and nothing is going to happen to change the selfish, head-strong boy or girl into the loving and considerate man or woman.

There is not a single silly girl who brings shame and misery on herself; there is not a wild boy who breaks his mother's heart by his dissipation; there is not even an unsuccessful, no-account loafer who have not a right to reproach their parents with their fate and say, "This is your work. If you had controlled me while I was a child, if you had taught me to bridle my passions and my appetite, if you had instilled the habit of obedience in me and taught me persistence of purpose and industry, I should not now be the poor, ruined creature that you see. I blame you with my wretched life and ruined happiness."

A few years ago I was sitting on a hotel piazza with a group of women, and one of them kept calling to her little daughter, a child of 10, who had been ill, and telling her to come into the house. The girl did not even pay her mother the courtesy of a reply, and the mother turned to me and said: "I can do nothing with her. She doesn't obey a word I say and I have absolutely no control over her."

"Whether she comes in out of the rain or not," I replied, "doesn't matter much, but what are you going to do when she gets grown? You have established no habit of obedience in her, she has no respect for your judgment, no

care for you feelings. There will be nothing to which you can appeal if the day ever comes when you will need to save her from making some terrible mistake—when you will need to save her from herself."

The other day I heard the sequel to the story. The girl grew up, and by and by she made the acquaintance on the street of people her mother could not know, and when her parents roused up to a sense of their duty at last, attempted to control her, she laughed at them and defied them and went her way, and there came a day when her mother would have been glad to look upon her dead face and know that she was safe.

This is an old view of an old subject, and it is only of late that we have come to realize that the mother is as much responsible for her children's physical welfare as she is for their mental and moral development. The other day I had this subject forcibly impressed upon me in a curious way. I was talking to a "beauty doctor," a man of deeply scientific attainments who devotes his great skill to making people better look-

ing, and he boldly declared that a mother who lets a child grow up ugly is a criminal.

"Of course," he said, "I am not speaking of those horrible deformities that pass all human skill, but just the little blemishes that mortify and annoy people all their lives. Think, for instance, of dooming a man to go through the world how-legged or knock-kneed when the simplest of surgical operations will remedy the defect. The same thing may be said about the teeth. Nothing is uglier than a tusk or crooked teeth, and half the time the whole matter could be remedied simply by having a tooth drawn in time and giving the other teeth room."

"Then, there's the nose. It is just as much a mother's duty to train up a nose in the way it should go as it is for her to cultivate proper manners in her little ones. There's absolutely no use in a mother submitting to the affliction of permitting her child to have a hideous nose because it was born with one. The soft tissues can be molded early in life. A thick nose can be made thinner by regular treatment, such as compress-

ing it daily, either with the fingers or with instruments made with springs and padded ends so as to clasp the nose. A clever woman I once knew adjusted a clothespin so it did the work perfectly. Many noses are wrung and twisted out of shape by the two vigorous use of the handkerchief. A pretty nose is one of the rarest and most important elements of good looks, and it is surely a mother's duty to see that her child gets one naturally, if she can, artificially, if necessary.

"Flopping ears can be trained to grow close to the head by being kept bandaged back while the child is young. Pretty hair can, of course, be secured by proper brushing and cultivation, while a good complexion, woman's crowning charm and beauty, is simply the result of proper food. Ninety-nine out of a hundred sallow, pasty skins are merely the visible and outward sign of a childhood diet of pickles and pies and candy."

"A beautiful form can be secured to any child by physical culture. A good walk and a graceful carriage, two elements of beauty that are not sufficiently

# The President of the United States of America,

To

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

MEETING:

**Whereas**,

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

## ENOCH MORGAN'S SONS COMPANY,

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

**Now, Therefore,**

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

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

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

**Witness,**

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

[SEAL]

ROWLAND COX,  
Complainant's Solicitor.

[SIGNED]

S. D. OLIPHANT,  
Clerk



appreciated, can be taught as easily as the a, b, c's, and, therefore, I say that it is absolutely in the mother's power to say whether her children shall be good-looking or not. If she has the intelligence, the industry and the patience she can cultivate beauty where none really exists, and outwit old Mother Nature herself.

"It is also in a mother's power to determine the health of her family. It used to be that when a woman had delicate and sickly children she simply resigned herself to what she called the inscrutable will of Providence, and let them die or grow up into thin-chested, spindling girls and boys who were doomed to semi-invalidism all their lives.

"Now, if she be intelligent enough, she fights disease for her children. The most robust family I know were all puny children who belonged to what our grandmothers would have called a consumptive family and would have resigned to an early grave. From the time they were born, their mother began to build up a constitution for them. They were reared on simple and nourishing food, their muscles were trained, they were taught to breathe deeply and they grew up into splendid specimens of vigorous and joyous young man and womanhood.

"Show me a woman's children," went on the professor of beauty, "and I will tell you what sort of a woman she is. If they are rosy, bright-eyed and healthy she is a woman of intelligence and industry. If they are pasty-faced and sickly, nine times out of ten it is the direct result of their mother's ignorance and laziness.

"Being a mother—" I began.

"Being a mother," interrupted the professor, "is the greatest profession on earth, and the one that requires the widest knowledge, and it is this that makes the unanswerable plea for the higher education of women. It is ignorance, and not intent to murder, that makes a woman give her baby a cucumber pickle to cut its teeth upon, and with a race of educated mothers we shall produce a race that will not only be strong and healthy, but as beautiful as the ancient Greeks."

Dorothy Dix.

#### Woman's Work at the Pan-American.

That golf, tennis and country club life has not banished the womanly art of needlework is proved by the exhibit of this work at the Buffalo fair. All day long crowds of women are grouped about the cases filled with lace work, embroidered linen, drawn work and the old-fashioned tapestry embroidery. The linens embroidered in the colored wash silks in floral designs are easily the most attractive and interesting of the specimens, for the work is still comparatively new, and the manufacturers of the silks are constantly improving on their colorings and adding new ones for the various designs.

The strawberry, with its leaves and blossoms, seems to have been brought to the highest perfection, many specimens of this design being shown behind handsome frames and having all the appearance of an exquisite and finely finished water color. Baskets of strawberries, in which the wood is faithfully copied in silk and the fruit piled in a glass dish, showing its crimson through the frosted dish, show to what wonderful perfection the silkmakers have brought their wares, as well as display-

ing the skill of the modern woman with her needle.

The linen work shows up in contrast to the cases of more somber work, the tapestries, some of them, portraits of notabilities, resembling oil paintings in the fidelity with which the flesh tints are reproduced. But the linen work showing the flowers standing well out from the white surface, perfectly counterfeited not only in color but in the curve of the petal, which is now so perfectly reproduced by the underfilling of soft cotton, is admirable evidence that embroidery can not be relegated to the lost arts.

A centerpiece which has pleased most of the women visitors is a combination of the tea rose with delicate sprays of maidenhair fern. Then there are others showing the poppy, the pansy and the orchid, all beautiful, as though the colors were laid on with a brush, instead of a needle, and possessing a softness and sheen which no brush could ever impart. It is true that in a case nearby a sewing machine company has an exhibit of similar articles, claimed to be done by their machines, but while these things at first glance look the same as the handmade pieces, no one can examine the floral reproductions and fail to see the difference between the mechanically made centers and those made by hand.

A young woman demonstrator illustrates how the work is done on the machine, and it is a slow and unsatisfactory-looking process to any one who knows the pleasure of embroidering by hand, one of the chief pleasures of life to the home woman. The stamped linen is stretched on rings, as for handwork, and is manipulated under the rising and falling needle, the ring be-

ing worked back and forth, and frequently turned in order to insure the proper direction. It looks extremely tedious and tiresome and would apparently tax the eyes to the utmost.

An interesting exhibit in this room is an autograph quilt valued at \$30,000, made in silk crazy patchwork, each patch bearing a distinguished name traced in pencil by its owner and then worked in silk by the maker of the quilt. More than a thousand celebrities are represented in this unique collection. While it is undoubtedly interesting and valuable, it can not be called beautiful. Crazy patchwork, which gained a great vogue when it first came out about ten years ago, was a clever method of utilizing old scraps of silk, but the work was never especially pretty. It was odd and bizarre and suggested its name.

Another exhibit upon which the enormous value of \$8,000 is placed is an old, fashioned "sampler-work" worsted afghan. It is one of the old-time bits of work upon which an infinitely great number of stitches were placed to make the background as well as the design. To the modern woman the old-fashioned work does not appeal. Unlike old lace, it has not the charm of delicacy to recommend it.

China painting, which a few years ago was not only a fad with women, but promised to become one of the paying vocations for feminine hands, seems to have lost its vogue generally in the last five years, and the fine showing of decorated china at the Buffalo exhibition is a surprise to those who have lost their first interest in the work.

The showing of lace work indicates that this form of needle work will displace the linen embroidery in popular-

ity. Its delicacy and wonderful originality of pattern are such that American laces, it would seem, will excel the foreign-made article before many years have passed. Cora Stowell.

#### Not Getting Her Share.

Eunice had been doing some figuring on her slate.

"Papa," she said, "do you know this country eats about 2,600,000 tons of sugar every year?"

"No, I don't know it," replied papa, taught by past experience to be cautious.

"Well, it's so. I saw it in a paper."

"Yes? What of it, dear?"

"Nothing, only I've been finding out how much every man, woman and child in the United States eats, on an average."

"Well, how much is it?"

"It's about 66 pounds a year. I don't believe I eat the half of that, and yet you make a fuss every time I want—"

"That'll do, child. I surrender. Here's a quarter. Go and get your box of candy."

#### Hustlers and Non-Hustlers.

"I tell you," the sprightly passenger in the pepper-and-salt suit was saying, "there is nothing like get up and hustle. I hustle. If business doesn't come to me I go out and hunt it. Yesterday I made nearly \$11 repairing sewing machines. Had six jobs. I can afford to take a holiday once in a while."

"Well," slowly replied the passenger in the suit of sombre black, "I'm not so good on the hustle. I've had only one job in the last six months."

"That's too bad," returned the other sympathizingly. "What's your occupation?"

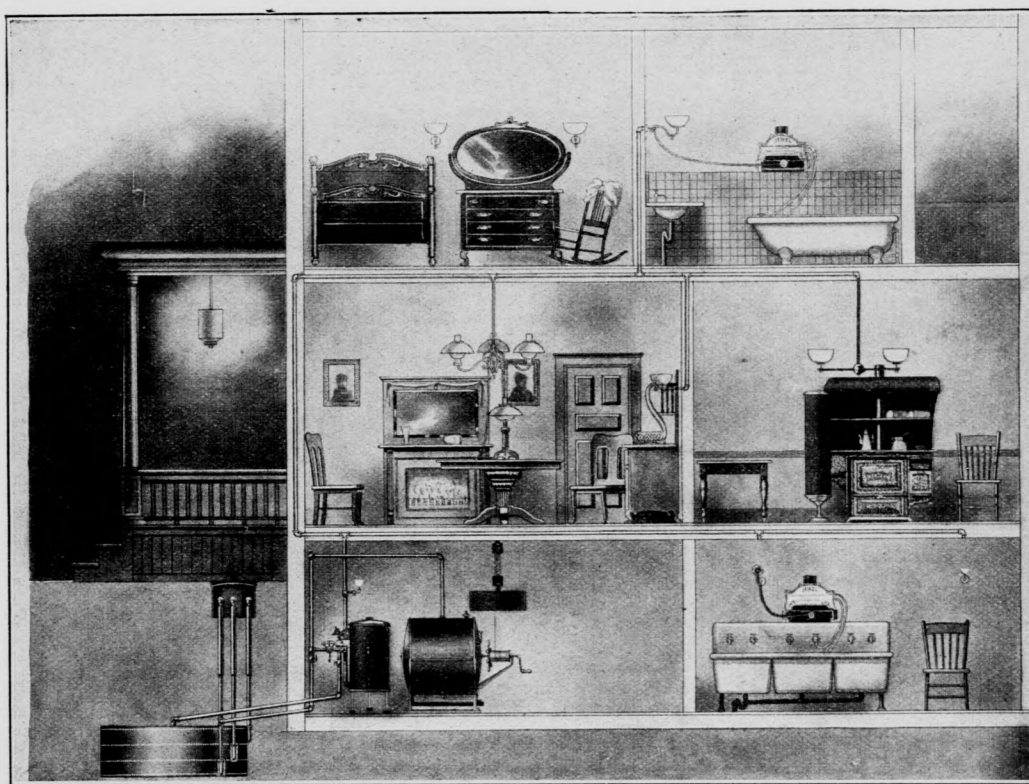
"Building lighthouses."

#### Important to Know.

She—The fortune teller says I shall marry money.

He—Good! Did she say how I was to make it?

## ==The Michigan Gasolene Gas Machine==



The above illustration shows how a Michigan Gasolene Gas Machine may be used in every part of the house—for Light, Heat and Fuel. Send for illustrated descriptive catalogue, giving full particulars. Manufactured, guaranteed and sold by

**MICHIGAN BRICK & TILE MACHINE CO., Morenci, Mich.**



## Butter and Eggs

Observations by a Gotham Egg Man.

The egg situation has taken on a decidedly stronger aspect during the past week. There has evidently been a considerable increase in the current consumptive requirements of our local trade incident to the return of citizens who spend the summer out of town, and it has come at the same time with a material decrease in our receipts of fresh gathered eggs. The recent rapid advance in prices is a direct result of these conditions. Recent advices from the West have indicated some decrease in collections and some increase in outlets. Probably the country accumulations that occurred during August were largely marketed during the first half of September for collectors are now generally reporting a lighter run of stock. There is also doubtless some holding back of production in the hands of farmers. Demands for fresh eggs from Southern points and from the far Western mining sections have lately been increasing, and have stimulated prices at Western shipping points to such an extent that the margin on Eastern shipments, based upon the values recently ruling here, have been wiped out. The natural result has been a lighter Eastward movement, and the indications now are that a larger part of the Eastern consumptive demand will, hereafter, have to be supplied from the refrigerators. The advance in fresh gathered eggs lately established has been sufficient to divert a larger part of the consumptive demand to refrigerator eggs and to relieve the stringency of the situation considerably. Offerings of refrigerators are still very free, and while the slight weakness previously noted has been recovered from, there has been no advance commensurate with the advance in high grade fresh and the difference in value is now more nearly normal to the season than it has been heretofore.

Last year the price of Western fresh gathered reached a 20c loss off basis only a few days later than this year, and the advance to that point was then maintained steadily up to October 15, when 21c was reached and carried without a break up to November 2. Later there was a rapid rise in prices, fancy Western reaching 27c during the month of November. The only reason for anticipating a less extreme advance this year lies in the earlier date at which prices have been forced above a 20 per cent. basis and in larger remaining supplies of refrigerator eggs—but it proved last year that more desirable held stock could have been moved to advantage than was held over into the late fall and winter months, so that the present situation seems to offer promise of at least a satisfactory wind up. It must, however, be considered that reserve stocks are probably more than ample for all requirements up to the turn of the year and that the later markets depend entirely upon the character of the winter weather. Egg production is receiving more and more attention every year in those Southern sections from which winter egg supplies may be drawn, and

while the possibilities of extreme winter values, resulting from widespread bad weather, are still a part of the gamble, they are becoming less every year.

A lot of kids of both sexes got into a freight car loaded with eggs over in Jersey City the other day and, breaking open some of the cases, filled their pockets with the hen fruit and engaged in a battle with dire results. A detective appeared on the scene and arrested one of the youngsters named Mamie Burk, twelve years old. She needed cleaning before incarceration.—N. Y. Produce Review.

Features of This Year's Hay Crop.  
From the New York Commercial.

The hay crop of the United States for this year amounts to about 51,000,000 tons, being slightly larger than last year's, but under the one of 1899 and 1898. The latter crop (1898) was the largest on record, exceeding 66,000,000 tons. The crop gathered this year has been exceeded only seven times in the last twenty-six years, but it is 4,000,000 tons less than the average for the past ten years.

One feature of interest is that this year New York State leads all others with a yield of 5,263,000 tons. Iowa is a good second with a crop of 5,000,000 tons and South Dakota a poor third with a yield of 3,290,000 tons. Pennsylvania comes next with a crop of 3,159,000 tons. Comparisons made with conditions a year ago disclose great variation by individual states. In 1900 Iowa and Kansas were first and second, respectively, in point of hay yield. This year, as a rule, the states included in the territory east of Indiana and north of Virginia have a much heavier crop, while in the Southern and Western States the yield is short compared with production in 1900.

Corn Canning in Vermont.  
From the Burlington Free Press.

Factories for the canning of corn and other products have been established but a comparatively short time in Vermont, yet enough is already known of the results of their operation to justify the most sanguine predictions of success for this industry. Indeed, in the light of present developments it is surprising that the field is not rapidly extended, not only as regards the multiplication of factories, but also in relation to the canning of fruit and various kinds of vegetables. For example, a factory for the canning of corn was established in Franklin county some time ago and operations have been begun with the expectation that a much larger amount of work will be done this year than was done last season. Seventy-two farmers planted corn for the company this year, 425 acres of land being devoted to that purpose. It is also stated that 65,000 cans have been put up thus far, and it is estimated that the total output of this one factory for the season will be the enormous number of 800,000 cans.

Got Late Crop of Pickles.  
From the Syracuse Herald.

Emory J. Brown, of Oneida, N. Y., has been trying an experiment in pickle production which is proving successful. On July 29 he planted a crop of pickles, using a field which had already produced a crop of peas. The pickle vines have grown remarkably, have blossomed fully, and small cucumbers have already set. Mr. Brown will commence picking them for canning purposes this week. Those who claim to know of the growth of the cucumber vine pronounce this growth after such a late planting as

wonderful. Next year many farmers will try the same experiment.

How to Make Apple Cider.  
From the Orange Judd Farmer.

Apples intended for cider should not be piled on the ground, for they will soon acquire an earthy flavor. This will taint the cider and lower its quality. Neither should they be stored in closed bins without free circulation of air. Decay soon sets in and loss of quality is sure to result. Lay down some boards under the trees and upon these place the apples which are to go to the cider mill. They will keep very well in that way, but it is advisable to get them to the mill as soon as possible.

## Wood Wanted

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.

## Good Light—the Pentone Kind

Simple and practical. Catalogue if you wish.

Pentone Gas Lamp Co.

Bell Phone 2929 141 Canal Street  
Grand Rapids, Michigan

## SWEET POTATOES SPANISH ONIONS CRANBERRIES

At lowest market prices. We are now in the market for ONIONS. Write us if you have any to offer.

THE VINKEMULDER COMPANY,

14-16 OTTAWA STREET,

GRAND RAPIDS, MICH.

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 Vincroft

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.

## 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

## "WANTED"

We are in the market for

BEANS, CLOVER, ALSYKE, POTATOES AND ONIONS

Correspond with us before selling.

ALFRED J. BROWN SEED CO., 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. 28—Nobody is sorry that September is gone. It has been a month of sad memories and a partial suspension of business for some time. But now that it is evident no change will be made in the policy of the Government, every day is showing more activity and for the next three months everybody thinks we shall have a magnificent trade.

The coffee market is duller than usual and all recent attempts to bolster up rates have signally failed. The supply in this city was never so large and warehouses are almost as good as gold mines. In store and afloat the amount aggregates 2,196,568 bags, against 868,926 bags at the same time last year. Crop movement at primary points continues large every day, running up to 80,000 bags. The demand has been of an average character and if anybody can see any reason for expecting higher prices than now prevail for some time to come he can see through a stone wall. West Indias are mildly enquired for and are generally found at a price satisfactory to the buyer, good Cutcuta being held at 7½c. East India sorts are quiet and unchanged.

Teas at auction have shown some improvement for almost all sorts and importers seem to be quite cheerful over the situation, which has shown steady improvement. There is no tea boom, of course, but, as compared with the situation prevailing six weeks ago, the present outlook is most encouraging.

New business in sugars is mighty light. There is a little doing on old contracts, but the rush is over and we may look now for only the usual trade. Refineries are making prompt deliveries of hard sugars, but Arbuckles are said to be behind a week on softs.

With the continued excellent demand it is a wonder that prices on rice have not advanced more than they have. The market is firm and dealers express great satisfaction with the present outlook. They would be glad to see potatoes short every year.

Only an average trade is being done in spices and hardly that. Prices are quite generally well sustained, however, and it is probably as good a time to buy as will be found this year.

Molasses is firm. The demand shows some improvement almost every day and, as offerings are light of open-kettle goods, quotations are well sustained, although not higher than a week ago. Syrups are rather quiet and quotations are unchanged.

There is a steadily advancing market on many lines of canned goods and, from present appearances, this state of things will continue right along. New Jersey tomatoes, standard 3s, can not be found for less than \$1 and \$1.05 for fancy, and stock is being rapidly taken at that. With a frost soon, the tomato market will simply boom and it will be well to "make a note on't."

Dried fruits seem to sympathize with the canned goods market and, while the strength is not so observable, it is increasing. Prices are firm and the demand is good for many lines. The opening quotations made Friday by the California Raisin Growers' Association caused considerable talk and a good deal of surprise is occasioned by the low prices named.

Butter is firm. The market shows steady advance and best Western creamery is now firm at 22c and in some cases this figure has been slightly exceeded. Firsts, 18@21½c; Western imitation creamery, 15@18c; Western factory, 14@15½c.

Exporters have taken all large colored cheese they could find at 9½c, and the market generally is rather firmer than a week ago. Small full cream cheese is worth 10@10½c, and small uncolored about 1c lower.

Eggs are firm and the supply is not equal to the demand of the better sorts. Best Western, 22c; candled, 20@21c; regular pack, 18@19c.

## Changes Which Have Made Hop Growing Unprofitable.

The question, will it pay to grow hops at present prices? is one that is being very generally discussed by growers at present. A proper answer involves about every interest, as the culture of hops has been for a long time the principal industry of this section. Upon it is based not only the success or failure of most farmers here, but in a large measure our financial policy. Merchandise, banking and transportation are largely modified by this crop, but under the pressure of low prices extreme ideas are developed in regard to growing of hops, and it seems difficult for the most intelligent farmers to keep themselves upon an equilibrium on the subject. Many reasons are given for the low price of hops, from the overproduction of the crop to the demonetization of silver, and it may be that all of them have had some influence in bringing prices down to present figures. But we take the position that it makes little difference whether we agree as to the cause of the decline or not, we must all agree that the decline has been great and that present prices are nearly ruinous.

What, then, must be done to prevent further decline and further loss? They can certainly decline to plant, cultivate and pick hops just to keep their hands in practice and to furnish hops at cheap figures to brewers. They can reduce their losses by reducing their acreage. This they intend to do, some by plowing up their entire acreage of hops, while others will decrease, more or less, the extent of their hop fields. Such a course will cause our Pacific coast competitors to vastly stimulate their energies, and it would be only a short time before they would grow a much larger proportion of the world's hops than they now do. It is certain that those who continue hop growing here will have to face their competition and must prepare to compete with them by paying closer attention to economic laws. Another solution of the hop problem advanced by some is that, if hop growers would put themselves in position to determine and fix the price of hops, no power on earth could claim the mastery of such a combination. To do less, it is claimed, is to continue to be burden bearers for more enterprising people, while we accept, without complaint, the dictation of self-interested parties who control the entire hop product. But a large majority of the growers take an opposite view of the situation and claim that all talk of holding hops back and forming associations is senseless, that the inexorable law of supply and demand regulates the price, and although other causes often affect the value of articles of commerce one way or the other, their effect is only temporary and the law of supply and demand always asserts itself. The direct cause of the low

prices of hops, they assert, is the natural adjustment of the price to the supply. That this condition will eventually correct itself, if allowed to continue, is a natural law of political economy, but while the correction or adjustment is being wrought another natural law will also be at work, the law of the survival of the fittest. The weaker will be crushed out and the stronger made more strong, the poor be made poorer, the rich richer. The approaching disaster should be modified if not prevented. It is quite evident that with present prices and prevailing conditions hops can not be grown at a profit. Like nearly all the other staple crops of this country, it seems to have had its palmy days. It is impossible to say what the future of this industry will be.

L. W. Griswold.

## Characteristics of Japanese.

Among the characteristics of the Japanese an American at once notices their love for children. It is doubtful if any Japanese child ever got a whipping. An American woman who became acquainted with a Japanese matron noticed that she allowed her little children to ramble thorough the streets at will, and one day commented on it.

"Why," said the Japanese lady, "what harm can come of it? Our children never quarrel, and no grown person would harm a child."

"But," said the American, "the child might get lost."

"That would make no trouble," was the smiling reply. And then she showed how in little children's apparel there were inserted cards containing their names and address, and explaining that should they stray any person finding them will first give them a full meal and then bring them home.

Few people are met coming back on the road to ruin.

## 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.

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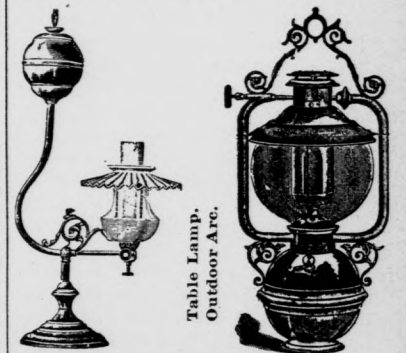
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Produce the finest artificial light in the world. Superior to electricity or gas. Cheaper than kerosene oil. A 20th century revolution in the art of lighting.

They darkness into daylight turn, And a/r instead of money burn. No smoke. No odor. No noise. Absolutely safe. They are portable. Hang or stand them anywhere. We also manufacture Table Lamps, Wall Lamps, Pendants, Chandeliers, Street Lamps, etc. The best and only really successful Incandescent Vapor Gas Lamps made. They sell at sight. Nothing like them. Good agents wanted. Write for catalogue and prices.

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—Jobbers of—

## ALL KINDS OF FIELD SEEDS

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

Correspondence solicited.

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Special  
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All our re-  
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al attention.



## The Meat Market

The Meat Problem in the Sandwich Islands.

Up to the present time the Hawaiian Islands have been supplied by home-grown meats, and the supply has been ample. In fact, it is recorded that the number of cattle ranging the grazing areas some years ago was so large in proportion to the consumption of meat that they were slaughtered chiefly for the hides, the carcasses having but very small value. Since that period the meat-eating population has increased, while the areas devoted to grazing and the number of cattle have gradually diminished, so that at the present time we are face to face with a situation in which the supply will no longer cover the demand. The supply of the country districts is furnished by the immediate localities. In some cases the sugar plantations have cattle lands which meet the demands of the plantation labor and of local private requirements. There are also large independent ranches. After the local demands have been satisfied, the surplus of meat cattle produced upon the several islands is gathered up and shipped to Honolulu, to meet the consumption of the city tables. It is thus seen that the first indications of short supply will be felt in Honolulu, and the meat supply associations state that this is already the case.

It has been found by investigation that districts upon the islands, notably Kauai, which formerly had a large surplus for shipment, are at this time barely meeting the increased and increasing local demands. Ranchmen report that "in given districts the supply is now hardly adequate to the immediate local calls." In view of these facts, it is at once apparent that the future meat supply of the islands, and particularly of Honolulu, will depend upon new factors and conditions. The present requirements of the city and of vessels making port at Honolulu are shown by the animals slaughtered in 1898, as follows: Cattle, 8,780; calves, 1,578; sheep, 9,171; swine, 7,266. These data were furnished by William T. Monsarrat, veterinary surgeon and Government inspector of meats. Mr. Monsarrat not only possesses all data relating to the number of cattle slaughtered, but he can also report upon the state of health of Hawaiian cattle. Concerning cattle slaughtered outside of Honolulu, data are not available.

The course through which ranching may develop into a more remunerative industry and the means by which the home supply of meats may be rendered a sure factor and more nearly adequate to the growing demands of the community are bound up with the future character of other industries, more notably that of sugar. Formerly, and but little more than a quarter of a century ago, cattle were more numerous upon the islands. They had wider ranges to rove over an feed upon; they were the possessors of the land, and their value consisted chiefly in the labor and hides which they yielded. At that time the plantations, which were of smaller areas than now, were almost wholly worked by bullock labor. Even to-day there are still thousands of oxen used in plowing and hauling, their energies being utilized as mechanical force instead of in the form of meat. In the course of time, and that very recent, the sugar industry has undergone great expansion. The lands, some of which formerly were

among the best for meatmaking uses, have been absorbed by the plantations, and the cattle have been gradually forced within narrower limits at higher altitudes. With the increase in sugar the number of cattle has become relatively and constantly less. A first result of this change was that an adequate supply of "cattle labor" was not available. Room was thus made for mule and horse labor; more recently steam, as applied to the plow, has come in, and in some districts has almost wholly superseded animal labor in the field. With the extension of the use of steam for plowing and hauling, and the introduction of electricity where steam is less practicable, it appears a question of only a short time when the bullocks will be forever released from their yokes and the island cattle will be grown and used only for meat purposes. The present trend is wholly in the direction of a higher condition of things, and the rate of change is distinctly rapid. Any change or reversion of the present relations of the sugar and cattle industries must depend chiefly upon the relative values of sugar and meat. At the present prices of sugar even the thinnest upland soils pay to plant with sugar cane. As an immediate fall in sugar values is not imminent, it is not apparent that an immediate change in the relations of the two industries will take place. However, this is not positive. When sugar declines from the present prices, which the cost of production makes probable in the near future (within the comparatively short time of three to five years as regarded by most authorities), and the price of meat goes up, then the land areas, respectively under sugar and meat production, will undergo some change. A fall of from 1 to 1½ cents per pound in the price of sugar and an increase of the same amount in the price of meat will put back certain areas of the uplands to meat production. This change would very materially aid the increased production of meat, and would not seriously if at all, curtail the output of sugar, since those poorer uplands are the least productive in sugar, although among the best quality for grazing at certain seasons of the year. Moreover, experience has shown that a greater and more permanent increase in sugar production is practicable by leaving out the worst of the uplands from sugar and concentrating labor, fertilization, and costly water upon the richer and more durable lowlands.

There are other conditions than the relative values of sugar and meat that control the remuneration from ranching, which depend upon the ranch owners. In the first place is mentioned the quality of the cattle, which is dependent upon the management of the herds. Very considerable sums of money have been expended by well-known ranchmen and patrons of cattle breeding for high class bulls. Pedigree animals of such breeds as Shorthorns, Devons, and Scotch Angus (also some of the finer milk-yielding Jerseys and Alderneys) have been introduced and let loose upon the ranches. Considerable improvement has resulted from the use of these high bred animals, yet the permanent results have not been anything like so great as they should have been, and for the following reasons: In the first place, the influence of the pure bred bulls, when let lose in the herds, was spread over cows and heifers of all sorts and sizes instead of their service being confined to selected animals that would

have rendered the most immediate benefits from crossing with good blood. Of course, it is not so practicable a matter to isolate and paddock cattle on a large ranch as it is upon a modern farm. Again, the stock coming from the high bred crosses were not made the most of. The selection, omitted in the first coming together of the imported bulls and ranch heifers, continued to be neglected, no "culling" of the weaklings and under sizes being practiced, the breeding continuing from big and little, good grade and scrub cows alike. These matters have been reported to the writer by several of the better known ranch owners, and the results are apparent. With better values in prospect for home grown meats, the management of the ranching properties will be brought under the more modern systems in respect to the methodic introduction and changing of blood and a careful selection and culling of the breeding stock. At no previous time have the inducements to do good work on the ranches been so great, nor has the certainty of remuneration been so sure for investment in meat production on the islands. Ranchmen will be prudent if they take immediate advantage of the present situation; if they do not, and the supply of home grown meat declines still further, the country will be obliged to enter upon the importation of frozen meats. This will only be profitable if done on a considerable scale; if large importations of meats are made it seems necessary for prices to fall, and home meat producers will be the first sufferers. The meat supply is a matter of prime concern to the city of Honolulu. It is in the first degree desirable that fresh meats shall be available for daily use. Frozen meats

that have been a long period on the ice, and subjected to changes of temperature during movements in transit, are not the same as meats killed on the ground and kept in cool chambers for a few hours, or at the most a day or two, before being consumed. It is found that meats and fowls that have been long on the ice spoil very rapidly in warm countries after removal from the ice. But the argument for the necessity of a home meat supply in view of the contingencies of a war does not obtain, since if an enemy were able to cut off the islands from the main land of the United States it would be a much more simple matter to stop shipments between the islands, when Honolulu would be just as effectually starved out.

Walter Maxwell.

His Good Nature Cost Him Over \$1,600.

Charles Wattler, a well-known Buffalo butcher, who is noted for his good nature and kindly acts, heard of three Chinamen who were arrested in Buffalo, charged with being illegally in the United States. It would be some time before they could be tried, and as they were without friends, the prospect of their having to remain in jail was gloomy. Their bail was fixed at \$500 each. Good-natured Mr. Wattler heard of the plight the Chinamen were in and became their bondsman. The Chinamen disappeared and have not since been located. Efforts were made at Washington to have the Treasury Department release its claim against the bondsman, but the efforts were fruitless, and last week Mr. Wattler gave his check for \$1,640.84 to the United States District Attorney.

If we could get a shield from the fear of things that never happen, our troubles would be reduced 90 per cent.



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in biscuit follows the sign of the In-er-seal. Fill in your stock now and be ready for the fall rush.



NATIONAL BISCUIT COMPANY.





## Commercial Travelers

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### 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.

Edward D. Clark, salesman-in-chief for the Michigan Brick and Tile Machine Co., of Morenci, was in town this week on his way to Northern Michigan, where he expects to close several large contracts for lighting plants.

Kalamazoo Gazette-News: George H. Phelps spent Sunday with his uncle at the Phelps House, Greenville. He returned Monday and will at once go on the road for F. P. D'Arcy as salesman for decorated china, his first trip being to Indiana and Ohio.

Owosso Times: Arthur J. Bertrand, who has been employed for the past four years in the office of the Owosso Carriage Co. in a clerical position, has resigned to accept a place as traveling salesman for the Akron Gear Co., of Akron, Ohio, and left Wednesday to begin his new work.

Lou. E. Phillips, Western Michigan traveling representative for the Western Shoe Co., was married Sept. 24 to Miss Margie Otis, daughter of A. D. Otis, manager of the Grand Rapids department of the Cappon & Bertsch Leather Co. The happy couple will be at home to their friends at 148 Island street after Oct. 15.

Ludwig Winternitz, the urbane traveling representative for Fleischmann & Co., of Cincinnati, has been in the city for the past four or five days, renewing his acquaintance with old friends and, incidentally, making some new ones as well. Mr. Winternitz was laid up for nearly a month with hay fever and asthma, but is rapidly recovering his old-time bonhomie.

Jose A. Gonzalez is very happy these days over the improved condition of Cuba, where many of his relatives still reside. Prior to and during the Cuban war the sufferings of his family were severe and his resources were taxed to the utmost to keep them together and provide for their necessities. Now that peace is restored and the inhabitants of the Island have started on a new career of prosperity and happiness, Mr. Gonzalez' joy is complete.

### John Schram and Wife Celebrate Their Pearl Wedding.

Detroit, Sept. 26—A very pleasant time was spent last evening at the beautiful residence of Mr. and Mrs. J. W. Schram, 609 West Grand Boulevard, the occasion being the pearl or thirtieth anniversary of their wedding. Many beautiful and valuable presents were received by the host and hostess.

The guests from out of the city were: Mr. and Mrs. S. T. Hart, Cleveland; Miss Isabella Hart, Cleveland; Mr. and Mrs. A. Schram, Ashtabula; Mr. and Mrs. J. B. Davis and son and daughter, Stony Creek, Ontario; Mr. and Mrs. Victor Williamson, Walkerville, Ontario; Mr. C. W. Allen, Denver, Col.

The guests from the city were Mr. and Mrs. J. J. Davis, Mr. and Mrs. Cheesebrough, Mr. and Mrs. G. M. Condon, Mrs. Agnes Rolfe, Mr. and Mrs. C. T. Duffie, Mr. and Mrs. Geo. E. Norris, Mr. and Mrs. E. Dixon,

Mrs. M. Howarn, Mr. and Mrs. Wm. Mothersell, Mrs. F. N. Hackett, Miss Nellie Dent, Mr. and Mrs. Thos. Ward, Mrs. Jones, Mr. and Mrs. R. A. Houghton and daughter, Miss Jessie Schram, Mr. Robert Schram, Mr. Stewart Schram, Miss Lillian M. Schram, Master Norman H. Schram.

Many letters of regret were received from friends at Grand Rapids, Bay City, Jackson, Port Huron, Sandusky, Toledo, Laport, Lima, London, Hamilton, Toronto, Stony Creek, Ont., Grassie, Ont., Grumby, Ont., and Montpelier, Ohio.

The pleasant evening was brought to a close at 1 a. m. by many good wishes for long life and happiness from the guests and all wishing many returns to "John and Fannie."

### Everyone Received a Prize.

Grand Rapids, Sept. 30—Nearly seventy-five people—members and friends of Grand Rapids Council No. 131, United Commercial Travelers—gathered at the hall at the corner of Lyon and Campau streets Saturday evening, Sept. 28, the occasion being the first indoor party of the season. It was strictly a card party—progressive pedro. The two first prizes, consisting of 100 pounds of Lily White flour for both lady and gentleman, went to Mrs. J. D. Colson, 66 Sheldon street, and Henry Snitseler, 134 Clancy street. Everyone was given a booby prize, many amusing things being received. Will Holden received a baby's nursing bottle—by the way not a very useful piece of furniture in the Holden family—and Mrs. Emery received a pair of men's socks—something that John seldom uses, but they may come handy. Brother Van was given a little tin pail, and he immediately desired to start out to "rush the growler." Charles Reynolds is going to join hands with Carrie Nation, as he now has a little hatchet of his own. Others who received rolling pins are going to join the bakers' union—not Roy Baker, for his union consists solely of Mrs. Baker and himself. The party broke up at an early hour, all having passed a very pleasant evening and hoping that more such events will occur during the coming winter. They will occur, and every member should make a special effort to come and bring some friend and make our parties this season a bigger success than ever before. Remember our party for October, which will be announced later on, and by your presence help to swell the crowd.  
Ja Dee.

### A Case of Conscience.

From the Caledonia News.

J. A. Leibler, Caledonia's oldest general dealer, has more faith in humanity than he did. Recently a man entered his store and made the startling announcement that twenty-five years ago, when he was a young lad, he forged a due bill for 35 cents and that he now wished to pay it together with the interest. Mr. Leibler "come to" in the course of a few minutes and informed the man that the principal would be accepted but not the interest. The gentleman, who lives near the village, paid the money and departed. Jake says the religion that will trouble a man's conscience and make him pay his debts is the kind he is looking for, but in the majority of cases it fails to prick the conscience sufficiently to touch the pocket book.

### What Constitutes a Market.

From Detroit To-Day.

When Lewis Cass deeded to the city the property on which the G. A. R. building is built, he stipulated that it should always be used as a market. Controller Blades asked the Corporation Counsel's office what he would have to do in order to comply with the terms of the gift. Assistant Corporation Counsel McGrath has given an opinion on what constitutes a market. He says that the stores can not be rented for the sale of mere merchandise. To constitute a market, perishable goods, such as fruits, vegetables and meats must be sold,

### SUCCESSFUL SALESMEN.

A. P. McPherson, President of the Frank B. Taylor Co.

Angus P. McPherson was born at Watford, Ont., July 24, 1867, being the fourth of a family of five children. His father was Scotch and his mother was of Irish extraction, which explains where he obtained his mother wit and why he has been able to establish a reputation as one of the best story-tellers in the State. When he was a small child his father removed to Alvington, Ont., where he remained until 18 years of age, receiving a common school education. His first mercantile experience was in the general store of D. B. Currie, with whom he remained about six months. In 1885, he followed the fortunes of his brother, who was then located in Saginaw, securing a position as driver of a delivery wagon for Morley Bros. This vocation he followed for over two years, when he secured a clerkship in the retail hardware store of R. J. Clark, with whom he remained a year and a half. He then sought and obtained the position of house salesman



for Foster & Post, wholesale and retail notion dealers of Saginaw, and, on Jan. 1, 1890, he was called into the office and told he could have a position as traveling salesman. He demurred to the proposition, preferring to stay in the store and make his mark along the lines laid down by him when he entered the employ of the house, but his employers convinced him that it would be to his advantage to conform to their wishes and take up the work of a traveling salesman and he reluctantly mapped out his routes, which included all the available towns north of the D. & M. Railway, and entered upon his new career with some forebodings. The experience of a few weeks demonstrated that he had made a mistake in thinking that he was not cut out for a traveling salesman. He found friends wherever he went and readily converted them into customers as well. The volume of his sales increased every month and each year's sales showed a remarkable gain over those of the previous year. Advances in salary followed in rapid succession, so that within four years after he started out on the road he had come to be regarded as one of the most successful salesman in his line in the State. In the fall of 1893, he was offered a position as traveling representative for Frank B. Taylor & Co., importers and jobbers of cockery, glassware and house furnishing goods at Jackson, and accorded Southern Michigan and Northern Indiana as his

territory. He has since followed the fortunes of this house, removing to Detroit when it transferred its headquarters from Jackson to the City of the Straits. On the death of Mr. Taylor and the re-organization of the business as the Frank B. Taylor Co., he was elected President, and shares with J. H. Russell, Jr., the duties and responsibilities incident to the management of the business.

Mr. McPherson was married Aug. 17, 1892, to Miss Jessie A. Lamb, of Alvington, Ont. They have two children, both girls, and reside in a pleasant home at 389 Bowen avenue, Detroit.

Mr. McPherson is a member of Jackson Lodge, No. 113, B. P. O. E., and Jackson Council, U. C. T., having been through all of the chairs of the latter lodge. He has no other fraternal affiliations, but he has a wide acquaintance among the trade in consequence of his having covered both the Northern and Southern portions of Michigan, and few men on the road have a larger circle of acquaintances or larger list of warm personal friends. He is something of an athlete and has a strong liking for athletic sports, not excepting base ball, in which game he has achieved more than a local reputation as an amateur player.

Mr. McPherson attributes his success to hard work, to the persistence peculiar to the Scotch race and to his ability to make and keep friends.

The ending of one of the saddest cases of retributive justice is marked by the sentence of Wm. M. Butts to five years at hard labor at Jackson State Prison. The career of Mr. Butts was notable in that no opportunity was lacking that any ambitious man could desire for advancement in social life and in the accumulation of wealth. In the first regard his relations were with the leading families of the city and in his business he was given a remunerative position in one of the leading jobbing houses where his opportunities for growth in business standing and for making money were enough to meet any reasonable desires. But he, with apparent deliberation—for he was a man of mature judgment and intelligence—chose his associations among the most degraded and not only squandered his own substance but used the funds that were entrusted to him by his employers. The consequence of his crime endangered, and made necessary, the re-organization of his house, plunged his family into disgrace and grief and placed himself in the list of those whose personal existence is no longer recognized. In passing sentence the severe words of Judge Newnam were eminently appropriate; there was nothing that he could say that was not in the way of denunciation. The sentence was as merciful as the criminal deserved, but the punishment in this manner of a man who has been used to the best in social life, although choosing the worst, is more than for a common criminal.

Whenever an employee gets a notion into his noggin that the business of the establishment can't run without him it is time to let him go. As soon as he gets that notion he commences to be of no account.

## 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

Term expires  
 L. E. REYNOLDS, St. Joseph - Dec. 31, 1901  
 HENRY HEIM, Saginaw - Dec. 31, 1902  
 WERT P. DOTY, Detroit - Dec. 31, 1903  
 A. C. SCHUMACHER, Ann Arbor - Dec. 31, 1904  
 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. SEERLEY, Detroit.  
 Treasurer—D. A. HAGENS, Monroe.

### Pharmacy and Pharmacists Must Get Out of Old Ruts.

I firmly believe that at present there is nothing of so great importance to retail pharmacists as our successful battle to recover lost ground. We surely have lost ground, although perhaps not as much as some calamity howlers try to believe. As long as I can remember, and my United States memory is good for thirty-four years, I have always observed that at all times somebody would bemoan the conditions of the present and praise the situation of fifteen or twenty years ago. But, having a good memory, I well remember that these same identical pessimists were "kicking" just as hard fifteen years ago as they are now. While they now want us to believe that fifteen years ago everything was lovely and "flush," I see them before me vividly as they appeared then, and what do I behold? They were just as pessimistic as they are now, and all they could say was that times are hard, not at all as they were fifteen years ago! Therefore it is of the greatest interest to us not to lose hope. Let us be cheerful and all unite in the most loyal, hopeful, self-sacrificing support of that one Anchor of Hope, the N. A. R. D.

"The press is mightier than the sword." Give the pharmaceutical press your loyal support and more than that, your best thoughts. You can do it if you only say, "I will." Not all writers need be editors, nor are all editors good writers. Some of them write by the yard—because they have to, not because they have something on their minds to write about. Whenever you have an idea to promulgate, don't hesitate, don't be timid—pick up your pen and write just as you think and feel, and send what you write to your journal. In that way only can you get at the best thought and bring out new ideas. Cultivate this habit and you will soon be a better writer, and what is worth more, a better and more careful reader of the pharmaceutical press.

My next point of interest is the apprentice. Gentlemen, there lies the rub! Most of our present afflictions are due to the fact that we have been careless, if not reckless, about the new crop of pharmacists. In that way our ranks have become not only overcrowded, but overcrowded by undesirable, incompetent, unscrupulous material, the very material that resorts to "peanut stand" tactics in order to get a "scoop" on competitors. Increase your ranks by men who believe in worth and merit, and you will find that such men will stand on their dignity, not allow the public to kick them around like slaves, nor the medical profession to set aside regards for pharmaceutical skill and thoroughness. One of the most important points that you should have in view constantly is: do not allow unschooled boys to act as your apprentices! And, although it may be a task on your

time, take the trouble to give your apprentices such a training as can only be had behind the prescription counter under intelligent preceptors. During dull hours of the day or the evening, take your apprentice in hand, show him how to make pills, powders, and galenical preparations, and, last but not least, give him problems to work out in arithmetic, in percentage, in the figuring out of doses in mixtures, and acquaint him with the metric system.

Let there be a pharmaceutical community of interest between the active pharmacists, the colleges, and the boards of pharmacy; let all three agencies join hands to make the future pharmacist a more competent, a more self-respecting and a more reliable quantity. If you will permit me to draw on my experience as examiner of applicants for registration, I can assure you that my experience has shown a pitiable condition of affairs to exist. What is the use of examining a candidate in theoretical pharmacy when we find that he is unable to figure out how much morphine is necessary to make two ounces of a three-per-cent. solution, or how much strychnine there is in each pill if one-third of a grain is used in making twenty-four pills. Such incompetent men ought not to be admitted to examination, ought not to be admitted to colleges, nay, ought not to be permitted to become apprentices in a decent pharmacy. You can no more raise peaches on a huckleberry bush than you can make a good pharmacist out of a boy unable to figure out the simplest problem in arithmetic. Let all good and true pharmacists who have the future of pharmacy at heart join hands with our colleges and boards to raise a better stock of young pharmacists than has been our lamentable habit in the past.

Another point of interest is association work. The average attendance at our meetings goes to show that the value and importance of association is not appreciated as it deserves to be. Charity commences, or ought to commence, at home; and so it should be with association work. Every druggist, no matter in what humble village he may live, should constitute himself a committee of one and visit his neighbors and get the home circle started. It is said of us druggists, and I believe truthfully, that the majority of us are narrow and biased in our views. How can you expect a man to be broad and generous if he does not get away from his counter year in, year out? Let the druggists throughout the land get away from their daily surroundings once in a while, exchange opinions, swap lies with their fellow druggists—and what will be the result? By forming the acquaintance of your neighbors you will find that it is possible to agree on a price schedule that affords a living profit—indeed, we have seen a little band of druggists in the city of Chicago get together, agree that they would all charge 50 cents for a pint of alcohol instead of 40, with the result that several of these druggists at the end of one year were over \$100 ahead on one solitary item of their stock! Such results can be and are gained, and local organization is the secret of it! Join your local association, agitate affiliation of your local association with the State association and the N. A. R. D., and the battle is ours.

While on the subject of associations I would like to go on record as an earnest supporter of drug clerks' organizations. Let the clerks learn by experience what association work can accom-

plish, and the clerk of to-day will be an enthusiastic supporter of associations when he becomes an employer. Our interests are in common and both classes of druggists should work for the common good of pharmacy. Attendance at association meetings is not only a powerful promoter of the welfare of pharmacy and pharmacists; it also combines pleasure with business. The average man can do much better work if he gets out of the rut once in a while. Life is short and the time to do things is while you are young. Don't live like a clam—get out of your shell, get a move on you and mix up with your brethren. W. Bodemann.

### Uniformity in Flavoring Prescriptions.

"I haven't seen it stated anywhere that doctors hold a convention every six months to decide what flavor they shall add to medicines to make them palatable, but judging from prescriptions I am led to believe that they do something of the kind," said the drug clerk. "At any rate, there are styles in flavoring, just as there are styles in sleeves and pompadours.

"At present peppermint is the real thing. Two-thirds of the prescriptions I put up nowadays are made pleasing to the taste by the addition of a harmless dash of peppermint.

"Notwithstanding the popularity of peppermint, it is bound to lose its vogue in the course of a few months and be superseded by another essence. No flavor holds its own steadily for any great length of time. Take cinnamon, for instance. There was a time when that was all the rage and about a year ago half the medicine compounded smelled to heaven with cinnamon. Now you seldom hear of it in connection with a druggist's laboratory.

"Lavender is a nice flavor. I shouldn't be surprised if that was the fashion next introduced. It is more delicate than most of the perfumes used and is fully as efficacious in neutralizing the nastiness of the other drugs.

"One of the queerest fads I can recall in the seasoning of medicine was the sweet pea flavor. A good many patients put up a protest against that. Sweet peas are all right in their place, and few are the people who do not like their odor, but there is a vast difference between the senses of smell and taste and what is pleasant to the olfactories may be nauseous to the palate. This came to be the case with sweet peas, and finally the doctors switched off from them and began to recommend cloves. Then came a period of six months when our prescription department smelled like a clove factory.

"These pleasing flavors neither add to nor detract from the efficacy of a medicine, but many concoctions are so horribly bitter that some such concession to the stomach is necessary. I suppose that as a rule it doesn't matter to the patient what flavor is used, and the phase of the whole business that puzzles me is how do the doctors come to prescribe the same thing with such marked uniformity?"—New York Sun.

### Plaster of Paris Bandages.

These may be removed by the following simple method: Soak some cotton-wool in hydrogen dioxide; then with this moisten the splint down its entire length for a width of about half an inch. When it is thoroughly soaked, the plaster will be found in the same condition as when first put on, and the bandages only have to be cut with a pair of scissors, without any injury to the patient or any trouble whatever.

### The Drug Market.

Opium—Is steady at unchanged prices.

Morphine—Is unchanged.

Quinine—The market is unsettled. The American manufacturers have reduced their price 1c per oz., but German manufacturers are quoting old prices.

Beeswax—Is firm and advancing.

Citric Acid—Has declined 1c per lb.

Castor Oil—Has advanced 4c per gallon.

Hypophosphite Lime—Soda and potash has been reduced by manufacturers to 7c per lb.

Menthol—Has declined, on account of better stocks.

Canada Balsam Fir—Is very firm at the advanced price.

Oil Wintergreen—Has been advanced 5c per lb., on account of small stocks.

Oil Peppermint—Continues to advance, on account of small crops.

Oil Erigeron—Has declined.

Asafoetida—Is in large supply and dull. Prices have been reduced.

Red Rose Leaves—Are in small supply and have advanced.

Senega Root—Is very scarce and has been advanced.

Linseed Oil—Is still in the same condition as noted last week. The trust has no oil to deliver and outside mills are oversold.

### The Magnet in Surgery.

From the London Globe.

Dr. Garel, of Lyons, has drawn a French nail about two inches long from the bronchial tube of a boy eighteen months old, from Buenos Ayres. The nail had been there for some time, causing the child to cough much. Roentgen rays showed the position of it, and an electro-magnet drew it out. Another successful operation of the same kind has been performed by Dr. Piechaud, of Bordeaux, on a child of three years. In this case the trachea was opened to get a projection from the pole of the magnet near the nail. These experiments are well worth the attention of surgeons everywhere.

The woman who tries to take up two seats in a car must be beside herself.

## 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.

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Until you see our showing of 1902 designs and learn the very low prices we are quoting.

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## Heystek & Canfield Co.

Grand Rapids, Mich.  
Michigan Wall Paper Jobbers



WHOLESALE DRUG PRICE CURRENT

Advanced—Oil Wintergreen, Oil Peppermint, Castor Oil.  
Declined—Citric Acid, Asafoetida, Oil Erigeron, Menthol, Quinine.

<b>Acidum</b>		Conium Mac. ....	50¢	60	Scilla Co. ....	2	50
Aceticum ..... \$	62¢	Cubeba ..... 1 15¢	1 25	Tolutan ..... 2	50		
Benzoleum, German. ....	70¢	Ercechthitos ..... 1 50¢	1 60	Prunus virg. ....	2	50	
Boricum ..... 30¢	42	Erigeron ..... 1 00¢	1 10	<b>Tinctures</b>			
Citricum ..... 46¢	49	Gaultheria ..... 1 90¢	2 00	Aconitum Napellis R	60		
Hydrochlor. .... 3¢	5	Geranium, ounce. ....	75	Aconitum Napellis F	50		
Nitrosum ..... 12¢	10	Gossypii, Sem. gal. ....	50¢	Aloes ..... 60			
Oxaleum ..... 12¢	14	Hedeoma ..... 1 60¢	1 75	Aloes and Myrrh. ....	60		
Phosphoratum, dil. ....	15	Juniper ..... 1 50¢	2 00	Arnica ..... 60			
Salleylum ..... 52¢	55	Lavendula ..... 90¢	2 00	Assafoetida ..... 75			
Sulphuratum ..... 13¢	5	Limonis ..... 1 20¢	1 30	Atrope Belladonna. ....	60		
Tannum ..... 1 10¢	1 20	Mentha Pip. .... 1 85¢	1 90	Aurant Cortex ..... 50			
Tartarum ..... 38¢	40	Mentha Verid. .... 1 60¢	1 60	Benzoin ..... 50			
<b>Ammonia</b>		Morruha, gal. .... 1 10¢	1 20	Benzoin Co. .... 50			
Aqua, 16 deg. .... 4¢	6	Myrra ..... 4 00¢	4 50	Barosma ..... 50			
Aqua, 20 deg. .... 6¢	8	Olive ..... 75¢	3 00	Cantharides ..... 75			
Carbonas ..... 13¢	15	Pis Liqulda ..... 10¢	12	Capsicum ..... 50			
Chloridum ..... 12¢	14	Pis Liqulda, gal. ....	35	Cardamon ..... 75			
<b>Aniline</b>		Rosmarini ..... 1 00¢	1 05	Cardamon Co. .... 75			
Black ..... 2 00¢	2 25	Rosae, ounce. .... 6 00¢	6 50	Catechu ..... 1 00			
Brown ..... 80¢	1 00	Succin ..... 40¢	45	Cinchona ..... 50			
Red ..... 45¢	50	Sabina ..... 2 75¢	7 00	Cinchona Co. .... 50			
Yellow ..... 2 50¢	3 00	Santal ..... 55¢	60	Columba ..... 50			
<b>Baccae</b>		Sassafras ..... 6¢	65	Cubebae ..... 50			
Cubebae ..... po. 25	22¢	Thyme ..... 1 50¢	1 60	Cassia Acutifol. ....	50		
Juniperus ..... 6¢	8	Thyme, opt. .... 40¢	50	Digitalis ..... 50			
Xanthoxylum ..... 1 70¢	1 75	Thymebromas ..... 15¢	20	Egrot ..... 50			
<b>Balsamum</b>		<b>Potassium</b>		Ferri Chloridum ..... 35			
Copalba ..... 50¢	55	Bi-Carb. .... 15¢	18	Gentian ..... 50			
Peru ..... 60¢	65	Bichromate ..... 13¢	15	Gentian Co. .... 50			
Torabin, Canada. ....	45¢	Bromide ..... 52¢	57	Gulaca ..... 50			
Tolutan ..... 45¢	50	Carb ..... 12¢	15	Gulaca ammon. ....	50		
<b>Cortex</b>		Chlorate, po. 17¢	19	Hyoseyamus. ....	75		
Abies, Canadian. ....	18	Cyanide ..... 34¢	38	Iodine ..... 75			
Cassia ..... 12	12	Iodide ..... 2 30¢	2 40	Iodine, colorless. ....	75		
Cinchona ..... 18	18	Potassa, Bitart, pure	28¢	Kino ..... 50			
Euonymus atropurp. ....	30	Potassa, Bitart, com. ....	15	Lobelia ..... 50			
Myrica Cerifera, po. ....	20	Potass Nitras, opt. ....	7¢	Nux Vomica ..... 50			
Prunus Virgini. ....	12	Potass Nitras ..... 6¢	8	Opil, comphorated. ....	50		
Quillala, gr'd ..... 12	12	Prussiate ..... 23¢	26	Opil, deodorized. ....	50		
Sassafras ..... po. 20	15	Sulphate po. .... 15¢	18	Quassia ..... 50			
Ulmus ..... po. 15, gr'd	15	<b>Radix</b>		Rhatany ..... 50			
<b>Extractum</b>		Aconitum ..... 20¢	25	Rhel ..... 50			
Glycyrrhiza Glabra. ....	24¢	Althae ..... 30¢	33	Sanguinaria ..... 50			
Glycyrrhiza, po. ....	28¢	Anchusa ..... 10¢	12	Serpentaria ..... 50			
Hamatox, 15 lb. box	11¢	Arum po. .... 2¢	25	Stromonium ..... 50			
Hamatox, 1s. .... 13¢	14	Calamus ..... 20¢	40	Tolutan ..... 50			
Hamatox, 1/2s. .... 14¢	15	Gentiana ..... 12¢	15	Valerian ..... 50			
Hamatox, 1/4s. .... 16¢	17	Glycyrrhiza, pv. 15	16¢	Veratrum Veride. ....	50		
<b>Ferru</b>		Hydrastis Canaden. ....	75	Zingiber ..... 20			
Carbonate Precip. ....	15	Hydrastis Can. po. ....	80	<b>Miscellaneous</b>			
Citrate and Quinla. ....	2 25	Hellebore, Alba, po. ....	12¢	Aether, Spts. Nit. F	30¢	35	
Citrate Soluble. .... 75		Inula, po. .... 18¢	22	Aether, Spts. Nit. F	34¢	38	
Ferrocyanidum Sol. ....	15	Ipecac. po. .... 3 60¢	3 75	Alumen ..... 24¢	3		
Solut. Chloride. .... 2		Iris plox. po. 35¢	38	Alumen, gro'd. po. 7	3¢	4	
Sulphate, com'l, by	80	Jalapra, pr. .... 25¢	30	Annatto. .... 40¢	50		
bbi, per owl. .... 7		Maranta, 1/2s. .... 2¢	25	Antimoni, po. .... 4¢	5		
Sulphate, pure. .... 7		Podophyllum, po. ....	22¢	Antimoni et Potass T	40¢	50	
<b>Flora</b>		Rhel, cut ..... 75¢	1 25	Antipyrin ..... 2¢	25		
Arnica ..... 15¢	18	Rhel, pv. .... 75¢	1 35	Antibelin ..... 2¢	20		
Anthemils ..... 22¢	25	Spigelia ..... 35¢	38	Argenti Nitras, oz. ....	50		
Matricaria. .... 30¢	35	Sanguinaria, po. 15	16¢	Arsenicum ..... 10¢	12		
<b>Folia</b>		Serpentaria ..... 50¢	55	Balm Gilead Buds. ....	38¢	40	
Barosma ..... 38¢	38	Senega ..... 60¢	65	Bismuth S. N. .... 1 65¢	1 70		
Cassia Acutifol, Tin-	20¢	Smlax, officinalis H. ....	40	Calcium Chlor. 1s. ....	9		
nevelly ..... 25¢	30	Smlax, M. .... 10¢	12	Calcium Chlor. 1/2s. ....	10		
Cassia, Acutifol, Alx.	25¢	Sellae ..... 10¢	12	Calcium Chlor. 1/4s. ....	12		
Satvia officinalis, 1/2s	12¢	Symplocarpus, Foeti-	25	Cantharides, Rus po	80		
and 1/4s ..... 8¢	10	dus, po. .... 25	25	Capsici Fructus, af. ....	15		
Uva Ursi. .... 8¢	10	Valeriana, Eg. po. 30	30	Capsici Fructus B. po	15		
<b>Gummi</b>		Valeriana, German. ....	15¢	Caryophyllus. po. 15	12¢	14	
Acacia, 1st picked. ....	2¢	Zingiber a ..... 14¢	16	Carmine, No. 40. ....	3 00		
Acacia, 2d picked. ....	2¢	Zingiber j. .... 25¢	27	Cera Alba ..... 50¢	55		
Acacia, 3d picked. ....	2¢	<b>Semen</b>		Cera Flava ..... 40¢	42		
Acacia, sifted sorts. ....	2¢	Anisum ..... po. 18	15	Coccus ..... 40	40		
Acacia, po. .... 45¢	65	Apium (graveleons). ....	13¢	Cassia Fructus ..... 35			
Aloe, Barb. po. 18¢	20	Bird, is. .... 4¢	6	Centraria ..... 10			
Aloe, Cape. po. 15. ....	12¢	Carul. .... 10¢	11	Cetaceum ..... 45			
Aloe, Socotri. po. 40	12¢	Cardamon ..... 1 25¢	1 75	Chloroform ..... 55¢	60		
Ammoniac. .... 55¢	60	Corlandrum ..... 8¢	10	Chloroform, squibbs	1 10		
Asafoetida. po. 40	25¢	Cannabis Sativa. ....	44¢	Chloral Hyd Crst. ....	1 40¢	1 65	
Benzoinum ..... 50¢	55	Cydonium ..... 75¢	1 00	Chondrus ..... 20¢	25		
Catechu, 1s. .... 50¢	55	Chenopodium ..... 15¢	16	Cinchonidine, P. & W	38¢	48	
Catechu, 1/2s. .... 2¢	14	Dyer's Odorate. .... 1 00¢	1 10	Cinchonidine, Germ. ....	38¢	48	
Catechu, 1/4s. .... 2¢	16	Feniculum ..... 10¢	10	Cocaine ..... 6 05¢	6 75		
Camphora ..... 68¢	71	Foenugreek, po. ....	7¢	Corks, 1s. dis. pr. ct.	75		
Euphorbium. po. 35	40	Lini ..... 33¢	5	Croosotum. .... 45			
Galbanum ..... 2¢	100	Lini, gr'd. .... bbl. 4	44¢	Creta ..... bbl. 75	2		
Gamboge ..... po. 65¢	70	Lobelia ..... 45¢	50	Creta, prep. .... 5			
Gualacum ..... po. 25	30	Pharlaris Canarian. ....	44¢	Creta, precip. .... 11			
Kino. po. 50.75	75	Rapa ..... 44¢	5	Creta, Rubra ..... 8			
Mastic ..... po. 60	60	Sinapis Alba ..... 9¢	10	Cudbear ..... 24			
Myrrh ..... po. 45	40	Sinapis Nigra ..... 11¢	12	Cupri Sulph. .... 64¢	8		
Opil. po. 4.90¢	5.00	<b>Spiritus</b>		Dextrine ..... 70	10		
Shellac ..... 25¢	35	Frument, W. D. Co. 2 00¢	2 50	Ether Sulph. .... 78¢	92		
Shellac, bleached. ....	40¢	Frument, D. F. R. 2 00¢	2 25	Emery, all numbs. ....	8		
Tragacanth ..... 60¢	90	Frument, 1 25¢	1 50	Emery, po. .... 6			
<b>Herba</b>		Juniperis Co. O. T. 1 65¢	2 00	Ergota ..... po. 90	85¢	90	
Absinthium. oz. pkg	25	Sascharum N. E. .... 90¢	2 10	Flake White ..... 12¢	15		
Eupatorium. oz. pkg	20	Spt. Vini Gall. .... 1 75¢	6 50	Galla ..... 23			
Lobelia ..... oz. pkg	25	Vini Oporto ..... 1 25¢	2 00	Gambier ..... 82	9		
Majorum ..... oz. pkg	28	Vini Alba ..... 1 25¢	2 00	Gelatin, Cooper. ....	60		
Mentha Pip. oz. pkg	23	<b>Sponges</b>		Gelatin, French. .... 35¢	60		
Mentha Vir. oz. pkg	25	Florida sheeps' wool	2 50¢	Glassware, flint, box	75 & 5		
Rue ..... oz. pkg	39	carriage. .... 2 50¢	2 75	Less than box. ....	70		
Tanacetum V. oz. pkg	22	Nassau sheeps' wool	2 50¢	Glue, brown. .... 11¢	13		
Thymus, V. oz. pkg	25	carriage. .... 2 50¢	2 75	Glue, white. .... 15¢	25		
<b>Magnesia</b>		Velvet extra sheeps'	1 50	Glycerina ..... 174¢	25		
Calcined, Pat. .... 55¢	60	wool, carriage. ....	1 25	Grana Paradisi. ....	25		
Carbonate, Pat. .... 18¢	20	Extra yellow sheeps'	1 25	Humulus ..... 25¢	55		
Carbonate, K. & M. ....	18¢	wool, carriage. ....	1 25	Hydrarg Chlor Mite	1 00		
Carbonate, Jennings	18¢	Grass sheeps' wool,	1 00	Hydrarg Chlor Cor. ....	1 10		
<b>Oleum</b>		carriage. .... 75		Hydrarg Ox Rub'm	1 20		
Absinthium ..... 6 50¢	7 00	Hard, for slate use. ....	1 40	Hydrarg Unguentum	50¢	60	
Amygdala, Dule. .... 38¢	65	Yellow Reef, for	1 40	Hydrargyrum ..... 85			
Amygdala, Amare. ....	8 00¢	slate use. .... 1 40		Ichthyobolla, Am. ....	65¢	70	
Anil ..... 1 85¢	2 00	<b>Syrups</b>		Indigo ..... 75¢	1 00		
Aurant Cortex ..... 2 10¢	2 20	Acacia ..... 50	50	Iodine, Resubi. .... 3 40¢	3 85		
Bergamit ..... 2 60¢	2 75	Aurant Cortex ..... 50	50	Iodoform ..... 3 80¢	3 85		
Caliputi ..... 80¢	85	Zingiber ..... 50	50	Lupulin. .... 50	50		
Caryophylli ..... 75¢	80	Ipecac. .... 60	60	Lycopodium ..... 65¢	70		
Cedar ..... 60¢	85	Ferri Iod. .... 50	50	Macis ..... 65¢	75		
Chenopadii ..... 2 75	2 85	Rhel Arom. .... 50	50	Liquor Arsen et Hy-	25		
Cinnamoni ..... 1 15¢	1 25	Smlax Officinalis. ....	50¢	drarg Iod. .... 10¢	12		
Citronella ..... 35¢	40	Senega ..... 50	50	Liquor Potass Arsenit	2¢	3	
		Sellae ..... 50	50	Magnesia, Sulph. ....	14¢		
				Manna, S. F. .... 60¢	60		

# 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  
Sisal Rope  
Soap Chips

## DECLINED

Hand Picked Beans  
Dried Currants  
Sundried Apples  
Sugars

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.....	2
Carbon Oils.....	3
Cheese.....	3
Chewing Gum.....	3
Chicory.....	3
Chocolate.....	3
Clothes Lines.....	3
Cocoa.....	3
Cocanut.....	3
Cocoa Shells.....	3
Coffee.....	3
Condensed Milk.....	3
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
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Lye.....	7
Matches.....	7
Meat Extracts.....	7
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Nuts.....	14
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Paris Green.....	7
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Saleratus.....	8
Sal Soda.....	8
Salt.....	8
Salt Fish.....	8
Sauerkraut.....	8
Seeds.....	8
Shoe Blacking.....	8
Shuff.....	8
Soap.....	8
Soda.....	8
Spices.....	8
Starch.....	8
Stove Polish.....	8
Sugar.....	8
Syrups.....	8
Table Sauce.....	12
Tea.....	11
Tobacco.....	12
Twine.....	12
Vinegar.....	12
Washing Powder.....	12
Wicking.....	13
Woodenware.....	13
Wrapping Paper.....	13
Yeast Cake.....	13

AXLE GREASE	doz.	GROSS
Amora.....	55	6 00
Castor Oil.....	60	7 00
Diamond.....	50	4 25
Frazer's.....	75	9 00
LXL Golden, tin boxes 75		9 00



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

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

Queen Flake	Royal
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

10c size	1 lb. cans	30
1/2 lb. cans, 1 doz. case.....		1 90
6 oz. cans, 1 doz. case.....		2 50
1/2 lb. cans, 3 doz. case.....		3 75
1 lb. cans, 4 doz. case.....		4 80
3 lb. cans, 13 doz. case.....		13 00
5 lb. cans, 21 doz. case.....		21 50

BATH BRICK	American	English
American.....	70	
English.....		80

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

CONDENSED PEARL	Small size, per doz.	40
Large size, per doz.		75

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.....		1 19
Fancy Whisk.....		1 19
Warehouse.....		3 25

BRUSHES	Solid Back, 8 in.	45
Solid Back, 11 in.		95
Pointed Ends.....		85

SHOE	No. 8.....	1 00
No. 7.....		1 30
No. 4.....		1 70
No. 3.....		1 90

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

CANDLES	
Electric Light, 8s.....	12
Electric Light, 16s.....	12
Paraffine, 6s.....	10
Paraffine, 12s.....	11
Wicking .....	29
CANNED GOODS	
Apples	
1 lb. Standards.....	1 0
Gallons, standards..	3 2
Blackberries	
Standards.....	8

Beans	
Baked .....	1 00@1 3
Red Kidney .....	75@ 8
String .....	8
Wax .....	8
Blueberries	
Standard .....	8
Brook Trout	
2 lb. cans, Spiced .....	1 9
Clams.	

Little Neck, 1 lb. ....	1 00
Little Neck, 2 lb. ....	1 50
<b>Clam Bouillon</b>	
Burnham's, ½ pint. ....	1 90
Burnham's, pints. ....	3 60
Burnham's, quarts. ....	7 20
<b>Cherries</b>	
Red Standards. ....	
White. ....	
<b>Corn</b>	
Fair. ....	8

Blackberries	Standards..... <td>80</td>	80
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Lobster		
Star, ½ lb.....		1
Star, 1 lb.....		3
Picnic Tails.....		2
Mackerel		
Mustard, 1 lb.....		1
Mustard, 2 lb.....		2
Soused, 1 lb.....		1
Soused, 2 lb.....		2
Tomato, 1 lb.....		1
Tomato, 2 lb.....		2

Blueberries	Standard..... <td>85</td>	85
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Brook Trout	2 lb. cans, Spiced..... <td>1 90</td>	1 90
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Goulds		
Fancy		
<b>Raspberries</b>		
Standard		1
<b>Russian Caviar</b>		
1/4 lb. cans.....		3
1/2 lb. cans.....		7
1 lb. can.....		12
<b>Salmon</b>		
Columbia River, talls		@1
Columbia River, flats		@2
Red Alaskan	1 30	@2

Red Alaska.....	1 50@1
Pink Alaska.....	1 10@1
<b>Shrimps</b>	
Standard.....	1
<b>Sardines</b>	
Domestic, 1/2s.....	
Domestic, 1/2s.....	
Domestic, Mustard.....	
California, 1/2s.....	11@
California 1/2s.....	17@
French, 1/2s.....	7@
French, 1/2s.....	19@

French, 748.....	180
<b>Strawberries</b>	
Standard.....	1
Fancy.....	1
<b>Succotash</b>	
Fair.....	
Good.....	1
Fancy.....	1

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

## 3

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

<b>CATSUP</b>	
Columbia, pints.....	2 0
Columbia, ½ pints.....	1 2
<b>CARBON OILS</b>	
<b>Barrels</b>	

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

CHEESE	
Acme.....	211
Amboy.....	211
Carson City.....	211
Elsie.....	211 1/2
Emblem.....	211 1/2
Gem.....	212
Gold Medal.....	211
Ideal.....	211
Jersey.....	211
Riverside.....	211
Brick.....	14@15
Edam.....	@90
Lelden.....	@17
Limburger.....	13@14
Pineapple.....	50@75
Sap Sago.....	19@20

CHEWING GUM	
American Flag Spruce....	
Beeman's Pepsin .....	
Black Jack.....	
Largest Gum Made.....	
Sen Sen .....	
Sen Sen Breath Perfume..	1
Sugar Loaf.....	
Yucatan.....	

CHICORY	
Bulk.....	5
Red.....	7
Eagle.....	4
Franck's.....	6
Schener's.....	6
CHOCOLATE	

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

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

Cleveland.....		
Colonial, ¼s .....		
Colonial, ½s .....		
Epps.....		
Huyler .....		
Van Houten, ¼s.....		
Van Houten, ½s.....		
Van Houten, 1s.....		
Webb.....		
Wilbur, ¼s.....		

Wilbur, $\frac{1}{4}$ s.....	26
<b>COCOANUT</b>	
Dunham's $\frac{1}{4}$ s.....	26
Dunham's $\frac{1}{8}$ s and $\frac{1}{4}$ s.....	26 $\frac{1}{2}$
Dunham's $\frac{1}{8}$ s.....	28
Dunham's $\frac{1}{8}$ s.....	28
Bulk.....	13
<b>COCOA SHELLS</b>	
20 lb. bags.....	26
Less quantity.....	26

Pound packages .....		
<b>COFFEE</b>		
<b>Roasted</b>		
<b>A-C-</b>		
<b>HIGH GRADE</b>		
<b>COFFEES</b>		
Special Combination		

COFFEE	Roasted	
Special Combination.....		15
French Breakfast.....		17 1/2
Lenox, Mocha & Java.....		21
Old Gov't Java and Mocha.....		24
Private Estate, Java & Mocha.....		26
Supreme, Java and Mocha.....		27

Royal Java.....		26 1/2
Royal Java & Mocha.....		26 1/2
Arabian Mocha.....		28 1/2
Aden Moch.....		22 1/2
Freeman Merc. Co. Brand		
Marexo.....		28 1/2
Poito Rican.....		28 1/2
Honolulu.....		28 1/2
Parker House J & M.....		28 1/2
Monogram J & M.....		28 1/2
Mandehling.....		28 1/2

	<b>Rio</b>	
Common.....		
Fair.....		
Choice.....		
Fancy.....		
	<b>Santos</b>	
Common.....		
Fair.....		
Choice.....		
Fancy.....		
Peaberry.....		

Maracaibo	
Fair .....	
Choice, .....	

## 4

Mexican	
Choice.....	16
Fancy.....	17
Guatemala	
Choice.....	16

Guatemala	Choice..... <td>16</td>	16
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P. G. ....	29
<b>Mocha</b>	
Arablan.....	21
<b>Package</b>	

Mocha	Arabian..... <td>21</td>	21
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**McLaughlin's XXXX**  
**McLaughlin's XXXX sold**  
**retailers only. Mail all orders**  
**direct to W. F. McLaughlin**  
**Co., Chicago.**

Extract	
Valley City ½ gross.....	
Felix ½ gross.....	1
Hummel's foil ½ gross.....	
Hummel's tin ½ gross.....	1

CONDENSED MILK	
4 doz in case.	
Gall Borden Eagle .....	6
Crown.....	6
Daisy.....	5
Champion .....	4
Magnolia .....	4
Challenge .....	4
Dime .....	3

Leader .....	4
<b>COUPON BOOKS</b>	
50 books, any denom...	1
100 books, any denom...	2
500 books, any denom...	11
1,000 books, any denom...	20

Above quotations are for either Tradesman, Superior, Economy or Universal grades. When 1,000 books are ordered at a time, the customer receives special printed cover without extra charge.

<b>Coupon Pass Books</b>	
Can be made to represent a denomination from \$10 down.....	
50 books.....	1
100 books.....	2
500 books.....	11
1,000 books.....	20
<b>Credit Checks</b>	
500, any one denom.....	2
1,000, any one denom.....	3
2,000, any one denom.....	5

Steel punch.....	
<b>CRACKERS</b>	
National Biscuit Co.'s brand	
<b>Butter</b>	
Seymour.....	
New York.....	
Family .....	
Salted.....	
Wolverine.....	

<b>Soda</b>	
Soda XXX.....	
Soda, City.....	
Long Island Wafers.....	1
Zephyrette..	1
<b>Oyster</b>	
Faust .....	
Farina...	
Extra Farina.....	
Saltine Oyster .....	

Sweet Goods—Boxes	
Animals.....	
Assorted Cake.....	
Belle Rose.....	
Bent's Water.....	
Cinnamon Bar.....	
Coffee Cake, Iced.....	
Coffee Cake, Java.....	
Cocoanut Macaroons.....	
Cocoanut Taffy.....	
Cracknells.....	

Creams, Iced.....		
Cream Crisp.....		
Cubans.....		
Currant Fruit.....		
Frosted Honey.....		
Frosted Cream.....		
Ginger Gems, l'ge or sm'll		
Ginger Snaps, N. B. C.....		
Gladiator.....		
Grandma Cakes.....		
Graham Crackers.....		

Graham Wafers.....	12
Grand Rapids Tea.....	16
Honey Fingers.....	12
Iced Honey Crumpets.....	10
Imperials.....	8
Jumbles, Honey.....	12
Lady Fingers.....	12
Lemon Snaps.....	12
Lemon Wafers.....	16
Marshmallow.....	16
Marshmallow Creams.....	16



6



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



D. C. Lemon D. C. Vanilla  
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**  
Carcase. 6 @ 8  
Forequarters. 5 @ 6  
Hindquarters. 7 @ 9  
Loins No. 3. 10 @ 12  
Ribs. 9 @ 12 1/2  
Rounds. 7 @ 8  
Chucks. 5 @ 6  
Plates. 4 @ 5 1/2

**Pork**  
Dressed. 8 @ 8  
Loins. 12 @ 12  
Boston Butts. 10 @ 10  
Shoulders. 9 @ 9  
Leaf Lard. 9 @ 9

**Mutton**  
Carcase. 7 @ 9  
Lambs. 8 @ 9

**Veal**  
Carcase. 8 @ 9

## GRAINS AND FLOUR

**Wheat**  
Wheat. 70

**Winter Wheat Flour**  
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 1/4s. 3 85  
Diamond 1/8s. 3 85

**Worden Grocer Co.'s Brand**  
Quaker 1/2s. 3 80  
Quaker 1/4s. 3 80  
Quaker 1/8s. 3 80

**Spring Wheat Flour**  
Clark-Jewell-Wells Co.'s Brand  
Pillsbury's Best 1/2s. 4 35  
Pillsbury's Best 1/4s. 4 15  
Pillsbury's Best 1/8s. 4 15  
Pillsbury's Best 1/4s. paper. 4 15  
Pillsbury's Best 1/8s. paper. 4 15  
Ball-Barnhart-Putman's Brand  
Duluth Imperial 1/2s. 4 40  
Duluth Imperial 1/4s. 4 30  
Duluth Imperial 1/8s. 4 20  
Lemon & Wheeler Co.'s Brand  
Wingold 1/2s. 4 25  
Wingold 1/4s. 4 15  
Wingold 1/8s. 4 05

**Ceresota 1/2s.** 4 25  
**Ceresota 1/4s.** 4 15  
**Ceresota 1/8s.** 4 05  
**Worden Grocer Co.'s Brand**  
Laurel 1/2s. 4 25  
Laurel 1/4s. 4 15  
Laurel 1/8s. 4 05  
Laurel 1/2s. and 1/4s. paper. 4 05

**Meal**  
Bolted. 2 50  
Granulated. 2 75

**Oats**  
Car lots. 39 1/2  
Car lots, clipped. 41  
Less than car lots.

**Feed and Millstuffs**  
St. Car Feed, screened. 22 50  
No. 1 Corn and Oats. 22 00  
Unbolted Corn Meal. 21 50  
Winter Wheat Bran. 16 00  
Winter Wheat Middlings. 17 00  
Screenings. 16 50

**Corn**  
Corn, car lots. 59 1/2

**Hay**  
No. 1 Timothy car lots. 10 50  
No. 1 Timothy ton lots. 11 50

**HERBS**  
Sage. 15  
Hops. 15  
Laurel Leaves. 15  
Senna Leaves. 25

7

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

**JELLY**  
5 lb. palls per doz. 1 90  
15 lb. palls. 38  
30 lb. palls. 72

**LICORICE**  
Pure. 30  
Calabria. 23  
Stiffy. 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**  
New Orleans  
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. 1 90  
Stuffed, 8 oz. 1 45  
Stuffed, 10 oz. 2 30

**PAPER BAGS**  
Continental Paper Bag Co.  
Ask your Jobber for them.

Glory Mayflower  
Satchel & Pacific  
Bottom Square

1/4. 28 50  
1/2. 34 60  
1. 44 80  
2. 54 1 00  
3. 66 1 25  
4. 76 1 45  
5. 90 1 70  
6. 1 06 2 00  
8. 1 28 2 40  
10. 1 38 2 60  
12. 1 60 3 15  
14. 2 24 4 15  
16. 2 34 4 50  
20. 2 52 5 00  
25. 5 50

**Sugar**  
Red. 4 1/2  
Gray. 4 3/4

**PARIS GREEN**  
Bulk. 14  
Packages, 1/2 lb. each. 18  
Packages, 1 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. 4 00  
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. 18 00  
Pig. 21 00  
Bean. 17 25  
Family Mess. 17 50

**Dry Salt Meats**  
Bellies. 10 1/2  
Briskets. 10 1/4  
Extra shorts. 10

**Smoked Meats**  
Hams, 12 lb. average. 12 1/2  
Hams, 14 lb. average. 12 1/2  
Hams, 16 lb. average. 12 1/2  
Hams, 20 lb. average. 11 1/2  
Ham dried beef. 13 1/2  
Shoulders (N. Y. cut). 13 1/2  
Bacon, clear. 10 1/2  
California hams. 9  
Boiled Hams. 17  
Picnic Boiled Hams. 13  
Berlin Ham pr's'd. 9  
Mince Hams. 9

**Lards-In Tierces**  
Compound. 8  
Pure. 11  
Vegetole. 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. Palls. advance. 7 1/2  
10 lb. Palls. advance. 7 1/2  
5 lb. Palls. advance. 7 1/2  
3 lb. Palls. advance. 7 1/2

8

**Sausages**  
Bologna. 6  
Liver. 6  
Frankfort. 8  
Pork. 9  
Blood. 6 1/2  
Tongue. 6 1/2  
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. 15  
Beef middles. 15  
Sheep. 65

**Butterine**  
Solid, dairy. 13 1/2  
Rolls, dairy. 14 1/2  
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. 90  
Potted ham, 1/2s. 90  
Deviled ham, 1/4s. 90  
Deviled ham, 1/2s. 90  
Potted tongue, 1/4s. 90  
Potted tongue, 1/2s. 90

**RICE**  
Domestic  
Carolina head. 6 1/2  
Carolina No. 1. 6 1/2  
Carolina No. 2. 5 1/2  
Broken. 5 1/2

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

**SALESTATUS**  
Packed 60 lbs. in box.  
Church's Arm and Hammer. 3 15  
Deland's. 3 00  
Dwight's Cow. 3 15  
Emblem. 2 10  
L. P. 3 00  
Wyandotte, 100 1/2s. 3 00

**SAL SODA**  
Granulated, bbls. 90  
Granulated, 100 lb. cases. 1 10  
Lump, bbls. 80  
Lump, 145 lb. kegs. 85

**SALT**  
Buckeye  
100 3 lb. bags. 3 00  
50 6 lb. bags. 3 00  
22 1/2 lb. bags. 2 75  
In 5 bbl. lots 5 per cent. discount.

**Diamond Crystal**  
Table, cases, 24 3 lb. boxes. 1 40  
Table, barrels, 100 3 lb. bags. 3 00  
Table, barrels, 40 7 lb. bags. 2 75  
Butter, barrels, 20 14 lb. bags. 2 85  
Butter, barrels, 20 14 lb. bags. 2 85  
Butter, sacks, 28 lbs. 27  
Butter, sacks, 56 lbs. 67

**Common Grades**  
100 3 lb. sacks. 2 25  
60 5 lb. sacks. 2 15  
28 10 lb. sacks. 2 05  
56 lb. sacks. 40  
28 lb. sacks. 22

**WARAW**  
56 lb. dairy in drill bags. 40  
28 lb. dairy in drill bags. 20

**Ashton**  
56 lb. dairy in linen sacks. 60

**Higgins**  
56 lb. dairy in linen sacks. 60

**Solar Rock**  
56 lb. sacks. 25

**Common**  
Granulated Fine. 85  
Medium Fine. 90

**SALT FISH**  
Cod  
Georges cured. 6 @ 6  
Georges genuine. 6 @ 6 1/2  
Georges selected. 7 @ 7  
Grand Bank. 8 @ 8  
Strips or bricks. 6 1/2 @ 10 1/2  
Pollock. 3 @ 3 1/2

**Halibut.**  
Strips. 10  
Chunks. 12

**Trout**  
No. 1 100 lbs. 6 25  
No. 1 40 lbs. 2 80  
No. 1 10 lbs. 78  
No. 1 8 lbs. 69

**Herring**  
Holland white hoops, bbl. 12 25  
Holland white hoops, 1/2 bbl. 5 50  
Holland white hoop, keg. 75  
Holland white hoop mechs. 85  
Norwegian. 3 00  
Round 100 lbs. 1 50  
Round 40 lbs. 19  
Scaled. 19  
Bloaters. 1 60

**Mackerel**  
Mess 100 lbs. 11 00  
Mess 40 lbs. 4 70  
Mess 10 lbs. 1 25  
Mess 8 lbs. 1 03  
No. 1 100 lbs. 9 75  
No. 1 40 lbs. 4 20  
No. 1 10 lbs. 1 12  
No. 1 8 lbs. 93  
No. 2 100 lbs. 8 25  
No. 2 40 lbs. 3 60  
No. 2 10 lbs. 98  
No. 2 8 lbs. 81

9

**Whitefish**  
No. 1 No. 2 Fam  
100 lbs. 7 50 3 25  
40 lbs. 3 30 1 65  
10 lbs. 90 48  
8 lbs. 75 42

**SEEDS**  
Anise. 9  
Canary, Smyrna. 3 1/2  
Caraway. 7 1/4  
Cardamon, Malabar. 60  
Celery. 10  
Hemp, Russian. 4  
Mixed Bird. 4  
Mustard, white. 7  
Poppy. 6  
Rape. 4  
Cuttle Bone. 14

**SHOE BLACKING**  
Handy Box, large. 2 50  
Handy Box, small. 1 25  
Bixby's Royal Polish. 85  
Miller's Crown Polish. 85

**SCUFF**  
Scotch, in bladders. 37  
Maccaboy, in jars. 35  
French Rappes, in jars. 43

**SOAP**  
B. T. Babbitt brand—  
Babbitt's Best.  
Beaver Soap Co. brands

**GRAND PAS**  
50 cakes, large size. 3 25  
100 cakes, large size. 6 50  
50 cakes, small size. 1 95  
100 cakes, small size. 3 85  
Bell & Bogart brands—  
Coal Oil Johnny. 3 90  
Peekin. 4 00  
Detroit Soap Co. brands—  
Queen Anne. 3 15  
Big Bargain. 1 75  
Umpire. 2 15  
German Family. 2 45  
Dingman Soap Co. brand—  
Dingman. 3 85  
N. K. Fairbanks brands—  
Santa Claus. 3 25  
Brown. 2 40  
Fairy. 4 00  
Fels brand—  
Naphtha. 4 00  
Gowans & Sons brands—  
Oak Leaf. 3 25  
Oak Leaf, big 5. 4 00

**JAXON**  
Single box. 3 00  
5 box lots, delivered. 2 95  
10 box lots, delivered. 2 90  
Johnson Soap Co. brands—  
Silver King. 3 60  
Calumet Family. 2 70  
Scotch Family. 2 40  
Cuba. 2 40  
50 cakes. 1 95  
Ricker's Magnetite. 3 90  
Lautz Bros. brands—  
Big Acme. 4 00  
Acme 5c. 3 25  
Marselles. 4 00  
Master. 3 70  
Proctor & Gamble brands—  
Lenox. 3 00  
Ivory, 6 oz. 4 00  
Ivory, 10 oz. 6 75  
Schultz & Co. brand—  
Star. 3 00  
A. B. Whisley brands—  
Good Cheer. 3 80  
Old Country. 3 20  
Sapollo, kitchen, 3 doz. 2 40  
Sapollo, hand, 3 doz. 2 40

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

**SPICES**  
Whole Spices  
Allspice. 12  
Cassia, China in mats. 12  
Cassia, Batavia, in bund. 28  
Cloves, Zanzibar. 38  
Cassia, Saigon, broken. 38  
Cassia, Saigon, in rolls. 55  
Cloves, Amboyana. 17  
Cloves, Zanzibar. 14  
Nutmegs, 75-80. 55  
Nutmegs, 105-110. 40  
Nutmegs, 115-120. 35  
Pepper, Singapore, black. 18  
Pepper, Singapore, white. 28  
Pepper, shot. 20

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

**SYRUPS**  
Corn  
Barrels. 23  
Half bbls. 25  
1 gallon cans, per doz. 8 50  
1/2 gallon cans, per doz. 1 95  
1/4 gallon cans, per doz. 1 00

10

**Pure Cane**  
Fair. 16  
Good. 20  
Choice. 25

**STARCH**  
Kingsford's Corn  
40 1-lb. packages. 8 1/2  
20 1-lb. packages. 7  
6 lb. packages. 7 1/2

**Kingsford's Silver Gloss**  
40 1-lb. packages. 7 1/2

**Common Gloss**  
1-lb. packages. 5 1/2  
3-lb. packages. 5  
6-lb. packages. 6  
40 and 50-lb. boxes. 4  
Barrels. 3 1/2

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

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

**BEST GLOSS STARCH**  
CHAS. POPE GLUCOSE CO. CHICAGO.

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11

No. 8. 4 50  
No. 9. 4 45  
No. 10. 4 40  
No. 11. 4 35  
No. 12. 4 30  
No. 13. 4 25  
No. 14. 4 20  
No. 15. 4 15  
No. 16. 4 10



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

Plug	
Flat Iron.....	33
Crepe de Menthe.....	60
Stronghold.....	39
Elmo.....	33
Sweet Chunk.....	37
Forge.....	33
Red Cross.....	32
Palo.....	35
Kylo.....	35
Hlawatha.....	41
Battle Axe.....	36
American Eagle.....	33
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 Heldsick.....	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
1 X L, 6 lb.....	32
1 X L, 30 lb.....	32
Honey Dew.....	37
Gold Block.....	37
Flagman.....	41
Chips.....	34
Klin Dried.....	24
Duke's Mixture.....	38
Duke's Cameo.....	40
Honey Dip Twist.....	39
Myrtle Navy.....	40
Yum Yum, 1 1/2 oz.....	40
Yum Yum, 1 lb. palls.....	38
Yum Yum, 1 lb.....	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. palls.....	31
Col. Choice, 2 1/2 oz.....	21
Col. Choice, 8 oz.....	21

#### TABLE SAUCES

LEA & PERRINS' SAUCE	
The Original and Genuine Worcestershire.....	
Lea & Perrins', large.....	3 75
Lea & Perrins', small.....	2 50
Halford, large.....	3 75
Halford, small.....	2 25
Salad Dressing, large.....	4 50
Salad Dressing, small.....	2 75

TWIN	
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, 50 grain.....	11
Pure Cider, B. & B. brand.....	12
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
Scourline.....	3 50

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

WOODENWARE	
Bushels.....	95
Bushels, wide band.....	1 15
Market.....	30
Spint, large.....	4 00
Spint, medium.....	3 50
Spint, 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
12 in. 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.....	3 50
Double Duplex.....	3 00
Good Luck.....	2 75
Universal.....	2 25

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

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

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

FRESH FISH	
White fish.....	82 9
Trout.....	82 9
Black Bass.....	10 11
Halibut.....	10 15
Ciscoes or Herring.....	10 5
Bluefish.....	12
Live Lobster.....	20
Boiled Lobster.....	20
Cod.....	10
Haddock.....	9
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. H. Counts.....	33
F. S. D. Selects.....	27
Selects.....	27
Bulk Oysters.....	2 00
Extra Selects.....	1 75
Selects.....	1 35
Standards.....	1 15

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

Pelts	
Pelts, each.....	50@1 00
Lamb	
No. 1.....	4 1/2
No. 2.....	3 1/2
Tallow	
Washed, fine.....	15@17
Washed, medium.....	18@21
Unwashed, fine.....	11@14
Unwashed, medium.....	14@16

CANDIES	
Stick Candy.....	bbls. palls
Standard.....	7 1/2
Standard H. H.....	7 1/2
Standard Twist.....	8
Cut Leaf.....	9
Jumbo, 32 lb.....	7 1/2
Extra H. H.....	10 1/2
Boston Cream.....	10 1/2
Beet Root.....	8

#### 14

Mixed Candy	
Groceries.....	6 1/2
Competition.....	7
Special.....	7 1/2
Conservé.....	8 1/2
Royal.....	8 1/2
Ribbon.....	9
Broken.....	8 1/2
Cut Leaf.....	9
Kindergarten.....	9
Bon Ton Cream.....	9
French Cream.....	10
Dandy Pan.....	10
Hand Made Cream mixed.....	14 1/2
Crystal Cream mix.....	13

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

Fancy-In 5 lb. Boxes	
Lemon Sours.....	25
Peppermint Drops.....	25
Chocolate Drops.....	25
H. M. Choc. Drops.....	25
H. M. Choc. Lt. and Dk. No. 12.....	21 00
Gum Drops.....	25
Licorice Drops.....	25
Lozenges, plain.....	25
Lozenges, printed.....	25
Imperial.....	25
Molasses Bar.....	25
Hand Made Creams.....	80 90
Cream Buttons, Pep. and Wint.....	25
String Rock.....	25
Wintergreen Berries.....	25

Caramels	
Clipper, 20 lb. palls.....	9
Standard, 20 lb. palls.....	10
Perfection, 20 lb. palls.....	12 1/2
Amazon, Choc. Co'd.....	15
Korke, 2 for 1c pr bx.....	25
Big 3, 2 for 1c pr bx.....	25
Dukes, 2 for 1c pr bx.....	25
Favorite, 4 for 1c, bx.....	25
AA Cream Carls 3lb.....	25

FRUITS	
Oranges	
Florida Russett.....	2
Florida Bright.....	2
Fancy Navels.....	2
Extra Choice	
Lake Valencias.....	2
Seedlings.....	2
Medit. Sweet.....	2 1/2
Jamaicas.....	2 1/2
Rodi.....	2

Lemons	
Verdell, ex fcy 300.....	2
Verdell, fcy 300.....	2
Verdell, ex chco 300.....	2
Verdell, fcy 300.....	2
Malori Lemons, 300.....	4 00@4 50
Messinas 300s.....	3 50@4 00

Medium bunches	
Large bunches.....	1 50@2 00
Foreign Dried Fruits	
Figs	
California, Fancy.....	2
Cal. pkg, 10 lb. boxes.....	21 00
Extra Choice, 10 lb. boxes.....	
Fancy, 12 lb. boxes.....	2
Pulled, 6 lb. boxes.....	2
Naturals, in bags.....	2

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

NUTS	
Almonds, Tarragona.....	16
Almonds, Ivica.....	15
Almonds, California, soft shelled.....	12
Brazils.....	13 1/2
Pilberts.....	14
Walnuts, Grenoble.....	14
Walnuts, softshelled.....	14
California No. 1.....	2
Table Nuts, fancy.....	21 1/2
Table Nuts, choice.....	21 1/2
Pecans, Med.....	21
Pecans, Ex. Large.....	21
Pecans, Jumbos.....	21
Hickory Nuts per bu.....	2
Ohio, new.....	2
Cocoanuts, full sacks.....	2
Chestnuts, per bu.....	2

Fancy, H. P., Suns.....	
Fancy, H. P., Suns.....	5 1/2
Roasted.....	6 1/2
Choice, H. P., Extras.....	7 1/2
Choice, H. P., Extras.....	7 1/2
Roasted.....	6 1/2
Boan, Shild No. 1 in w.....	6 1/2

#### 15

##### STONEWARE

##### Butters

1/2 gal., per doz.....	48
1 to 6 gal., per gal.....	6
8 gal. each.....	54
10 gal. each.....	66
12 gal. each.....	78
15 gal. meat-tubs, each.....	1 20
20 gal. meat-tubs, each.....	1 60
25 gal. meat-tubs, each.....	2 25
30 gal. meat-tubs, each.....	2 70

##### Churns

2 to 6 gal., per gal.....	6 1/2
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, ball, per doz.....	85
1 gal. fireproof, ball, per doz.....	1 10

##### Jugs

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

##### Sealing Wax

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

No. 0 Sun.....	35
No. 1 Sun.....	35
No. 2 Sun.....	45
No. 3 Sun.....	55
Tubular.....	50
Nutmeg.....	50

##### LAMP CHIMNEYS—Seconds

No. 0 Sun.....	1 38
No. 1 Sun.....	1 54
No. 2 Sun.....	2 24

##### Anchor Carton Chimneys

Each chimney in corrugated carton.....	
No. 0 Crimp.....	1 50
No. 1 Crimp.....	1 75
No. 2 Crimp.....	2 48

##### First Quality



## Hardware

### American Wheels Still Popular Abroad.

In view of the steady annual decrease in the exportation of American bicycles from 1897 to 1900, inclusive, recent statistics, indicating a stronger demand abroad for them, are interesting.

The latest official statement on the subject, prepared by the Treasury Department at Washington, gives the amount of the cycle exports up to Aug. 1, 1901. In July the value of wheels shipped to the United Kingdom was \$37,140, as against \$25,396 in July, 1900. For seven months ending with July, 1901, the total of the cycle exports to that country was \$354,196, as compared with \$348,223 during a similar period last year.

For the one month named, the exportation of bicycles to France was even more satisfactory than that to England, wheels to the value of \$23,030 having been shipped there during July, 1901, as against shipments amounting to only \$7,202 in the corresponding month of 1900. For the first seven months of this year, though, the total exports to that country were slightly less than those of 1900.

Cycle exports to Central America and British Honduras have never been large, but in July of this year they exceeded, by about \$300, those of the same month last year, and for the period ending on July 31 last they exceeded the exportations of that period in 1900 by nearly \$3,000.

A striking increase is noticeable in the shipments to China. In July, 1901, the wheels sent to that country were worth \$28,840, whereas, in July, 1900, cycle exports amounted to only \$1,914; and in the first seven months of this year the shipments to China represented a value of \$11,991, as against \$16,294 in 1900.

Although the cycle exports to Africa in July of this year were somewhat less than those of the same month in 1900, the total value of the shipments for the seven months exceeded by almost \$20,000 the value of last year's exports for that term, this year's figures being \$46,780.

Increases are also recorded in the exports to San Domingo, British Australia, British North America and the British East Indies; while the statistics show little change in the value of the shipments to Cuba, other islands of the West Indian group and parts of Asia and Oceania.

It is true that the value of the exports to some other countries still continues to decrease. Germany, for example, imported American wheels to the value of \$160,866 during the first seven months of this year, whereas during the same period of 1900 her imports amounted to \$303,715.

In South Africa, also, the sales of wheels made in the United States are not what they should be, and this is conspicuously the case in Argentina and Brazil. In these two countries, as in other parts of South America, bicycles of German make appear just now to be the most popular; but this state of things is due, for the most part, to the activity manifested there by the German cycle agents and the lack of push exhibited by the representatives of American manufacturers.

Taking it all in all, however, Uncle Sam's wheels, in spite of the lively com-

petition in the cycle industry all over the world, are holding their own.—N. Y. Sun.

### Prompt Service.

"I'll give that waiter," said Rivers, "an order that will paralyze him."  
"What will you have, sir?" presently asked the waiter.  
"Bring me," replied Rivers, "some verulam and ova."

"Yes, sir."  
The waiter, a seedy-looking man in spectacles, went away with a strange gleam in his eye, and returned about fifteen minutes later with a large platter containing something hot.

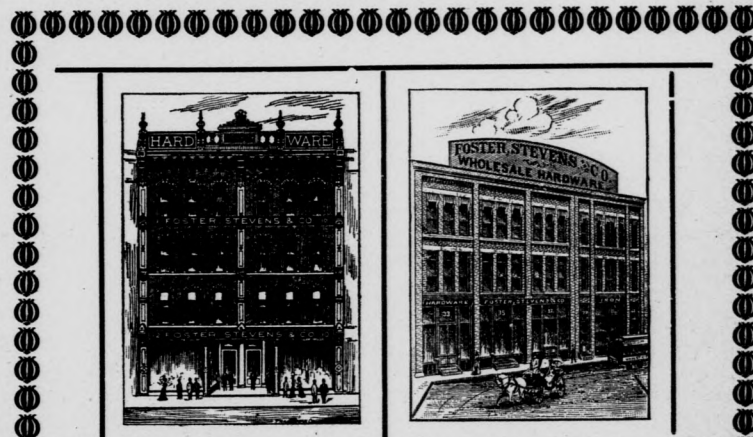
"Here you are, sir," he said. "Bacon and eggs. In ordinary English it would be 25 cents. In classic form it will be 45 cents. Culpam poena premit comes, as we used to say at college. Anything else, sir?"

## Hardware Price Current

Ammunition				
Caps				
G. D., full count, per m.	40			
Hicks' Waterproof, per m.	50			
Musket, per m.	75			
Ely's Waterproof, per m.	60			
Cartridges				
No. 22 short, per m.	2 50			
No. 22 long, per m.	3 00			
No. 32 short, per m.	5 00			
No. 32 long, per m.	5 75			
Primers				
No. 2 U. M. C., boxes 250, per m.	1 20			
No. 2 Winchester, boxes 250, per m.	1 20			
Gun Wads				
Black edge, Nos. 11 and 12 U. M. C.	60			
Black edge, Nos. 9 and 10, per m.	70			
Black edge, No. 7, per m.	80			
Loaded Shells				
New Rival—For Shotguns				
No.	Drs. of Powder	oz. of Shot	Size Shot	Gauge
120	4	1 1/2	10	10
128	4	1 1/2	9	10
128	4	1 1/2	8	10
128	4	1 1/2	6	10
128	4 1/4	1 1/2	5	10
154	4 1/4	1 1/2	4	10
200	3	1	10	12
208	3	1	8	12
236	3 1/4	1 1/2	6	12
265	3 1/4	1 1/2	5	12
264	3 1/2	1 1/2	4	12
Discount 40 per cent.				
Paper Shells—Not Loaded				
No. 10, pasteboard boxes 100, per 100.	72			
No. 12, pasteboard boxes 100, per 100.	64			
Gunpowder				
Kegs, 25 lbs., per keg	4 00			
1/2 kegs, 12 1/2 lbs., per 1/2 keg	2 25			
1/4 kegs, 6 1/4 lbs., per 1/4 keg	1 25			
Shot				
In sacks containing 25 lbs.				
Drop, all sizes smaller than B.	1 75			
Augurs and Bits				
Snell's	60			
Jennings' genuine	25			
Jennings' imitation	50			
Axes				
First Quality, S. B. Bronze	6 00			
First Quality, D. B. Bronze	9 00			
First Quality, S. B. S. Steel	6 50			
First Quality, D. B. Steel	10 50			
Barrows				
Railroad	12 00			
Garden	29 00			
Bolts				
Stove	60			
Carriage, new list	60			
Plow	50			
Buckets				
Well, plain	\$4 00			
Butts, Cast				
Cast Loose Pin, figured	65			
Wrought Narrow	60			
Chain				
Com.	7 c.	5-16 in.	5 c.	4 1/2 c.
BB	8 1/2	7 1/2	6 1/2	6
BBB	8 1/2	7 1/2	6 1/2	6 1/2
Crowbars				
Cast Steel, per lb.	6			
Chisels				
Socket Firmer	65			
Socket Framing	65			
Socket Corner	65			
Socket Sinks	65			
Elbows				
Com. 4 piece, 6 in., per doz.	75			
Corrugated, per doz.	1 25			
Adjustable	40 1/2			
Expansive Bits				
Clark's small, \$18; large, \$26	40			
Ives' 1, \$18; 2, \$24; 3, \$30	25			
Files—New List				
New American	70 1/2			
Nicholson's	70			
Heller's Horse Rasps	70			
Galvanized Iron				
Nos. 16 to 20; 22 and 24; 25 and 26; 27, List 12 13 14 15 16.	28			
Discount, 60	17			

Gauges	
Stanley Rule and Level Co.'s	60 1/10
Glass	
Single Strength, by box	80 1/20
Double Strength, by box	80 1/20
By the Light	80 1/20
Hammers	
Maydole & Co.'s, new list	33 1/4
Yerkes & Plumb's	40 1/10
Mason's Solid Cast Steel	30c list
Hinges	
Gate, Clark's 1, 2, 3	60 1/10
Hollow Ware	
Pots	50 1/10
Kettles	50 1/10
Spiders	50 1/10
Horse Nails	
Au Sable	40 1/10
House Furnishing Goods	
Stamped Tinware, new list	70
Japanned Tinware	20 1/10
Iron	
Bar Iron	2 25 c rates
Light Band	3 c rates
Knobs—New List	
Door, mineral, jap. trimmings	75
Door, porcelain, jap. trimmings	85
Lanterns	
Regular 0 Tubular, Doz.	5 00
Warren, Galvanized Fount.	6 00
Levels	
Stanley Rule and Level Co.'s	70
Mattocks	
Adze Eye	\$17 00. dis
Metals—Zinc	
600 pound casks	7 1/4
Per pound	8
Miscellaneous	
Bird Cages	40
Pumps, Cistern	75
Screws, New List	85
Castors, Bed and Plate	50 1/10 1/10
Dampers, American	50
Molasses Gates	
Stebbins' Pattern	60 1/10
Enterprise, self-measuring	30
Pans	
Fry, Acme	60 1/10 1/10
Common, polished	70 1/2
Patent Planished Iron	
"A" Wood's patent planished, Nos. 24 to 27	12 1/2
"B" Wood's patent planished, Nos. 25 to 27	11 1/2
Broken packages 1/4 c per pound extra.	
Planes	
Ohio Tool Co.'s, fancy	40
Sciota Bench	50
Sandusky Tool Co.'s, fancy	40
Bench, first quality	45
Nails	
Advance over base, on both Steel and Wire.	
Steel nails, base	2 65
Wire nails, base	2 65
20 to 60 advance	Base
10 to 16 advance	5
8 advance	10
6 advance	20
4 advance	30
3 advance	45
2 advance	70
Fine 3 advance	50
Casing 10 advance	15
Casing 8 advance	25
Casing 6 advance	35
Finish 10 advance	25
Finish 8 advance	35
Finish 6 advance	45
Barrel 1/2 advance	85

Rivets	
Iron and Tinned	50
Copper Rivets and Burs	45
Roofing Plates	
14x20 IC, Charcoal, Dean	7 50
14x20 IX, Charcoal, Dean	9 00
20x28 IC, Charcoal, Dean	15 00
14x20 IC, Charcoal, Allaway Grade	7 50
14x20 IX, Charcoal, Allaway Grade	9 00
20x28 IC, Charcoal, Allaway Grade	15 00
20x28 IX, Charcoal, Allaway Grade	18 00
Ropes	
Sisal, 1/4 inch and larger	8 1/4
Manilla	11 1/4
Sand Paper	
List acct. 19, '86	dis 50
Sash Weights	
Solid Eyes, per ton	25 00
Sheet Iron	
com. smooth. com.	
Nos. 10 to 14	\$3 60
Nos. 15 to 17	3 70
Nos. 18 to 21	3 90
Nos. 22 to 24	4 10
Nos. 25 to 26	4 20
No. 27	4 30
All Sheets No. 18 and lighter, over 30 inches wide, not less than 2-10 extra.	
Shovels and Spades	
First Grade, Doz.	8 00
Second Grade, Doz.	7 50
Soldier	
1/4 @ 1/4	19
The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.	
Squares	
Steel and Iron	60—10—5
Tin—Melyn Grade	
10x14 IC, Charcoal	\$10 50
14x20 IC, Charcoal	10 50
20x14 IX, Charcoal	12 00
Each additional X on this grade, \$1.25.	
Tin—Allaway Grade	
10x14 IC, Charcoal	9 00
14x20 IC, Charcoal	9 00
10x14 IX, Charcoal	10 50
14x20 IX, Charcoal	10 50
Each additional X on this grade, \$1.50.	
Boiler Size Tin Plate	
14x56 IX, for No. 8 Boilers, } per pound..	13
14x56 IX, for No. 9 Boilers, }	
Traps	
Steel, Game	75
Onelda Community, Newhouse's	40 1/10
Onelda Community, Hawley & Nor-	
ton's, choker per doz.	65
Mouse, choker per doz.	15
Mouse, delusion, per doz.	1 25
Wire	
Bright Market	60
Annealed Market	60
Coppered Market	50 1/10
Tinned Market	50 1/10
Coppered Spring Steel	40
Barbed Fence, Galvanized	3 25
Barbed Fence, Painted	2 95
Wire Goods	
Bright	80
Screw Eyes	80
Hooks	80
Gate Hooks and Eyes	80
Wrenches	
Baxter's Adjustable, Nickeled	80
Coe's Genuine	81
Coe's Patent & Agricultural Wrought	70



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

Foster, Stevens & Co.,

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

10 & 12 Monroe St.

Grand Rapids, Mich.



## CAVIARE'S RISING PRICE.

**The Catch of Sturgeon Is Growing Less Yearly.**

The great decline in the catch of sturgeon in American waters is one of the reasons for the large increase in the value of caviare, which sold as low as \$9 a keg in 1885 and as high as \$105 a keg last year. Caviare is the most valuable by-product obtained from the sturgeon. Until recently nearly all of the caviare obtained in this country was sent to Germany. John N. Cobb, an agent of the United States Fish Commission, has been investigating for the Government the sturgeon fishery of Delaware River and Bay. This is the largest sturgeon fishing ground in this country. Years ago the Delaware River and Bay swarmed with these huge fish. They were a nuisance in the river because of the damage which they did to the fish nets. Since 1870, however, sturgeon fishing has been pushed so energetically that unless the fish are protected they are threatened with extermination.

There has been a continuous decrease in the number of sturgeon taken by fishermen for the past ten years. The Delaware fishermen use gill nets to capture the sturgeon and their season begins early in April and closes about the middle of June. The fishermen live during the season on small vessels or immense scows fitted with a cabin at either end if their camp is near a swampy shore. Mr. Cobb explains the use of the gill nets, which average about 250 fathoms in length and twenty-one feet in depth:

"The nets are always drifted. The fishermen generally go out about two or three hours before slack water and put their nets overboard. As the fish feed near the bottom, the nets must be arranged so as to reach close to the bottom. This is done by sinking the cork-line the necessary distance below the surface by means of extra heavy leads on the lower line, and the net is kept track of by attaching to it wooden buoys, called 'dabs,' by means of ropes. The fishermen drift along behind their net, usually about the middle of it. Should a buoy indicate that anything has been captured in the net, the fishermen at once take in that section, and if a fish has been gilled it is hauled into the boat and the net is reset. The sturgeon are taken aboard by means of long-handled hooks of round iron. Although from six to ten feet in length, they struggle very little when gilled. When being hauled into the boat they seem to lose all heart, and are generally rolled in like a log. They make a rather difficult object, however, to get into a boat, owing to their great bulk and weight. The two men forming the crew have all they can conveniently handle when a big female sturgeon is taken. A fisherman at Bayside has been known to handle a seven-foot female single-handed, but this was a very unusual occurrence. The net is usually fished but once a day. It is taken in at slack water and the fishermen come back to camp with the ebb tide."

The cowfish which have hard roe of the kind used in preparing caviare are the most valuable, being worth from \$15 to \$65 each, the latter price having been paid for an extra large one last year. Female fish which have spawned, or with soft spawn which can not be used for caviare, and bucks, or male fish, are valuable only for their flesh. The females average about 350 pounds each when taken from the water and the males only sixty-five pounds each. Fer-

tilizer and oil are made from the refuse of the sturgeon. The caviare is prepared in this way:

"After the eggs have been removed from the fish, they are placed in large chunks upon a stand, the top of which is formed of a small-meshed screen. On the under side is arranged a zinc-lined trough, about eighteen inches deep, two feet wide, and four feet long. The operator gently rubs the mass of eggs back and forth over the screen. The mesh is just large enough to let the eggs drop through, and as they separate from the membrane by the rubbing they fall through into the trough and are thence drawn off into tubs by means of a sliding door at the end of the trough. After all the roe has been separated, the tub is removed and a certain proportion of the best Luneburg (Germany) salt added to the roe, after which the operator carefully stirs and mixes the mass with his hands. The most delicate part of the whole operation is in the manner of mixing. No direct rule can be given for doing this portion of the work, as the condition of the roe regulates the time consumed and the manner of handling. It requires practical experience to become proficient.

"After adding the salt, the mass of eggs first dries up, but in ten or fifteen minutes the strength of the salt draws from the eggs their watery constituents and a copious brine is formed, which can be poured off when the tub becomes too full. The salted eggs are poured into very fine-meshed sieves which hold about ten pounds each. In the caviare house are usually arranged long, sloping boards, with narrow strips nailed on each side. On these the sieves are placed and are left there from eight to twenty hours in order to drain thoroughly. The eggs have now become the caviare of commerce and are transferred to small casks of either oak or pine, which have been steamed in order to prevent any possible leakage; the casks are covered and allowed to stand until the gas escapes and the eggs settle. The vacant space caused by the settling is then filled and the cask headed up and put in a cool place until ready for shipment. The casks cost about \$1 each and hold about 135 pounds net. It requires about eleven quarts of salt to prepare a keg of caviare.

"Formerly only the hard roe was used in making caviare, but some of the fishermen have become so expert that they can handle roe which is medium soft and still prepare a fair grade of caviare."

Mr. Cobb estimates that 1,048 kegs of caviare were prepared in 1897 from sturgeon caught in the Delaware River and Bay and these were sold for \$90,738. During the season of 1899 only 700 kegs of caviare were obtained from this same district.—N. Y. Sun.

## Apple-Picking Time.

When September's purple asters stay to wreath October's crown,  
And the misty, wooded hill slopes are red and golden brown;  
When morns are hazy purple and wild geese southward fly,  
And fiery crimson lingers late along the evening sky;  
When swallows on the barn roofs perch, to chatter of their flight,  
When hints of frost are in the air and crickets chirp at night;  
Then come the pleasant days we love in Autumn's mellow prime,  
The jolliest days of all the year—the apple-picking time.  
For the laden boughs are bending low o'er all the orchard ways,  
The apples' cheeks are burning red and father smiles and says  
Some sparkling morn, "I think to-day we might as well begin.  
Be smart now, boys! you'll need a week to get those apples in."

## Fall.

By the corn shocks on the hill,  
By the coal man's awful bill,  
By the rustle in the reeds,  
By the books that Johnny needs,  
By these signs, by each and all,  
And by all the winds that blow  
We may guess and we may know  
Of the presence of the fall.

## Forgot His Mother Tongue.

Findlay, Ohio, Sept. 27.—Charles Grandi, an aged fruit dealer who came here from Italy a score of years ago, was called upon to-day to act as interpreter for some Italian laborers. He started to talk to them and found that he had forgotten his native tongue and the men could not understand him. He has confined himself to his room and will see no one. On a piece of paper, which he shoved under the door, he had written that he would not emerge until he had remembered the tongue of his fathers.

A workman going up the gang plank of a vessel in an English dock fell and hurt himself so badly that he died in a few days. The judge decided that his family was not entitled to compensation because a ship was not a factory; on appeal this decision was sustained by another court, but further appeal to the House of Lords resulted in a verdict that a ship was a factory. It was a factory to the plaintiff in the action, because that was where he was earning his living; the ship was in dry dock and it was a factory; therefore, the workman's family were entitled to recover.

Some day it will dawn upon the leading men in the cities of the United States that municipal beauty is worth more in drawing trade and visitors than any of the devices that are now expected to do this service. Some day boards of education may begin to realize that a cheaply planned public school building is not only an injury to the children, but an actual business detriment to the whole community.

A New Jersey octogenarian thought he wanted a wife and so he advertised. So many women responded that the old man became disgusted and decided to remain single. Men never want what they can too easily get.

## Business Wants

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

## BUSINESS CHANCES.

**FOR SALE—\$7,000 STOCK OF DRY GOODS** in good Southern Michigan town of 1,000 people. Will sell for 75 cents on the dollar if sold before Nov. 1. Address Bargain, care Michigan Tradesman. 78

**FOR SALE—30,000 ROLLS MEDIUM-PRICED** wall paper at 50 cents on the dollar. Will sell in lots to suit the buyer. For particulars address No. 79, care Michigan Tradesman. 79

**LOCATION WANTED BY A FIRST-CLASS** doctor; good town or city preferred. Do not care to buy unless small amount of office fixtures, but will rent property. Write No. 84, care Michigan Tradesman. 84

**FOR SALE—STOCK GENERAL MERCHANDISE**; no rubbish; no competition; cash receipts last year, \$10,000; will invoice \$4,000; no trades; first-class location; no transients to deal with. Address Postmaster, Rose Center, Mich. 83

**FOR RENT—BRICK STORE BUILDING AT** Bailey, 26x60 feet in dimensions, with eight living rooms overhead. Good location for grocery or general store. Rent reasonable. Address No. 82, care Michigan Tradesman. 82

**FOR SALE—A WELL-ASSORTED STOCK** of general hardware and farming implements in one of the best towns of Michigan of about 1,500 inhabitants. Will also sell or rent brick store, with all the modern improvements. Best of reasons for selling. For further information call or address Jesse S. Harris, 86 Ash St., Detroit, Mich. 81

**FOR SALE—GENERAL STOCK INVENTORY** about \$1,200, located in inland town twelve miles from Grand Rapids; doing cash business; will sell or rent store building. Willard Purchase, Corlith, Mich. 80

**FOR SALE—STOCK OF CROCKERY,** glassware, tinware, graniteware, notions and fixtures, about \$2,500. The best town in Michigan. Address Box 574, Alpena, Mich. 77

**DOCTOR—THE PEOPLE OF FOUNTAIN** desire a good physician to locate there. Address the Fountain Pharmacy, Fountain, Mich. 75

**WANTED—A SMALL SECOND HAND** safe (description). The Fountain Pharmacy, Fountain, Mich. 76

**FOR SALE—A SMALL STOCK OF DRUGS** in good location. Will invoice about \$900. Can be bought cheap. Rent \$10 a month. Sales \$9 a day. Address D. H. Hawks, Goshen, Ind. 74

**FOR SALE—DRUG STORE DOING PAYING** business in town of 1,500; only one other store; best reason for selling; stock will invoice about \$1,000; cash offers only will be considered. Address No. 72, care Michigan Tradesman. 72

**FOR SALE—BEST LOCATION FOR COUNTRY** store in Southern Michigan; store with dwelling attached; long established good paying trade; is worth \$1,500 clean money per year to any hustler; no competition; small stock of absolutely new staple goods. Write for particulars. Address X, care Michigan Tradesman. 50

**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 25 cents, or \$1.50 per doz. 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 UNDER-** taking 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

**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

**I WISH TO BUY A DRUG STORE FOR CASH** in a good live town. Karl H. Nelson, Cedar Springs, Mich. 61

**FOR SALE—BOWEN'S GRIST AND SAW** mills and other property to close up an estate. Might trade. For particulars, address Box 56, Bowen's Mills, Barry Co., Mich. 56

**PLANING MILL AND MANUFACTURING** plant for sale or exchange for lumber, or what have you? J. A. Hawley, Leslie, Mich. 53

**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, 240 North Burdick St., Kalamazoo, Mich. 45

**FOR RENT—A GOOD BRICK STORE,** splendidly located in a thriving and growing business town. Address A. M. Colwell, Lake Odessa, Mich. 46

**CLEARANCE SALES CONDUCTED QUICKLY** and without loss by our new method. It beats dry 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

**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, 123-128 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. 863

**FOR SALE, CHEAP—\$1,500 STOCK GENERAL** merchandise. Address No. 945, care Michigan Tradesman. 945

## MISCELLANEOUS

**WANTED—REGISTERED ASSISTANT** pharmacist. Address, stating wages and references, John Helmer, 9 E. Main St., Battle Creek, Mich. 73

**WANTED—POSITION BY EXPERIENCED** general merchandise or dry goods clerk. Good references furnished. Address X. Y. Z., care Michigan Tradesman. 69

**PHYSICIAN WANTED, REGISTERED** pharmacist preferred. Drug business can be bought. Address Drug Doctor, care Michigan Tradesman. 40