

MICHIGAN TRADESMAN

Nineteenth Year

GRAND RAPIDS, WEDNESDAY, OCTOBER 9, 1901.

Number 942



Offices { Widdcomb Bldg, Grand Rapids.
Detroit Opera House Block, Detroit.
L. J. Stevenson, Manager

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

Prompt attention to all kinds of Collections, Adjustments and Litigations. Our credit advices will avoid making worthless accounts. We collect all others.

THE MERCANTILE AGENCY

Established 1841.

R. G. DUN & CO.

Widdcomb Bld'g, Grand Rapids, Mich.

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

C. E. McCrone, Manager.

National Fire Ins. Co. of Hartford

Successor to

The Grand Rapids Fire Ins. Co.

CAPITAL, \$1,000,000

ELLIOT O. GROSVENOR

Late State Food Commissioner

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

1232 Majestic Building, Detroit, Mich.

WILLIAM CONNOR

WHOLESALE
READYMADE CLOTHING

for all ages.

Removed to William Alden Smith block, 28 and 30 South Ionia street. Open daily from 8 a. m. to 6 p. m.

Saturday to 1 p. m.

Mail orders promptly attended to. Customers' expenses allowed.

A. BOMERS,

..Commercial Broker..

And Dealer in

Cigars and Tobaccos,

157 E. Fulton St. GRAND RAPIDS, MICH.

Aluminum Money

Will Increase Your Business.



Cheap and Effective.
Send for samples and prices.

C. H. HANSON,

44 S. Clark St., Chicago, Ill.

Tradesman Coupons

IMPORTANT FEATURES.

- | | |
|-------|-------------------------|
| Page. | |
| 2. | Getting the People. |
| 4. | Around the State. |
| 5. | Grand Rapids Gossip. |
| 6. | Window Dressing. |
| 7. | Wall of Ignorance. |
| 8. | Editorial. |
| 9. | Editorial. |
| 10. | Dry Goods. |
| 11. | Clever Swindle. |
| 12. | Shoes and Rubbers. |
| 14. | Clothing. |
| 16. | Butter and Eggs. |
| 17. | Poultry. |
| 18. | Hardware. |
| 19. | The Typewriter's Lunch. |
| 20. | Woman's World. |
| 22. | Clerks' Corner. |
| 23. | The New York Market. |
| 24. | Microbe Murderers. |
| 25. | Commercial Travelers. |
| 26. | Drugs and Chemicals. |
| 27. | Drug Price Current. |
| 28. | Grocery Price Current. |
| 29. | Grocery Price Current. |
| 30. | Grocery Price Current. |
| 31. | Buy New Toys. |
| 32. | The Grocery Market. |
| | Hardware Price Current. |

ANOTHER INVASION.

If signs amount to anything there is trouble ahead. A cloud not half so large as a man's hand is gathering to the eastward and, small as it is, there are watching eyes that can see that it is already growing black. It has not yet reached the thundering size, but it is even now causing uneasiness and when uneasiness disturbs the commercial atmosphere everybody should be looking out. Look at it as we may, there is every indication of another invasion of Europe by the United States. Shoes that have brought woe to terrified old Austria are giving place to food products, and it looks now as if every blessed stomach in the Old World were going to be filled to the full—invaded by this country's wheat.

After due figuring it turns out that the world's wheat crop for 1901 is 2,640,000,000 bushels, of which Europe raises 1,360,000,000, leaving to other countries 1,280,000,000. Russia's share is about 340,000,000 bushels, France claims 304,000,000, Austria-Hungary 176,000,000, Germany 152,000,000, Italy 128,000,000, Spain 112,000,000 and Great Britain 56,000,000. The London paper that has ciphered that out estimates the wheat crop of the United States at 696,000,000 bushels, that of Canada and Manitoba at 64,000,000 and of India at 248,000,000; all of which goes to show that there is a shortage of wheat in Europe, a corresponding surplus in this country and that, therefore, rather than have starvation on the earth, that American surplus is going over to make up for that shortage, and there is nothing under the sun to prevent it.

If the matter could end here there would be nothing to be sore over. The idea of keeping Europe's millions from starving is pleasant even to the unphilanthropic, but, like Shylock's bond, "there is something else." The millions are kept from starving only by furnishing a profit to America, and while Europe is keeping body and soul together with American wheat, "that American"—the result of the Spanish war has made unpopular the Spanish

nickname for the Americans—is counting up and gloating over his gains. He is doing it this year, he will do it the next, he will keep on doing it. Breadstuffs will follow in the footsteps of the footwear until the European markets will be invaded with them—invasion number two. If the idea and the appalling fact behind it were "the be all and the end all" the consideration of it would be endurable; but it is not. In other lines the same fact presents itself: London to-day is undermined by an American mole and the American underground railroad is to be the result. If a European river is to be bridged an American bridge does it. The European railroad demands steel rails and the works at Pittsburgh furnish them. It wants engines and Taunton fills the order. An up-to-date sleeper or passenger car is called for and the delighted foreigner is happy—until he reads on the car door the name of the American shop that produced it. Whichever way he turns the same fact paralyzes him and with uplifted hands and voice he exclaims, in the language of Austria, "We are invaded! We are ruined by American cheap labor!" and he wants to "go for that heathen American."

He can. It is the glory of the American and his country that that is exactly what he wants the Austrian and his class everywhere to do. If points are wanted he will give them. For the sake of the fight and the excitement it furnishes, if funds are needed he will see that they are at hand. Invasion is complained of. Better than anybody else the American knows that there is abundant cause for the complaint, and nobody will be gladder than he to watch any attempt to repel it. He knows that the fate of the fight will depend on the wit and the skill of the contestants and he is ready to abide by the result. If the enemy's goods are better in any respect than his and they can be sold at a profit for less, be it so. All he asks is a fair field and no favor. Be it shoes or breadstuffs, railroad iron or engines, if what he offers is found inferior he withdraws his forces and the threatened invasion for the time being is at an end; only, at the outset, he wants it distinctly understood that an American armada, while it may temporarily withdraw, never goes to pieces, and the attempted invasion is sure to be made if the country aimed at continues to exist.

The experience of the past two days in Grand Rapids has plainly demonstrated that the letting down of the bars of respectability and observance of the laws of decorum and decency is not a good thing for any city, because it ushers in an era of laxness in conduct and a license which too frequently leads to lewdness.

The United States Treasury will soon issue a new ten-dollar greenback which will probably become known as a "buffalo bill." Its chief feature is the representation of a buffalo bull, with bent head and outstretched tail, on a prairie of sage grass, in the position of pawing for food.

GENERAL TRADE REVIEW.

The general conditions of all the leading lines of trade and industry continue the apparently healthy activity which has characterized recent months. In spite of the labor controversies the steel corporation has declared a dividend, which operates to give confidence as to the general situation. Reports for the month of September and for the nine months of the year give assurance that a new record of universal prosperity will be established by the first year of the century.

But in spite of all this the movement of the Wall Street market has been downward, owing doubtless to professional manipulation and to the fact of undue prices in some properties. Trading has generally been professional, although later reports indicate more activity and greater variations in values. European markets are carefully watching the situation here and trading is rather conservative. Talk of close money is a means of helping the bear interests, but there is little real fear of any material stringency.

The report of \$12,000,000 earnings above interest charges in the largest steel company for the last six months comes as a surprise in view of the strike troubles. Probably this is to be accounted for partly on account of those troubles as they increased the prices of stocks on hand and stimulated sales. Activity at the steel mills is the characteristic of present reports and prices are only kept within bounds by the conservatism of the operators. Bessemer pig and billets are in especially good demand, while sheet steel producers are three months behind in their orders.

The situation in the woolen goods market continues strong. Eastern wool markets report steady shipments and prices well sustained. Retail buying is reported increasing to an unexpected extent as the cold season approaches. Cotton prices have been stimulated by unfavorable crop reports and prospects of strikes at Fall River again. Footwear shipments are remarkable for their volume, not only from Boston, but all other manufacturing centers. The winter goods season should now be over, but the unexpected late demand has greatly lengthened the season.

The suggestion, by John W. Mackay, of the vigilance committee and hanging by mob law as a remedy for anarchism, is little better than anarchy itself. The doctrine that like cures like, or, as the homeopaths put it, "similia similibus curantur," may have some force in medicine, and the hair of the dog may be good for the bite, figuratively, but that lawlessness will cure lawlessness is a theory which should find advocates in no civilized country.

Uneasy lies the head that wears the crown. Yesterday King Edward VII. had the rheumatism, to-day he has the lumbago; it is reported in the dispatches that to-morrow he will very likely have cancer.

The clock ticks the music to which is set the pace of the marching hours.

Getting the People

The Value of Distinctiveness in Advertising.

Heeding the oft repeated and desirable admonition to make frequent changes in advertising, there is often, I may say usually, an entire lack of relation, or of any distinctive feature, from issue to issue which causes the loss of any continuous effect in the work. In whatever degree the advertising firm may become a familiar entity in the minds of readers there is, of course, a continuous value in the advertising. But this is such a slow and long undertaking, any means which will aid or expedite this result are worth consideration.

There are many ways of preserving identity in advertising work. Among these are the use of a certain uniform space and position in a newspaper; the use of a distinctive style of type not admitted elsewhere in the paper; a series of cuts of a general similar character; a trade mark; an engraved design for a heading; an engraved signature, etc., etc.

In the local paper the use of a uniform space and position may be made a valuable means of producing a continuous effect. In many cases it is not difficult to secure this advantage from the publisher provided the advertiser does not attempt the securing of one of the most advantageous locations. Of course the more prominent position may be desirable, and the effort may properly be made to secure as favorable a position as possible, but it can only be expected that the publisher will be willing to accord a medium position. With the general reader to-day the papers most prized for reading are those preserving uniformity in their departments, those in which he knows just where to find what he wants. Many periodicals will not cater to this desire as they think it better to compel the looking through all parts of the paper in the general interest of the advertisers. The local press is not generally so arbitrary. This desire on the part of readers illustrates the value of a certain space as a means of distinction. It may be urged that, becoming familiar with a certain advertisement in such a space, they become indifferent. This would be true if the advertisement were allowed to run without change; but where the matter is new and interesting every issue, the eye learns to seek instead of avoiding it. The use of a continuous space of this kind does not preclude the employment of large spaces elsewhere for special advertising, but I should not discontinue the regular one.

The use of a distinctive style of type for the display in an advertisement involves the purchase of several fonts for the exclusive use of the advertiser. The expense of this is not great when the advantage to be gained is considered even if the printer, in consideration of a profitable and long continued contract will not bear the expense himself. In making the selection it is desirable that transient, inartistic styles be avoided, as they soon become wearisome.

There are many houses who make it a business to furnish series of cuts for certain lines of trade, giving a new one for each issue. These may be of value in clothing lines and possibly in some others, but they are not enough to depend upon for continuous distinction if changed haphazard in position.

A trade mark, if simple and strong

IF NOT
SATISFIED
YOUR
MONEY
BACK.

FLEXNER BROTHERS.

THE DEPARTMENT STORE.

ALWAYS
IN TOUCH
WITH THE
TIMES.



A Beautiful Skirt.

It is a 7 gore, extreme flounce with wedge gores of the same materials. Gores are trimmed with satin bands to harmonize. Made from all wool homespun in several shades only.

\$6.00.

The very latest Novelties in Women's Velvet Skirts
\$28.00, \$25.00 and \$15.00.

NEW Fall Goods.

Best values are always found at this store. 10-4 Bed Blankets at 45 cents. Larger and heavier at 75 cents, \$1 and \$1.25.

Shaker Flannel

Better than you will find elsewhere, at 5c, 7c, 8c and 10c. Ten pieces of light and dark outing 5c. • Fleece Goods, French Flannel styles, at 12 1-2c a yard. The right goods and styles for dressing saque.

J. M. Flanagan.

For the Next Thirty Days.

Wall Paper Cheap.

Now is the time to paper your house. In order to clean up our wall paper rack and make room for next year's stock, which we buy this month, we are going to make some big cuts in prices. All 8c and 10c paper 5c a double roll; 12c and 15c paper 8c double roll; 20c paper 10c. Better goods at corresponding prices. Come in, look them over, and if they are not cheap don't buy them. No trouble to show samples.

Don't forget to bring along your drug wants and remember that we have everything in the drug line.

ALLEN B. WAY,
DRUGGIST.

The Mission of Toilet Soap.

A toilet soap should cleanse the skin—it should do this and nothing else. A safe soap is the one made from vegetable oils, with alkali and oil perfectly combined. Excess of oil means imperfect cleansing; excess of alkali means a roughened skin.

While cheapness in soap often means badness of quality, you need not pay high prices in order to get good soaps. We are careful in buying, and as a result of our carefulness we are able to furnish worthy soaps at little prices.

Lyman's Drug Store

HOW NECESSARY IT IS

To secure only the best of drugs in the compounding of all prescriptions. In other words to get just the drugs the doctor intends you should: That's the kind you get here. Try it.

E. M. KENNEDY, Druggist,
204 West Main Street.

Our Fall Clothing.

To say that we've looked after your interest is but to tell you what you've learned to expect us to do.

Every day brings something new from the makers, as carefully fashioned, as dainty, and as full of individuality and style as can be produced by the "make-to-measure" man.

Our stock is not a one man idea—the whole field has been gone over and the result we leave to your judgment.

Men's Suits, \$10 to \$25.
Young Men's Suits,

\$8 to \$22.

Children's Suits,
\$2.50 to \$10.

C. Lazard & Co.
LIMITED

MACK'S MILLINERY

We have purchased the agencies of Phipps and Atkinson Hats, and we are assured that every well dressed lady will feel interested in this exclusive line of street hats, before the assortment is broken.

MACK & CO.

Gold in your garret.

Hundreds of housewives who never dye anything, who think they can't dye, or imagine that it is a task, are losing the good of cast away fabrics that could be made almost like new by dyeing. It is an extremely easy process with the perfected dyes of today, and the cost is but a trifle.

Package Dyes.

We handle the best package dyes on the market. They color silk, wool, cotton, mixed goods, or feathers. They re-color the old fashioned dyes we can supply them and furnish directions. The materials will be of highest quality and will cost but little.

THOMPSON & GRICE,
Pharmacists,
ALLEGAN, MICHIGAN.

in design, may be of value either alone or in connection with some other method of securing continuous distinction.

The use of an engraved heading for an advertisement may be of value when the position is constantly changed in the paper as it serves to quickly identify the space to the eye and so serves to some extent the purpose of a uniform position. I do not think it desirable, however, in connection with a uniform position, for it then becomes tiresome.

A boldly engraved signature in different sizes is a good means of distinction, especially when spaces are frequently changed in size and position. In large spaces these are used several times in the same advertisement and to good advantage.

* * *

Flexner Brothers find it worth while to devote their space to an advertisement of one particular skirt with its price. It is this definite advertising that gains the attention and counts in results. Those attracted to the store by this advertisement do not all buy \$6 skirts, by any means. The printer has done well in paneling off the display and cut, so as to get rid of the ragged indefinite look otherwise inevitable—an example of good advertising.

J. M. Flanagan writes a good dry goods advertisement and his printer has given a good display. The comparison of values with others is rather indefinite and might well be dispensed with. The printer should have used a little more care in proof reading.

Allen B. Way has written a good wall paper advertisement and his printer has produced an artistic result, barring the first line, which is decidedly lame. The advertising value would have been improved by displaying the contrasting prices, because the average reader does not pick them out when run in a paragraph. The reference to drug wants in the last paragraph weakens the advertisement. The word "Druggist" conveys all that is necessary.

A good drug advertisement is that of Lyman's Drug Store and the composition could hardly be improved except by putting a finer line around the heading. The argument in the wording is interesting and the division of the paragraph increases the probability of its being read.

E. M. Kennedy writes an ideal advertisement for his space and the printer has handled his part well.

C. Lazard Co., Limited, uses a signature which seems to give strong distinction. My criticism of the advertisement is the lack of definiteness and conciseness both in the wording and price list. Prices from and to so large a range have really no meaning. Some distinction of goods and prices around the average would be much more attractive.

Mack & Co. get right to the point in their millinery advertisement, and the printer could not do his work better in the space.

An exceptionally good special advertisement of dyes is that of Thompson & Grice. The argument is clear and interesting, and nothing else is introduced to take away from the effect. The printer's work is a model.

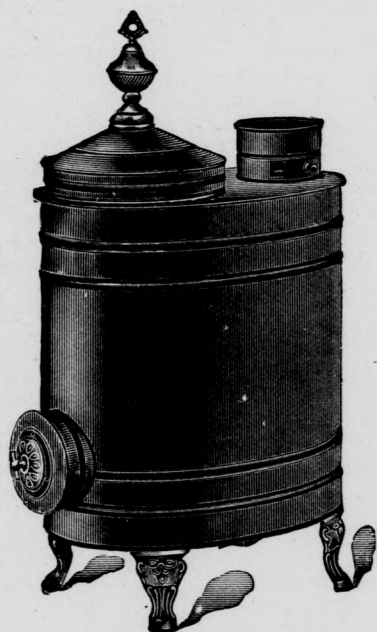
Not That Kind.

"These hirelings of capital may interrupt me," howled the shaggy-haired trades union orator, "but they can't make me stop talking! If they had their way, my fellow citizens, they would silence me with giant powder!"

"Not at all, sir," replied one of the jeering minions of capital. "They would use insect powder on you."

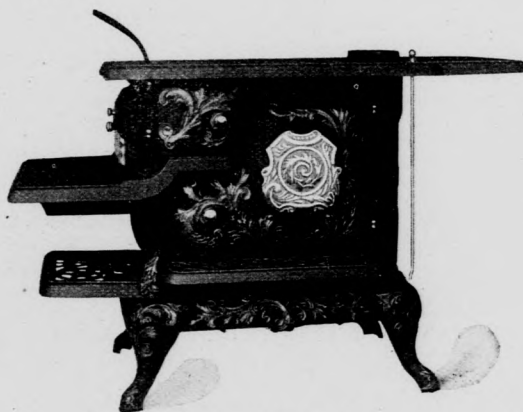
H. LEONARD & SONS

GRAND RAPIDS, MICHIGAN



"Air Tight" Wood Heater

Our Very Low Prices are the strongest arguments we can offer to convince you of the fact that you can make money by buying from us. Investigate for yourself and see if any dealer quotes you prices lower than ours. Ask for our complete stove list if you did not receive it.



"Ingham" Cook Stove



"Hot Blast" Wood Heater

Prices Like the Following Speak for Themselves

Air Tight Wood Heater, oval smooth steel body, with bottom draft regulator and check draft in collar, opening near bottom to remove ashes. The cover slips over nozzle and locks automatically.

No. 18 "Air Tight," size 15x18 in., height 30 in., not lined, each \$1.18.
No. 180 "Air Tight," size 15x18 in., height 30 in., lined, each \$1.40.
No. 200 "Air Tight," size 20x24 in., height 43 in., lined, each \$1.90.
No. 240 "Air Tight," size 24x24 in., height 43 in., lined, each \$2.25.

"Hot Blast" Wood Heater, polished steel body, double jacket and check draft. The cold is taken through the space between outer and inner jacket and discharged at the top, thereby uniformly heating the room.

No. 26 "Hot Blast," size 26x26 in., height 45 in., each \$6.40.

"Fair Oak" Heater, for wood and hard or soft coal. An ornamental and durable stove with extra heavy firepot, shaking and draw center grate and screw draft in ash pit door and lower half of feed door. Large ash and plenty of highly polished nickel ornaments.

No. 10, 10 in. fire pot, each... \$ 5.25 No. 16, 16 in. fire pot, each... \$ 9.00
No. 12, 12 in. fire pot, each... 6.50 No. 18, 18 in. fire pot, each... 10.00
No. 14, 14 in. fire pot, each... \$7.75

"Columbia Home" Coal Heater, a modern, strictly high grade coal stove, so constructed as to provide the greatest amount of heat with the least fuel. Fire pot a grate removable through front doors. Has polished nickel dome, swing top, foot rail and ash pit door, which parts are all removable. You can confidently recommend this stove to your customers.

No. 40, 14 in. fire pot, each \$31.20.
No. 50, 15 in. fire pot, each \$35.00.

"Ingham" Cook Stoves, absolutely the best stoves for the money. All very heavy castings and made of selected materials throughout. Has removable double fire back, tin lined oven doors, extension shelf and nickel towel rod on back, and large shelf under the hearth, which can be adjusted to rear of stove at bottom. Ornamental base, nickel name plate, door knobs and oven door kicker. Compare the sizes.

No. 8-20 Square, with four 8 in. holes. Size oven 20x20 in., top 25x29 in., each \$10.25.

No. 9-20 Square, with four 9 in. holes. Size oven 20x20 in., top 25x29 in., each \$10.25.

No. 8-20 With Porcelain Lined Reservoir, four 8 in. holes. Size oven 20x20 in., top 25x40 in., each \$13.50.

No. 9-20 With Porcelain Lined Reservoir, four 9 in. holes. Size oven 20x20 in., top 25x40 in., each \$14.50.



"Fair Oak" Wood Heater



"Columbia Home" Coal Heater

Our Holiday Catalogue, showing the choicest and most exclusive line of novelties, toys, china, etc., etc., has been mailed this week. Did you receive a copy? If not, write for it at once. It will be money in your pocket because it will guide you to **the lowest priced house in the United States.**

Around the State

Movements of Merchants.

Crapo—John A. Kintz has opened a new grocery store.

Coldwater—The Ideal Fixture Co. has sold out to A. Visel.

Quincy—F. E. Mellen has purchased the grocery stock of A. R. Taylor.

Manistee—P. N. Cordoza is closing out his dry goods and millinery stock.

Blissfield—Mrs. James R. Keeler has sold her millinery stock to Berning & Righter.

Frederic—Louis J. Lempke has sold his general merchandise stock to W. T. Kirkley.

Jackson—B. F. Cook has sold his grocery stock at 815 East Ganson street to E. H. Cochrane.

Battle Creek—E. M. McConnell succeeds Edward Corrigan in the furnace and tinware business.

Kalamazoo—F. E. Riley is succeeded by Cleveland & Armstrong in the grain and clothing business.

Hancock—Geo. H. Nichols is now ready for business in his new drug store in the Kauth block.

Gilbert—L. L. Freeman is erecting a warehouse as large again as the one destroyed by fire last summer.

Maybee—Henry Creasey has engaged in the drug business, having purchased the stock of Lawrence Baldwin.

Caseville—Robert R. McKinley has purchased the general merchandise stock of Frances E. (Mrs. Neil) Conley.

Elton—J. L. Felton has sold his general stock to Arthur S. Cassety, who will continue the business at the same location.

Jasper—Carncross & Palms is the style of the new firm which succeeds Eugene A. Carncross in the hardware business.

Hancock—About sixty Norwegians are considering the organization of a co-operative society to establish and maintain a general store.

South Haven—Jesse F. Goodrode has sold his drug stock to E. Murray and Chas. Hine, who will continue the business at the same location.

Sand Creek—The general merchandise firm of C. M. Stockwell & Co. has been dissolved. C. M. Stockwell continues the business in his own name.

Marquette—P. Grant & Son, dealers in harnesses, have dissolved partnership. Peter Grant, Jr., has removed to Houghton, where he has accepted a position.

Kalkaska—Hurley & Landrum have opened a meat market at Rapid City in connection with their market here. Ralph Hurley has been placed in charge.

Montague—Frank Ball has purchased the interest of Ernest and Will Kison in the grocery stock of Kison Bros. and will continue the business at the same location.

Tecumseh—G. N. Dawson, formerly of Adrian and now at Bellevue, has purchased a grocery and crockery stock at this place and will take possession in about thirty days.

Flint—The grocery store of A. A. Riker was closed Tuesday on a chattel mortgage held by W. J. Gould & Co., of Detroit. The stock is advertised for sale next Monday.

Ypsilanti—Mr. Seckenger, who has been in the employ of Vought & Rogers for the past four years, will engage in the meat business at Tecumseh in partnership with W. Voorheis.

Ludington—O. J. Wangen is closing

out his stock of wall paper and art goods and will discontinue business at this place. He will devote his entire attention to his store at Manistee.

Mt. Pleasant—The creditors of the late People's Savings Bank are to receive another dividend this week, making 65 per cent. in all. They may get another small sum before the affairs are fully closed up.

Parnell—Joseph Joyce, of Cannon, has leased the store building of Dr. McAvoy and opened a general store. Dr. McAvoy has moved his stock of drugs into the building adjoining, which he will occupy as an office.

Dowagiac—Volney Osborn, formerly in the hardware store of G. E. Bishop, has purchased a half interest in the shoe business of John G. Smith, which will hereafter be conducted under the style of Smith & Osborn.

Dowagiac—The Grocers and Meat Dealers' Association recently adopted a resolution to discard the use of telephones in receiving orders from their customers on and after Oct. 1. The pressure brought to bear on the merchants was so great that the action was rescinded.

Benton Harbor—Wm. Bruce, of the Yellow Front Bargain store, who recently purchased the interest of his partner, Geo. Cohn, has sold a half interest in the business to Chas. E. Stone, of the grocery and crockery firm of Morrow & Stone. The new firm will be known as Bruce & Stone.

Manistee—L. C. Larson, who has for some time conducted a wholesale and retail grocery business in connection with his dry goods, clothing and boot and shoe line, has sold the wholesale business to Frank Firzlaiff & Co. He will continue the retail department the same as heretofore.

Muskegon—Gerrit Boss has purchased the grocery stock of G. H. Bennink, at 42 Mason avenue, and will remove his grocery stock on Myrtle street to the new location. Mr. Bennink has been engaged in the grocery business at the stand which he has just sold for over sixteen years and retires from business on account of ill health.

Houghton—Articles of incorporation of the Northern Supply Co. have been filed with the county clerk for the purpose of carrying on a general fuel and supply business, including building materials. The capital stock is \$150,000, of which \$100,000 is paid in. The incorporators are Thomas S. Dee, Lessing Karger and Wm. G. Rice.

Laurium—The stock of general merchandise of the F. J. Hargrave Co. was recently seized by Augustus C. Drake as trustee for mortgagees whose claims aggregate \$7,142.38. The Hargrave Co. is a corporation and the offices soon after the seizure made a general assignment without preferences for the benefit of the creditors. The assets are claimed to be \$17,000 and the liabilities about \$10,000.

Calumet—The new jewelry and fur stores of G. A. McHenry and James Orenstein & Co. were opened to the public last week. The building they occupy on Fifth street has been repaired and redecorated and now presents a fine appearance. Mr. McHenry is a newcomer in Calumet, having moved here from West Superior, where he was also engaged in the jewelry business. Orenstein & Co. came originally from West Superior, but have been engaged in the fur business here for some time.

Manufacturing Matters.

Mt. Clemens—The Mt. Clemens Casket Co. has increased its capital stock to \$15,000.

Ypsilanti—The Ypsilanti Bed Spring Co. has filed articles of incorporation, with a capital stock of \$12,000.

Manistee—The Manistee Novelty Co. has been organized to engage in the manufacture of novelties. The capital stock is \$40,000.

Crosswell—The Sanilac Sugar Refining Co. is the style of a new beet sugar enterprise at this place. The capital stock is \$350,000.

Port Huron—P. S. Sheridan, of Detroit, has been awarded the contract for the construction of an \$18,000 building for the Aikman Cracker Co.

Zeeland—A new manufacturing enterprise has been established at this place under the style of the Wolverine Specialty Co. It is capitalized at \$10,000.

Lyons—The Ash-Harper Co. has been organized to manufacture gasoline engines, marine engines and automobiles. The plant will be removed from Lansing.

Detroit—Notice has been filed with the county clerk that the capital stock of the Detroit Table Manufacturing Co. has been increased from \$5,000 to \$10,000.

Reed City—Gerber & Strable have purchased the shingle mill plant of Wenzell Bros. and will rebuild and remodel same to conform to their lumbering interests.

Marshall—The Lambert Food Co. is in process of organization, with a proposed capital stock of \$50,000. Twenty days' time has been given to raise the amount necessary to complete the remainder required.

Petoskey—C. W. Caskey & Sons have removed their planing mill plant to Sault Ste. Marie, where they have another mill in operation. Besides engaging in the contracting and building business, they will operate a stone quarry.

Holland—A. W. Gumser and J. H. Kleinheksel have formed a copartnership and engaged in the manufacture of rattan and willowware in a new factory building near the depot. Mr. Gumser was formerly engaged in the same line of business at Muskegon.

Calumet—The Vienna bakery, on Pine street, which was owned and conducted for some time by Leander Brown, now deceased, has been purchased by an association of young men and will be conducted under the style of Wickstrom, Casey & Co.

Battle Creek—The National Cereal Co. is the latest addition to the ranks of Battle Creek's health food enterprises. It is officered by Charles Kubach, Chairman; George W. Taylor, Abilene, Kan., Secretary, and Walter H. North, Treasurer. The company is capitalized at \$400,000, of which one-half is represented by certain devices, inventions and a formula for the food.

Port Huron—Milton R. Wood has resigned his position as general manager of the Port Huron Salt Co. and is succeeded by H. M. Thompson, of Ludington. It is rumored that Mr. Wood will engage in the manufacture of soda ash on the property south of the salt works.

Jackson—The Harmon-Whitmore Manufacturing Co. has recently received several flattering offers to remove elsewhere, in consequence of which the General Welfare Association has taken the matter under consideration, with a view to keeping the factory in Jackson, if possible.

Benton Harbor—The Wolverine sugar factory will start grinding beets about October 16. The beets will commence to arrive from Southern Illinois this week. Sixty men are employed at the factory cleaning the machinery and making the necessary repairs preparatory to the season's run.

Adrian—The City Roller Mill, which is owned by the Detroit Milling Co., and which has been idle for a year, has been thoroughly overhauled and the wheels put in motion again. The mill will run night and day. It has a daily capacity of 700 barrels and is one of the finest mills in the State.

Vicksburg—The Kalamazoo Pant & Overall Co. will start a branch factory at Vicksburg. The basement and ground floor rooms of the Stofflet block will be used at an annual rental of \$300, which will be paid by our people. From thirty to fifty machines will be used, giving employment to over sixty people.

Detroit—Articles of incorporation have been filed by the National Construction Co. The purpose of the corporation is the building and equipping of factories, especially sugar factories, and the organizers are Robert R. Bane, J. C. Dumont and Alfred Musy. The corporation is capitalized at \$500,000.

Petoskey—Geo. E. Beach, of Linden, has purchased the ground and buildings at the corner of Howard and Rose streets, and will establish a factory for the manufacture of buggies, carriages and farm wagons. Fifteen men will be employed at the beginning and it is expected that this number will be greatly increased.

Detroit—Articles of association have been filed by the Caille, Schiemer Co., organized by Joseph M. Caille, Jacob Schiemer, Robert C. Yates and John Marquette. The purpose of the corporation is to manufacture and sell coin-operating machines, mechanical and other novelty devices. The company is capitalized at \$100,000.

Detroit—The Challenge Envelope Co. formerly owned by Thos. M. Sherrieff, but incorporated Oct. 1 with T. M. Sherrieff, Giles B. Nichols and Mrs. E. T. Nichols as stockholders, will remove from Detroit to Trenton. At least twenty persons will be given work at the commencement, with prospects of doubling that number soon.

WROUGHT IRON PIPE

We have a large stock of 1/4 to 8 inch Black, 1/4 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

HONEY WANTED

Will pay cash; write or see us before selling.

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

Grand Rapids Gossip

The Grain Market.

Wheat remained very steady. There was no spasmodic advance or depression in the price of futures, while cash wheat is held at an advance of from $\frac{1}{2}$ @1c over December option in Chicago market. The situation has not changed since last week—yes, not for a month. The receipts in the Southwest are still lower than they should be, considering the large crop, while in the Northwest the receipts are much larger than last year. However, this can be accounted for by the short harvest they had last year. Our exports from both coasts, according to Bradstreet's, were 6,195,000 bushels. Our exports last year were 45,414,000 bushels. For the same time this year they were 84,753,000 bushels. Our visible showed an increase of 2,170,000 bushels, but that did not depress the market; in fact, wheat is lower than any other commodity and, in the absence of any speculation, the market remains dormant. This, however, can not last always.

Corn is very steady in price. Receipts have been about equal to shipments. As the price is very high, the trade are afraid either to sell long or short; in fact they are waiting to see if conditions will not change.

Oats continue scarce and the demand is very good; in fact, the demand exceeds the offerings at present at full prices.

Rye is off in value, owing to the holding off of the distillers. At present the market is very sluggish. There is more rye pressing on the market than there is demand for.

Beans made an advance of about 10c per bushel during the week and seem to be very firm and wanted.

Flour remains steady, as the cash price of wheat holds up, and there is no indication of lower prices for the present. It looks like a strong market and may advance.

Mill feed shows signs of weakness, as the demand is not as urgent as it was. However, for the present the mills are sold ahead.

Receipts of wheat during the week have been as follows: wheat 63 cars, corn 6 cars, oats 4 cars, flour 7 cars, beans 3 cars, malt 1 car, hay 9 cars, straw 2 cars, potatoes 5 cars.

Millers are paying 68c for wheat.

C. G. A. Voigt.

The Produce Market.

Apples—The best fruit is practically all owned by buyers who have been in the orchards for the past month. Baldwins and other favored varieties command \$2 for the fruit at the orchard, selling for \$3 per bbl. from second hands.

Bananas—Prices range from \$1.25 @ 1.75 per bunch, according to size.

Butter—The receipts of dairy grades are very heavy, ranging from packing stock in shoe boxes and kerosene barrels to fancy in crocks and tubs. The price ranges from 12c for packing stock to 14c for choice and 16c for fancy. Extra creamery is strong at 21c.

Beets—\$1.25 per bbl.

Cabbage—\$1.75 per crate of four dozen.

Carrots—\$1.25 per bbl.

Cauliflower—\$1 @ 1.25 per doz.

Celery—15c per doz.

Corn—Evergreen, 8 @ 10c per doz.

Eggs—Dealers hold strictly fresh at 17c and cold storage at 15c. Receipts of fresh are fairly liberal, but not enough to meet local requirements.

Egg Plant—75c per doz.

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

Grapes—Wordens fetch 13 @ 14c for 8 lb. and 10c for 4 lb. baskets. Delawares command 15c for 4 lb. and Niagara 15c 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.

Onions—Local dealers are offering choice stock at 85 @ 90c this week, but state that the price will be advanced to \$1 next week. The conditions at present point toward comparatively high prices, as crops in the onion growing centers are much smaller than expected. It is improbable that the total harvest for the season will amount to 3,000,000 bushels. Last year the crop amounted to 3,738,000 bushels, while in 1899 it was 4,615,000 bushels. Reports from New York, Connecticut and Ohio show that, as was predicted, the commercial crop will be small. The early floods, wet weather, insect damage and blight are responsible for these conditions and the bulbs this season are unusually small. While the acreage devoted to onions is somewhat larger than last year the yield has been materially reduced. The quality of marketable onions for the winter markets is variable. In Ohio and Pennsylvania the yield is good, but the onions are small. In New York farmers have plenty of small bulk, but inferior quality, while the stock throughout Connecticut is equally irregular.

Oranges—Jamaicas command \$4 @ 4.25 per box.

Parsley—20c per doz.

Peppers—Green, 60c per bu.

Peaches—Smocks and Salaways are still coming in, but the quantity is so small that the price has advanced to 75c @ \$1 per bu. Old Mixons are to be had in limited quantities at 85c.

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

Potatoes—The price is about steady at 50 @ 55c per bu.

Poultry—Fowls and chickens are lower on account of the large amount brought in by the farmers who come to town this week to take in the carnival. Live hens command 5 @ 6c; spring chickens, 6 @ 7c; turkey hens, 8 @ 9c; gobblers, 8c; young turkeys, 10c; spring ducks, 7 @ 8c. Pigeons are in moderate demand at 50 @ 60c per doz. and squabs are taken readily at \$1.20 @ 1.50.

Quinces—Declined to \$1.25 per bu. The quality is not first-class.

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 and genuine Jerseys to \$3.

Tomatoes—50 @ 60c per bu.

Watermelons—14 @ 15c for home grown.

Wax Beans—75c per bu.

Amos S. Musselman, as trustee of the mortgage uttered by Chas. Anderson, the Newaygo grocer, has closed out the stock to the other merchants at that place, realizing about \$200 therefrom. The mortgage was originally given for \$1,200, but had been reduced to \$800 by Mr. Anderson. The Musselman Grocer Co. and the Ball-Barnhart-Putman Co. were included in the mortgage. Unsecured creditors will receive nothing.

T. H. Thurston, senior member of the firm of Thurston & Co., general dealers at Central Lake, passed through the city this week on his way to his winter home on Cataline Island, near Los Angeles. He was accompanied by his wife.

Eugene Randolph has opened a grocery store at Pewamo. The Lemon & Wheeler Company furnished the stock.

Coeling, DeBoer & Co. succeed Smitter & Coeling in the grocery business at 283 Jefferson avenue.

THE AGE OF SPECIALIZING.

Whenever a Grand Rapids man gets up wrong end to or eats a breakfast which does not agree with him he forthwith proceeds to get himself interviewed and takes a fall out of the Board of Trade because it is not doing more to influence the establishment of new manufacturing industries. This procedure has been repeated so frequently of late that it has ceased to be merely amusing—it has actually become ridiculous. The latest effort in this direction is that of Edwin Owen, of the contracting firm of Hauser, Owen & Ames, who has recently returned from Kalamazoo, where he has superintended the construction of a new paper mill. In the course of a newspaper interview the other day, he remarked:

There seems to me to be no reason why Grand Rapids should not have one or more of these paper mills, which are about as paying properties as can be found. The Kalamazoo people, at least, are certain of the profitable nature of the business, for when President Hodges, of the Superior Paper Co., went to Kalamazoo to organize his company, the \$150,000 capital which he required was all subscribed within forty-eight hours and no urging was necessary. There is none of it for sale, either. This mill is to manufacture tissue paper, the other mills manufacturing other qualities. Kalamazoo has no advantages for this industry that Grand Rapids has not. There is a little water power, it is true, but no more than at Grand Rapids. The pulp used in the manufacture of the paper is shipped in from outside and could just as well be freighted to Grand Rapids as to that town.

These paper mills are paying big dividends. I am informed that the stock of one of the Kalamazoo factories is paying 2 1/2 per cent. per month and has been doing it for some time.

It would be a fine thing if the Board of Trade in this city could get correspondence with some paper man who is anxious to branch out for himself as Hodges did in starting the Superior mill at Kalamazoo. He was formerly with the Bardeen mills at Otsego, but found backing to go into business for himself.

The Tradesman is obliged to dissent from the opinion of Mr. Owen to the effect that Grand Rapids ought to have a paper mill. In the very nature of things the manufacture of paper, like the furniture industry, must be centralized in order to obtain the best results and provide for the largest possible expansion. Speaking along these lines at the semi-centennial banquet of the Grand Rapids Board of Trade, William Widdicombe—who has probably studied the economic and philosophic side of manufacturing as carefully and conservatively as any man in Michigan—remarked:

Citizens who call upon the Board of Trade to bring in other industries forget the localizing tendencies of manufacturing in this age—how one locality becomes the center of an industry and another the center of other manufacturing—for the natural home of the manufacturer is in the vicinity of his particular line. There, and there only, can he hope to attain the highest degree of success. So many illustrations of this can be seen as to make mention almost unnecessary, although I might speak of the brass manufacturing concentrated at Waterbury, silver plating and bronze working at Meriden, lock manufacturing at Eagle River, morocco leather at Newark, jewelry at Providence and glove manufacturing at Gloversville and Johnstown. Many other examples can be cited, but the lock and glove manufacturing are perhaps the most interesting to us, as they bear the same relation to their localities that furniture manufacturing did and does to Grand Rapids. They had no original local advantage. One might say, as with us, that they

had many adverse conditions to overcome, yet at no other points in the United States can these articles be so successfully produced as in or near those towns; and the parallel is peculiar, for the glove business at Gloversville and Johnstown had even no shipping facilities until a comparatively recent day, all their material and manufactured product having been freighted fifteen to thirty miles each way in wagons to the railroad. Even to this day the lock business at Eagle River is in this condition and Meriden depends upon one little branch railroad. Still, even so situated, these places are invincible in meeting competition.

The argument that a community should not depend upon one interest only—that it is not wise to confine itself to one particular line in manufacturing, or, in common phrase, not wise "to carry all our eggs in one basket"—might and doubtless did hold good under business conditions of thirty or forty years ago, but to-day that theory has lost much of its force.

This is an age of specializing and the individuals or towns that concentrate their energies toward one interest gain such high degree of perfection in both quality and quantity that they can distance all competitors and supply and control the markets for their special productions.

The Tradesman candidly believes that the opinion so often expressed—that, when depression appears, the town having a single manufacturing interest suffers excessively—is equally misleading; there is no general evidence to support that view. Some industries having exceptionally favorable conditions may partially escape the influence of reverses or panic, but there is no universal law to that effect, and certainly there is no reason to suppose one industry should be singled out to endure more than the country at large, or suffer more because it has been brought to a high degree of perfection. The fact that it has achieved exceptional success but provides a positive degree of strength and safety to protect it against disaster, for other less favored cities must suffer great loss in business before it would feel the effects of a depression.

The Wurzburg Department Store has compromised nearly all of its indebtedness at from 15 to 25 per cent., depending on the stubbornness of the creditor. It is stated that the funds to make the settlements have been furnished by Strong, Lee & Co., of Detroit, who will naturally have a preponderating influence in the re-organization of the business. Whether it will be continued under the same style as before or under a new name has not yet been announced.

Fred L. Heath, the Hastings druggist, has purchased the Paul V. Finch & Co. drug stock at 75 Canal street of Mrs. Ella Finch and will continue the business under the management of Frank H. Escott.

Phin Smith has added a line of groceries to his department store at Hastings. The stock was furnished by the Lemon & Wheeler Company.

N. A. Doxtater has sold his furnishing goods and boot and shoe stock at 489 South Division street to Lucretia Brougersma.

Nels Christenson has engaged in the grocery business at Newaygo. The Ball-Barnhart-Putman Co. furnished the stock.

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

Window Dressing

Taking Advantage of Events of Importance.

In modern advertising one of the cardinal points of success lies in the advertiser's ability to draw attention to the subject-matter of the advertisement by taking advantage of great popular interest or events of importance at the time of the occurrence of such events. This principle of advertising is equally applicable to advertising by the use of window displays. All branches of the advertising art are governed by practically the same rules and ideas. It would seem however, that the principle of advertisement outlined above is lost sight of or wholly despised by the majority of retail merchants. On the Saturday morning following the death of our late President an inspection of the windows of many of the best retail houses revealed a riot of color glaringly at variance with the feeling of the public and the probable needs of the business of the day. It is true that later in the afternoon many stores remedied in part their omissions of the morning and made displays of black neckwear and other merchandise in keeping with the tragedy and sorrow of the National disaster. Yet the unfortunate impression of unreadiness, of inability to grasp the situation, had been already created.

Public sentiment, influencing the current styles and colors of a nation's clothing, should be reflected in the merchandise prominently displayed in the store and windows of dealers almost coincidently with the happening of the events arousing such sentiment. Otherwise these windows as the mirrors of public sentiment and desire in the matter of current wear are valueless and misleading. At dusk of the Saturday in question, and even on the Monday following, gaudy and unsuitable displays were still to be noticed in the windows of many smart and supposedly up-to-date establishments. At one of these places the curious explanation was offered that no change from colored to dark merchandise had been made in the window display because it was not desired to do anything which apparently took advantage of the President's death and the public sorrow as a means of advancing the sales of goods. A curious argument! But it is, of course, certain that no possible suspicion of untimely and indecent greed could be suggested by a display of garish merchandise at a time of acute national grief and desire for its expression.

A notable exception to this extraordinarily languid expression of business concern and interest was noticed outside of retail circles in New York City in the treatment of the building occupied by a great metropolitan newspaper. This building was by early dawn draped in solemn and impressive black, a prompt and eloquent token of sympathy and respect, and recognized as such by a crowd fully alive to the needs of perceptible seemliness of attire and decoration, as evidenced by the gratifying majority of men and women who had instinctively donned somber and suitable apparel. Had the proprietor of this newspaper been engaged, for instance, in the furnishing goods business, no flaring green or red neckwear would have awakened adverse comment by its gross incongruity at noon of the day following the death by assassination of a good and noble American of such public repute and esteem. Sympathy

and good taste would on this occasion have been happily expressed, and self-interest consulted, with all due delicacy by and early and timely display of articles in the colors used to betoken bereavement. It is such quick grasp of opportunity which marks the man of sympathy, refinement and thought in business, and which goes such a long way toward establishing the enviable reputation of always doing the right thing at the right moment. It is to be hoped that this tardy recognition of the demands of the situation was not occasioned by a desire to avoid trouble and hurried labor.

Passing through the retail portion of most cities on any generally observed holiday, it is remarkable that the blinds are down in the windows of many department and furnishing goods stores, and one is led to consider whether this is not a mistaken idea and whether a retailer may not reap some advantage by having his blinds up on such holidays, when passersby are at leisure to observe his window displays and have full opportunity to note bargains. Considering the fact that on these holidays there are usually numerous pedestrians on the streets, many of whom pay unusual attention to the window displays, it is evident that among such interested persons there must be some who will notice and subsequently purchase certain of the articles displayed. It is probable that blinds are thus kept down for fear of the damage caused by the sun. If this be so, it would be well to arrange displays of articles which will stand all-day exposure without deterioration. Do not, if possible, lose the benefit of your window displays for a single hour.

Considering the indisputable value of window displays as a drawing advertisement, it would seem curious that clothing and furnishing goods manufacturers, having their salesrooms on the ground floor of the building in which they do business, neglect taking full advantage of the opportunity for advertisement offered by their windows. Too often these windows are altogether unused or are occupied only by poorly arranged and unattractive displays, by a sign or a few fashion prints, which are never changed and are of small value as an advertisement. The art of window display is on the whole indifferently cultivated in wholesale houses, and in the wholesale clothing trade may be said to be absolutely unused. It is hard to find reasons for this.

For instance, a clothing manufacturer surely can not consider it undignified, because unusual, to display the beautifully made garments of which he is justly proud, and it is equally true that he does not begrudge the necessary labor and thought which such displays require. It is easy to find many ways in which a wholesale merchant may be benefited by clever and frequent window displays of his new and current fashions and fabrics. Not every buyer on coming into the city is absolutely settled as to which of the numberless manufacturers he will favor with his order. Is it difficult to imagine the attention of a buyer, while thus undecided, being attracted by a timely display of the articles of which he is in need? He will probably, either from experience or by repute, be acquainted with the line of manufacture displayed, and such knowledge, quickened by the display itself, may decide him to at any rate go in and price your stuff. Again, a buyer from a small country

town may not be acquainted with any firm doing business in the line which interests him, yet he is very fully alive as to what he wants. Might not your display show him where to get it?—Apparel Gazette.

The Woes of a Grocer.

It was a West Side grocery which a little girl about five years old entered the other day, saying: "I want a spool of cotton!"

"You won't get that here," replied the grocer, jokingly. "You'll have to go to the blacksmith's shop for that."

"I want a spool of cotton," the child repeated, clutching something very tightly in her right hand. And she continued to reiterate the request for a long time before quitting the store. Presently her mother appeared in the door, with a very irate countenance.

"D'ye mean to tell me that you haven't got a nutmeg?" she enquired, indignantly.

"Was that what the child wanted?" exclaimed the grocer. "She asked for a spool of cotton."

"Couldn't you see the nutmeg in her hand?" retorted the mother.

"I saw something in her hand, but I didn't know what it was."

"Well, all you had to do was to smell it," was the final shot with which the matron departed.

Witnesses to this scene have amused themselves ever since asking the grocer

why he doesn't exercise greater detective skill in finding out what his customers require when they don't know themselves.

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

WHOLESALE

OYSTERS

CAN OR BULK.

F. J. DETTENTHALER, Grand Rapids, Mich.

It's to Your Advantage

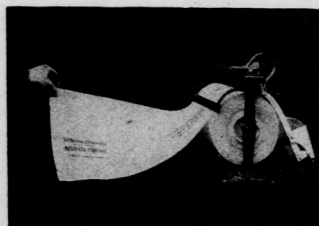
to see that your patrons are supplied with dependable goods. So long as they please them they'll cling to your store. That's why you should handle

Lakeside Canned Peas

They satisfy the most particular housekeepers and afford the dealer a good profit.

Worden Grocer Co., Grand Rapids

Three Thousand for a Cent



Price \$5.00

THE AUTOMATIC PRINTER CO., Grand Rapids, Mich.

The business of any merchant can be materially increased by placing an advertisement on every package leaving the store by means of the

AUTOMATIC PRINTER

at an expense of 25 cents for 75,000 impressions. By disconnecting the handle you have a machine adapted to print paper bags and sheet wrapping paper also. Any color of ink can be used. For further information address

WALL OF IGNORANCE

Built By Grocers Where There Is No Co-Operation.

From the files of my memory I take an experience which I knew of personally. It transpired about five years ago in a town of about 4,000 people, where there were thirteen grocers.

This experience shows how tall and thick is the wall of ignorance which the lack of an association builds.

There was no association in this place then, although there is now. Not only was there no association, but the thirteen grocers had fallen into the low and petty habit which sometimes breaks out in a small town where competition is keen—of getting mad at each other. Half of them did not speak to the other half—their wives had no social intercourse—it was simply war between each man and all the others, each one firmly convinced that his twelve brothers had no right to live, and each one glad of any chance to do any of the others a bad turn.

In this town there lived a family named Smalley. The head of it was a man about 55 years old, and as slick as grease. He was nominally a real estate operator, a speculator, a promoter, an agent, and Heaven knows what all—but in reality he was a dead-beat and a sponger—never paid even for a newspaper when he could get out of it.

This fellow had no income to speak of and he lived by his wits. He owed everybody in town that he could get in on and he got in on nearly everybody, for credit in a country town is cheap.

It may seem a startling thing to say, but the lack of a live grocers' association in this town enabled this man to get groceries for nearly one year without paying for more than 25 per cent. of them.

I know Smalley well—he owes me \$5 to-day—and I knew all about his scheme.

It was very simply worked. He began with the first of the list of thirteen grocers, and established a credit with him—he was a smooth proposition and could pull the leg of the King of England.

Smalley would start on a week's credit. He would buy good stuff and a lot of it, and for several weeks would pay promptly every Monday morning. Meanwhile, he would drop in the store in passing and tell a good story or pass the time of day, which, coupled with his regular settlements, would soon get the grocer convinced that Smalley was one of God's own noblemen.

In a little while Smalley would leave a little balance, and from this he would drift into not paying at all. He would have the most beautiful excuses for this temporary hard luck, big payments coming in, and so on, and for several weeks would stand the grocer off, meanwhile getting his regular supply of groceries every week and living like a lord.

Sooner or later the grocer woke up, when Smalley owed him \$100 or so, and when he came to look up his financial responsibility he found that he was worse than a bankrupt, for he had nothing and owed a lot.

Then he would fire the fellow.

In a town which had an association Smalley's name would be instantly put on the black list and sent to every grocer in the place, so that he could not work the same trick on anybody else.

But in this town there was no association. The first grocer simply let Smalley go. He had no means of warning his competitors, anyhow, and if he had

had he would not have used them, for he took a malicious delight in seeing his brother grocer get bitten just as he had been.

So Smalley presented himself at the door of grocer No. 2 on the list. And as he made the rounds he always had the same story. I am repeating it now very nearly in the words that Smalley himself used:

"Good morning, Mr. Smith," he would say. Mr. Smith, who was grocer No. 2, of course did not know that Smalley was a dead-beat.

"I would like to open an account with you," he would continue, and the sun would rise on Mr. Smith's features. "I have been buying my groceries of Mr. Jones" (grocer No. 1), he would say, "but he has such an unfortunate habit of running down his competitors that I have come to distrust him. Everybody except Mr. Jones gives you a good reputation, so I think I'll try you a while. I settled with Mr. Jones every Monday morning; is that satisfactory to you?"

Of course it was, and Mr. Smith bowed the genial Smalley out, tickled to death and thinking if business increased much more he would have to put on a new clerk.

In towns where there is an association or where the grocers are amicable, such lies as Smalley told could not go undetected, because Smith and Jones would rub up against each other, and the truth would come out.

In this town where there was neither association nor friendliness, there was no way of detecting the lies, because Smith and Jones did not speak to each other. Well, to make a long story short, Smalley worked the same scheme with grocer No. 2—a few prompt settlements, then a balance, growing soon into an actual heavy debt. Then grocer No. 2 took a tumble, out went Smalley, straight down the street to grocer No. 3, where he told the same story, practically word for word.

It is an actual fact that this man worked this plan on all but two of those thirteen grocers. It was rarely that he got in for less than \$100, which meant a clear loss of \$1,100 to the grocers of that town, solely because they had no association.

Had each one of those grocers not surrounded himself with a wall of rancor toward his competitors and of ignorance about their affairs, this scheme could not have lasted an hour. This wall enabled Smalley and several other dead-beats like him to tell a lie about one grocer to another grocer right next door, with absolutely no chance of detection.

The town that was the scene of this has an association now, and Smalley would have a cold job working his scheme there at present. But the awakening cost the sleepers a lot of money.—Stroller in Grocery World.

Put Yourself in His Place.
From the American Artisan.

Many merchants seem to think that a request for a statement of their financial condition when they have placed an order and are expecting it filled on credit, although they may not say so at the time, is a deadly insult and a slur on their responsibility and business integrity. Perhaps it is from their standpoint, knowing of their own good condition; but how is the creditor to know that until he has been informed, and generally the only reason why he is not is because the debtor has already refused to tell the agencies or any one else anything about himself, thereby leaving open only one course to the creditor, that of asking for the infor-

mation necessary to the extension of credit. It is not nearly such a blot on a man's reputation to receive a request for such details as it is to get turned down, and frequently he would be if he did not put a little confidence in the creditor for the sake of the large amount of confidence he expects the creditor to place in him in return therefor. If the debtor can not trust the creditor, with a little information, how can he expect the creditor to trust him with his dollars, his capital and his whole success which depends upon the safe investment of his money in the form of merchandise. As a rule the people refusing statements are the ones not deserving of credit, but they never will be if they do not try to establish it by honest dealings, if not by financial responsibility, which in time will increase with honest efforts and endeavor.

Paid \$500 To Preserve His Reputation.

The proprietor of a large dry goods store had decided to tear down the old building and erect a new one in its stead. In furtherance of this plan he was removing his goods to temporary quarters in another building.

The goods were nearly all out of the old structure when from some unknown cause it caught fire. The department was promptly on hand and soon had a stream playing on the flames, but the merchant was wild with excitement. Running up to the chief he urged him to greater haste.

"Never mind the goods!" he shouted. "Save the building! I'll give the boys a check for \$500 for their pension fund if they don't let the fire spread beyond that floor!"

"Why, you're going to tear the old building down, anyway, aren't you?" asked the chief.

"Yes," he said "but do you suppose I want the insurance companies or anybody on earth to think that's the reason why it caught fire?"

By great exertion the fire was extinguished, with little loss, so far as the

building was concerned, and the merchant was as good as his word.

How the Terrapin Got in His Pocket.

Waycross, Ga., Oct. 1.—J. S. King, while walking along the road picked up a small egg he found in the sand. He placed the egg in his pocket and forgot all about it. The next day he dined with W. B. Teston and while at the table dropped a piece of potato or pickle into his vest pocket, as he supposed. Feeling something which he took to be the missing potato, he pulled it out. But instead of potato or pickle he found a terrapin. The egg which he had found had hatched out during the day.

A Base Deceiver.

Edith—You say old Mr. Gotrox deceived Ethel dreadfully about his age? Gladys—Yes; poor girl! After they were married he confessed that he was only 60 instead of 75.

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

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"The flour the best cooks use"

VALLEY CITY MILLING CO.,
GRAND RAPIDS, MICH.

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Gasoline Gas Lamps

Guaranteed good for any place. One

agent in a town wanted. Big profits.

Brilliant Gas Lamp Co.

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Calendars for 1902

As the end of the year draws near the merchant begins to think about ordering his calendars for 1902. If he is alive to his best interests he will consult a house that has a reputation as calendar makers. We are the largest calendar manufacturers in the Middle West. We can furnish you with samples of any kind. Write to us about what style you want.

Tradesman Company,
Grand Rapids, Michigan



Devoted to the Best Interests of Business Men

Published at the New Blodgett Building,
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One Dollar a Year, Payable in Advance.

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

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

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

E. A. STOWE, EDITOR.

WEDNESDAY, - - OCTOBER 9, 1901.

STATE OF MICHIGAN

County of Kent ss.

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

I am pressman in the office of the Tradesman Company and have charge of the presses and folding machine in that establishment. I printed and folded 7,000 copies of the issue of October 2, 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 fifth day of October, 1901.

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

THE PASSING OF THE HAYSEED.

Among the many "passings" which the press from time to time has been pleased to notice, none has occasioned more satisfaction than that of the "hayseed." For a long time it did seem as if he had come to stay. Like the voice of the turtle dove, his was heard in the land; but unlike that bird of good omen his twang was the indication of existing evil. In his narrow world everything was awry and he was the unfortunate sufferer. If the earth refused to send forth her increase he and his were the ones to go hungry, and other men and theirs had what there was of the fat of the land and at his expense went about clad in purple and fine linen. There was but one thing to do and he did it—howl. Seedtime came and went and he spent it leaning against his shaky fence complaining. Weedtime came and went with him and his rusty hoe still leaning and complaining and the weeds, his only luxuriant crop, exultantly lifting above his head their overflowing seedcups; and when the harvest of corn and fruit came he, still leaning against his fence, growled and grumbled because his grain bins and apple barrels were as empty as the proverbial beggar's can. He howled at home and he howled abroad and the dirty saloon corner at the nearest village listened to him long and often, and just as often rejoiced to see him at nightfall stagger home still "on the growl."

It is pleasant to state that the hayseed has had his day and is passing. The rotting fence no longer holds him up and acquaintance and stranger are no more buttonholed to listen to his tale of woe. Here, as elsewhere, he found everything against him. He got tired of pointing to his neglected acres and finding his finger directing the gaze to fields beyond his own, luxuriant with growing crops or yellow with ripened

harvests. His growling in the midst of surrounding plenty made him the object first of ridicule and then of contempt and finally, with his "occupation gone," he took his hoe from its rusting place on the fence and passed to another and higher state of existence. In other words he stopped his complaining and went to work and the places that knew him once know him no more—it is to be hoped—forever.

Let us see what he has been about: When the Department of Agriculture made its monthly report early in August there was a chance for the old-time grumble; but it was not heard. The drought promised not more than half a crop if the average 2,000,000,000 of corn was considered the basis; but abundant rains came early enough to change the threatened 1,100,000,000 bushels to 1,500,000,000 bushels and the old-time fence-leader had no reason to complain—and had sense enough to know it—with the returns of the shortened corn crop pieced out by the advance in wheat, a good harvest of which his wheat-planted fields had yielded him. There is no doubt about his getting ready to whine his old-time tune when his farms were threatened to be depopulated of their live stock for lack of water and forage, but when the needed rain came, bringing with it the shipping abroad of more than \$30,000,000 worth of live cattle, \$30,000,000 of beef products and \$6,000,000 of butter and cheese, the complaining muscles relaxed and the hayseed trudged still farther on into the land of the forgotten. The truth is that the hayseed learned from bitter experience the fact that the fault was not in his stars but in himself, that he was an underling, and to his credit went to work with his rusty hoe to repair the waning fortune that his foolishness had brought about; and with the passing of the hoe to the corn field passed the hayseed from the face of the earth.

In his place has appeared the farmer, and this is what he has done: Beside his corn crop he sowed some of his land with his wheat and believes that this year he will harvest 700,000,000 bushels—a result that means "good bye, hayseed," if anything does. He finds his haymows stuffed and stacks of commendable size flanking his barns. His oats, instead of the failure he had prepared himself for, have surprised him with their excellent quality, so that what is lacking in quantity will be more than made up in quality and price. His potatoes, he says, "went back on him" this year, but, for his 210,000,000 bushels last year for which he received \$90,800,000, he can not complain if he has to get along this year a third less, the more so since the selling price will correspondingly advance. Think of a hayseed's admitting that!

It an unmistakable proof that the hayseed has passed, that in his place has come a man with muscle and grit and brain, and these three qualities, having gone to farming, will restore the farmer to his old honorable place among the avocations and ten years from now the reader coming upon the word will want to know, "What was a hayseed, anyway?"

Parts of Australia are becoming lively rivals to Canada and the United States in the European apple trade. Tasmania, especially, has been found a first-class apple-raising country. There are 8,373 acres in apple orchards there, and the product in 1899 was 363,915 bushels.

IN THE INTEREST OF THE SALOON.

The carnival now in progress in this city is proving to be anything but a success, in the best meaning of the term. The entertainment provided by the managers of the affair is a farce and a fraud, particularly the parades, which are anything but creditable. The so-called historical parade which took place on Tuesday afternoon possessed so little merit that it excited the chagrin of citizens and the derision of the city's guests. That portion of the programme alone was sufficient to demonstrate the utter incapacity of the men who undertook the management of the carnival, because it laid the city open to a charge of obtaining goods under false pretenses, inasmuch as it invited strangers from all parts of the State to witness a "grand historical pageant" which failed to materialize.

One of the most unfortunate features connected with the carnival is the humiliating surrender made by the city government in turning over the licensing privilege to an irresponsible committee, who have filled the streets with suggestive sideshows and blockaded the sidewalks with peanut stands and candy booths. There is no justification for the committee shutting off travel and diverting business by such an arbitrary exercise of authority, which would not be tolerated a day under ordinary conditions.

As was naturally expected, the carnival is completely demoralizing nearly every decent interest in the city. The workmen in the factories are uneasy and the percentage of absentees is so large as to seriously curtail the work of nearly every establishment. The children in the schools share the feeling of unrest to that extent that little real progress is being made in the regular work of the week. Merchants on the side streets and in the suburbs report the dulllest trade they have had for months, and the same report is made by many merchants on Monroe street, who were expected to reap a rich harvest from the influx of strangers. Of course, the saloons—in whose interest the carnival was gotten up and is being conducted—are loud in praise of the affair, as is also the case with hotelkeepers, restaurateurs, cigar dealers and amusement caterers. Aside from the men who represent these interests and those who are allied with them in a business way, decent people generally condemn the carnival as demoralizing to business and tending to debase the moral tone of the city. The Tradesman joins with this class in expressing the hope that Grand Rapids may never again be disgraced by an affair which tends to remove every restraint by lifting the floodgates of indecency and immorality, thus giving the vicious and evil disposed elements of society opportunity to ply their avocations unmolested and unrestrained.

MAKE NO SPECTACLE OF IT.

It appears that 500 students of the Nebraska Wesleyan University have taken the trouble to send to Governor Odell their signed endorsement of Chancellor Huntington's suggestion that the body of Czolgosz, the wretch who assassinated President McKinley, be taken out 100 miles to sea and "then pinioned and manacled, with his revolver in his belt, a millstone chained about his neck, sunk to the bottom of the sea." There are statutes in every state regulating the disposition to be made of the bodies of executed murder-

ers. The object of the plan suggested is that its originator thinks it would signify that the ground of the United States has no room in it for such a criminal. Most people will regard this as a crudity. The dignity and measured certainty with which all the legal proceedings have advanced toward the assassin's due penalty can borrow nothing from acts or wishes of the spectacular sort.

Such morbid crime feeds upon notoriety. Gladly would most people see every detail of the execution held fast among the secrets of the prison house. It is not a case where there is any occasion to gratify curiosity or stimulate imitation. Cowardly he did it, cowardly he has cringed before the sufficiently dramatic terrors of a felon's death. The rest may well be silence. Obloquy needs no theatrical setting. He dies as the penalty for his crime. No vindictiveness should mar the solemnity of vindicated law. Man commits all else to the recourse of another tribunal. The grotesque and the horrible can add nothing useful to the lesson. Let us have no more declamations and let us hope that October will keep its own councils safe from inquisitiveness and chatter. So let all such in solitude and between dumb walls find doom most dreadful because it is separated from all gaze and gossip.

Some of the trade papers are devoting much space nowadays to the subject of exterminating dead-beats and collecting old accounts, but the Tradesman fails to find any reference to a subject of much greater importance—the prevention of poor accounts and bad debts. If the proper way to deal with an abuse is to eradicate it before it gains a foothold, surely the adoption of any system which tends to prevent the making of poor accounts is a move in the right direction. If an ounce of prevention is worth a pound of cure, certainly any plan which shuts off a bad account before it is made is worth sixteen schemes to collect it after it is once on the books. The Tradesman may not be in accord with all of its readers on this subject, but it candidly believes that if one-half of the thought and effort and expense expended on devising schemes to bring poor-pay people to time had been devoted to creating and maintaining means of preventing the making of bad accounts, merchants as a class would be better off, credit transactions would be on a firmer basis and greater harmony between merchants and consumers would prevail.

Most people probably would not look to Mississippi to be the strongest temperance State in the union, but such is, or is about to be, the fact. Its constitution provides for local option by counties and sixty-nine out of the seventy-five counties have already gone dry and in two others the campaign is now in progress. There are only half a dozen counties in the State of Mississippi where the sale of liquor is permissible. It is said, too, that there the laws are not permitted to be a dead letter. A county that goes dry must stay dry until the people by vote determine to moisten it legally. The soil of Mississippi is fertile and, properly tilled, yields good returns. It should be an attractive place for prohibition colonies.

The master painter is the artist who painted the world in colors and the sky overhead with blue.

RESPONSIBILITY FOR CORRUPTION.

There is no theme more commonly exploited in the public press of the United States than is that of political corruption. It is heard of on every hand, and, for illustrations of the existing infamy, copious drafts are made upon the doings of Tammany and its cohorts in New York City, and upon the extraordinary outrages and abuses practiced in the politics of Philadelphia.

It seems strange that, in a political system which declares that all sovereign power is in the people, and that they shall provide a government of the people, by the people, for the people, government should by any possibility become so flagrantly corrupt and be prostituted to the basest ends, when the people themselves are responsible.

There can be but one answer to the innumerable questions which such a state of affairs suggests. It is because the people themselves profit by the corruption, or are not troubled by it. They get the sort of government that they want, and, having gotten it, they are content to live under it. Sometimes the crimes of the official administration become too outrageous to be borne any longer, and then the people rise up and "drive the rascals out;" but this occurs only at long intervals and the spasm of reform lasts only for a brief period. The same sort of thing has happened in New York and other great cities, but apparently not in Philadelphia.

An article in the October Atlantic Monthly, on the "Ills of Pennsylvania," goes pretty fully into the situation there and shows just what exists to a greater or less extent in every city of the Union, and why it is that even the so-called best citizens not only submit to, but even assist to maintain in power men who use public place and public property and interests for their own personal profit or advancement.

In Philadelphia it is set forth that men high in business circles and in the social and religious world will lend their presence to a ward meeting in return for a reduced assessment on their property or a franchise to companies in which they are large stockholders or for the appointment of a son to an under-secretaryship of a foreign legation.

It is cited, by way of example of the complaisance of the best citizens who have interests at stake, that a very popular clergyman of Philadelphia, one who drew large congregations and enjoyed great consideration from all classes, being President of the board of a large hospital which depends largely upon the city's bounty, was a strong supporter of the Philadelphia city ring. Some years previously he was a most active reformer, crying out against the corruptionists, but he realized that while he occupied that political attitude his hospital got nothing from the City Treasury. He went over to the ring, and after that his institution was regularly on the rolls for \$50,000. The ring just as badly needed moral support, clerical support, a badge of respectability for a notorious bill then pending before the Legislature. The conditions were just right for a deal. The clergyman made a speech in favor of the bill and got his appropriation, not for himself, for he was above that, but for his hospital.

That sort of business is justified because it secures money for a hospital for the care of the sick, and there are various hospitals and asylums and other charitable institutions in the same state of dependence on the political ring that manages the public affairs of a great

city, and their trustees, directors and managers, who are all men of character and standing, back up the political corruptionists in order to secure the aid that would otherwise be withheld from their dependent institutions. Thus it is the corrupt party leaders have the countenance and support of the so-called best citizens.

Politics is corrupt because the people want it so or because they are too indifferent to the situation to make any effort to have a change. The only way to purify politics is to have two great parties so nearly equal in power that each keeps the other in restraint.

Where one party has absolute control there can be no restraining force. Where two parties, nearly evenly balanced in strength, are contesting for the mastery, with the prize of all the power and patronage to the victor, some concessions will be made to the demands of honesty and decency, since there is always a considerable but not large number of citizens more devoted to the interests of good government than to either party, making a sort of balance of power that can decide a closely contested election. But, as a general thing, the fight is made for control of patronage and plunder, not for a betterment of the political conditions.

If politics is corrupt in any state or city, it is because the people will have it so. There is no other explanation of the conditions which exist in so many cities of the Union. The people are sovereign. They are able to have any sort of government they wish, and the sort they have is just the sort they make for themselves.

The familiar reasons given for the ability of American manufacturers to undersell the British in steel products are that the Americans have cheaper materials, superior facilities and superior workmen. Ore is easier of access, labor-saving machinery is extensively used, and the workmen, although paid higher wages than the British, earn more than the difference. A further reason has been discovered by a British manufacturer who recently visited this country. It is in the matter of freight charges. The cost of carrying steel from Pittsburgh to New York is less than the cost of carrying it from Birmingham to Liverpool, although the distance between the two English cities is only one-quarter of that between the American cities named. A demand will accordingly be made for a reduction in English freight rates. Cheaper ores are being sought in Norway and various attempts will be made to cope with American competition, but there is really little hope of success.

The forests of Maine are magnificent in character and extent, but the operations of the lumbermen are so active and persistent that the time is not far distant when measures to restrict them will become imperative. In 1880 there were seven pulp and twelve paper mills in Maine, having a capital invested of about two and one-half millions. At present there are thirty pulp mills and twenty-eight paper mills, with a daily capacity of about 2,165 tons of pulp and paper. The amount of capital invested in the business is about \$30,000,000. These mills consume about 350,000,000 feet of lumber each year.

The threatened extermination of the mosquito promises to have a depressing effect upon the joke market.

CONSTITUTIONAL REQUIREMENTS.

Various devices are resorted to by those Southern States which seek somehow to exclude the negro from the exercise of the elective franchise. "Exclude," perhaps, is not quite the proper word, and "restrict" would better suit the Southern process. The fact is, however, that restriction which shall prove practically exclusive is what is really aimed at by those who work out constitutional amendments. A feature which occasions some complications in an attempt to install an educational test is that the poor whites of the South are as poor and as ignorant as the blacks. It is hardly proper to make complexion the only test, and how to get around the objectionable points and still reach the objective point requires a great deal of Southern ingenuity. The Virginia constitutional convention is just now at work on that problem. Its suffrage committee proposes to give the franchise to both the blacks and whites who fought in the war of the rebellion on either side, and such voters are relieved from paying the \$1.50 poll tax required of all others. Any man who for himself or for his wife has paid during the year before an election as much as one dollar in state taxes on property owned by either is also entitled to vote.

Another provision says that the would-be voter must, when he attempts to register, "be able to give a reasonable explanation of the general nature of the duties of the various offices for whom he may at any time, under laws then existing, be entitled to vote, and if physically able, shall have indicated his substantial attachment to or identification with this state by having been regularly employed or engaged in a lawful trade, profession, business, calling, work or service for at least one-fourth of the time during the year next preceding that in which he shall offer the vote." It is this provision which is expected to disfranchise most of the negroes. Anybody who reads it is bound to confess that it would be a pretty good rule to apply in every state of the Union if its application could always be wise and impartial. Its general enforcement would prevent a great many from exercising the elective franchise who are really not entitled to it on account of any qualification they possess. The danger suggested by it under Virginia administration is that unscrupulous partisan election officials could discriminate against the blacks if they saw fit. It is expected, too, that after January 1, 1904, any one who wishes to vote in Virginia must be able to make readable application in his own handwriting and be able to prepare his own ballot without assistance. All these restrictive privileges on general principles are good and constitute an example which other states might profitably emulate. The only doubtful question in connection with them is whether or not they will be impartially and fairly enforced without undue discrimination against the negroes.

ALWAYS ROOM AT THE TOP.

There are still some who think that earning a living in a profession or in a mercantile establishment is more genteel than work in a mill or factory. Common sense is gradually getting the upper hand, and this notion is by no means as popular as it used to be. When you come to think of it, it is no wonder that during the strike of the Amalgamated Association there were many not only willing but anxious to

go into the mills and learn the business. The Iron Age recently told the story of a young man who went out West to teach school, but finding the salary paid for such work rather small, he applied for and obtained employment in a sheet steel mill. Having a good education, a bright mind and commendable ambition, he secured successive promotions so that in less than a year he was in charge of what is known as a sheet train and was earning from \$8 to \$10 a day. That is a great deal more than he could have earned teaching school and the work was in every respect as honorable.

There are hundreds and hundreds of cases where intelligent and energetic young men have gone into mills and factories, beginning at the bottom and working their way to the top. Among the best paid and most desirable positions are those of superintendent or general manager of manufacturing plants. In order to fill such a place acceptably, one must have passed through the various stages from the very beginning, understanding perfectly the several operations and being able to perform them as well as any other workman. When this knowledge, skill and proficiency are possessed by a young man of sufficient brains and executive ability to enable him to direct the work of others, there are always plenty of places with good salaries awaiting his acceptance. The instances where in comparatively few years the ascent has been made from the bottom to the top are numerous. Schwab, the generously paid head of the steel trust, naturally occurs to every one as an example. There is no more honorable position in any community than that of manager of a manufacturing establishment. The mills and factories offer much more attractive openings than most educated young men seem to appreciate.

The Buffalo people long ago gave up hope of getting any dividends on their Pan-American stock, and now the likelihood is that they will get nothing for their stock, feeling themselves lucky if they can make the income meet the expenses. The wiser and more conservative of the contributors regarded the subscription as an outright donation from the first. It is true the fair has had some unexpected and unavoidable setbacks which have seriously lessened the receipts. There is over half a month yet, during which the attendance must be phenomenal if the income is to meet even present expectations. The city of Buffalo itself will be satisfied with the increased business done in all lines as return for its investment. There is no doubt that the business men of Buffalo have taken in more money during the last six months than during any previous eighteen months they have ever known. There is no suspicion that their percentage of profit has been any less. Then, too, the city has been wonderfully well advertised and in a very desirable way in connection with the Pan-American. Hundreds of thousands of people have visited Buffalo who would not have done so otherwise, and the exhibition has been in every sense so creditable as to make a good impression. The Buffalo business men have been very enterprising and energetic, have done everything that could be expected of them and more. They are entitled to whatever valuable returns come to them as the outcome of their undertaking. It is to be hoped that no assessment will be necessary to make good a deficit.

Dry Goods

Weekly Market Review of the Principal Staples.

Staple Cottons—There is very little change of moment in the staple lines of the cotton market. The demand has been for limited quantities only to supply immediate needs. Buyers and sellers alike are trying to do no business beyond immediate requirements, but buyers are pushing agents for quick deliveries. The writer has heard rumors of an occasional advantage given a buyer in heavy brown cottons, but not enough to attract any particular attention or have any bearing on the general market. All leading brands are held firmly, and there is no change whatever in the attitude of agents. Purchases of bleached cottons have been fair, and business has been transacted at previous prices. Denims and ticks are firm, although quiet. Checks, plaids and stripes and other coarse colored cottons are without new feature worthy of note.

Prints and Gingham—Fancy calicoes and fine printed specialties are steady and there is no new feature to report on percales, flannels or staple or dress style gingham.

Dress Goods—This week has shown some development in the dress goods section of the market, although matters are progressing very slowly still. There are orders coming to hand, however, that give, from their nature, good promise for the future. Among the fabrics that are wanted for present use, the most prominent are cheviots, broadcloths, Venetians, meltons, thibet cloths, etc. For the very fine trade very rough cheviots, pebble cheviots, in plain and striped effects. The medium trade is calling for the rough cheviots in low priced qualities and buying them freely. Stripes on the orders of men's trouserings are wanted in every grade, particularly in fine quiet effects. For the spring of 1902 stripes seem to be by far the most prominent among the designs. The variety of the stripes seems to be almost bewildering, running from the two color effects in pin-stripes, alternating black and white, black and blue, black and red, white and blue, green and orange, in fact, the list would include every combination that could be named, and runs up through a dozen different shades in the width of a single piece. Light grounds are embellished with narrow stripes in soft Persian colorings, and alternating with satin stripes in sharp contrasts. Certain very pretty effects were shown the writer that were obtained by combining a soft stripe in one color with another stripe in which the principal shade was a sharp contrast to the others. Many of the striped patterns show such a variety of colors as to suggest ombre, and many of them will be on white grounds. This will merely indicate the brilliancy of the colorings and schemes that the buyers are seeing to-day, and are buying, too, in sharp contrast to the plain, solid colors, oxfords, etc. Stripes of every description show better sales as the season progresses. It is said, however, that it is "the fashion of a season" only, but in saying this they are judging entirely by past seasons and years and not by any indications of the present business. In the past stripes have been fashionable many times, but have never lasted long each time. The coming spring will show a decided preference for stripes over other fancies and it may be that an exception will be found here and stripes may continue to

be in good favor still another season. If they are it will mean modified effects and quieter colorings for this is always the case where a style runs over from one season to another. Stripes in bourette effect are prominent, the bourette being dyed in the same color as the ground tone of the materials they are given to embellish.

Carpets—There has been little if any change in the carpet situation since our last report. Everything is going on with a rush and manufacturers are in work up to their eyes, so to speak, in their efforts to push everything along as rapidly as possible. While the close of the fall season is not far off, the carpet mills give the appearance of great activity, with the season at its greatest height. The large mills are working on full time, while many of the more fortunate are running more than the full allotment of time in their efforts to enlarge their production to an amount equal to their very heavy duplicate orders. All of the fall business is practically booked, and as soon as these orders are filled, manufacturers will divert their attention to the requirements for the spring trade. While, as a rule, carpet manufacturers have given little thought to the coming season on account of their heavy business, preparations are going on quite extensively. These cases, however, are rather few. The spring trade promises as much business as has been taken during the present fall season, and it is very likely that carpet prices will show a very material advance over the present ones, if the China situation remains stationary. At the East India wool auctions, held at Liverpool last week, the firmness of carpet wools was very noticeable, and on the good combing Chinas a good deal of strength was observed. These wools are in rather short supply in this country, due to the unfavorable situation in China, which has been extremely slow in reaching its normal state. Should higher prices be in vogue next spring, it would be much to the satisfaction of the carpet yarn spinner, especially the spinner of ingrain yarns, who claims that he has had a great deal to contend with the past season or two, not only in the matter of prices, but also in the very limited demand, some of the yarn selling as low as six cents a pound. The higher the cost of the raw material, the stronger the tendency for the cheaper grade of stock, and consequently an extended advance would be likely to promote a better demand for the ingrain. It is rather needless to state that the $\frac{3}{4}$ goods continue to be the feature of the market, for that fact is now too widely known. It may be of interest, however, to state that the better qualities of carpets are in the strongest demand, particularly the wiltons, velvets and body Brussels. The medium grades are also having a good call, especially the axminsters, the patterns of which this season are exceptionally good. The tapestries are also in good request. The carpet season is too far gone to hope for any improvement in the demand for ingrain carpets. The ingrain are very quiet, and many of the mills are working on reduced time. The ingrain have had a great deal to contend with in the way of competition the past year or two, although it is doubtful if the trouble from the sources referred to will last much longer. The cheap tapestry carpets and the jute carpets have caused the trouble with the ingrain market, especially the jute carpets. These jute carpets are now gen-

erally woven in the gray and put through a printing machine, similar to the one used in calico printing, and the desired pattern is stamped thereon, making the cost of manufacturing very nominal.

Smyrna Rugs—Rug manufacturers report a very active demand for Smyrnas, especially the medium and large sized rugs. Mills are running full and in many cases night work is in progress. Wilton rugs are also in good request.

Stick to the Store.

In every rural community there is a class of buyers who prefer to do their trading with the owner of the establishment visited. Whether it be a grocery, market, dry goods store, blacksmith shop or implement house, these buyers are not always satisfied to deal with clerks and assistants. Apparently they believe that closer bargains can be driven with the proprietor, which may or may not be true. Many times have buyers of this class visited certain places of business with their minds definitely made up to purchase certain articles, but on learning that the proprietor was not present, either returned home without buying—and subsequently changed their minds—or went elsewhere to purchase the desired goods.

This teaches the importance of store owners remaining at their posts except when necessity compels absence. Under the head of necessities we would class periodical vacations and the occasional pursuit of pleasure toward which men's desires turn, which are essential to health and happiness. The unnecessary absences are the unprofitable visits to other places about town where men congregate to discuss various topics, after-dinner naps at home and the many needless goings here and there which add nothing to one's physical or commercial welfare. Into these habits many country merchants have fallen and they are continued at a heavy cost.

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.

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



Will do it every time.

Olney & Judson Grocer Co.
Grand Rapids, Mich.

CLEVER SWINDLE.

Played Two Parts and Fleeced a Bank Out of \$900.

Pinkerton detectives are still looking for the man who forged a certified check on the National Bank of St. Joseph with the signature of George M. Teale, paying teller, across the face, and passed the same at the Bank of Topeka.

The story of the manner in which the forged check was passed has leaked out, and for originality and daring the scheme surpasses anything ever before brought to the attention of police officials anywhere.

The forger, whose name is being kept secret and whose identity is unknown to all except those with whom he had dealings in passing his forged check, first began operations by coming to Topeka to engage a lawyer to represent him in getting a settlement from a brother, with whom he claimed to the attorney he had formerly held a partnership. The business was dissolved and the client sought redress from the brother, who he claimed defrauded him of his just share of the money of the company by various machinations. He used every epithet known that is bad in describing his brother to the Topeka lawyer. He advised the lawyer to get into communication with his brother's attorney at Atchison.

To make his scheme work right it was necessary that he be represented by a lawyer of recognized standing, as will be hereafter seen. Consequently he sought out one of the most prominent in Topeka, and the imposition was made upon the member of a firm, whose integrity and high standing have never been questioned.

After starting the ball rolling in Topeka, the swindler went to Atchison, where he went to the attorney he had mentioned as his brother's counsel to the Topeka lawyer, and represented himself as the brother of the man who was giving him trouble over at Topeka. The Atchison lawyer is also a man of unquestioned ability and standing, but his name is being carefully guarded.

To the Atchison lawyer he poured out the same string of oaths about his brother in Topeka who was trying to prosecute him and get his money. He wanted to be defended. The lawyers had considerable correspondence over the matter, the man running back and forth between Topeka and Atchison, acting the dual role of both the brothers to keep up the game. The dealings covered a period of about three weeks, and put to shame Rudolph Rassendyl of the Prisoner of Zenda.

In the meantime the swindler secured

the signature of George M. Teale, the paying teller of the National Bank of St. Joseph. He filled out a check for \$900 with his name signed, and certified across the face by the forged signature of Mr. Teale.

He next drew up a note for another sum, payable to his brother, and taking both documents went to the Atchison lawyer with a long face and a story that rather than have any litigation he had decided to try and settle the matter with his brother at Topeka, and asked to have the check for \$900 and the note forwarded to the Topeka lawyer to ascertain if the brother would settle for that amount.

He next got on a train and came to Topeka and went to his lawyer who greeted him with the news that settlement was in sight, and listened to the story he had told the Atchison lawyer to write to the Topeka lawyer.

The swindler did not know whether to accept. He wanted to know if he would be shut out from further prosecution of the case should he accept the sum offered. He was assured that would have to end the matter. He hesitated but finally ended by deciding to accept the terms offered, and together the lawyer and the swindler stepped around the corner and into the Bank of Topeka when the lawyer introduced his client who had a check to cash.

The amount was not so very large, only \$900—nothing extraordinary in that; and the man was introduced by one of the most reputable lawyers in the city, and there was no delay in passing the cash over the counter for the worthless piece of paper containing the forged signature of the St. Joe banker, making it apparently worth its face.

The swindler asked the lawyer the amount of his fees for his services in the case and received them without a murmur, for it was policy for the swindler to make his escape quietly and without the disturbance that would have been aroused should he have tried to escape the fees.

The Atchison lawyer is still waiting for his fees. The note, to make everything look right, he left with the Topeka lawyer for collection, and it lies in that lawyer's safe to-day, a worthless piece of paper.—Merchant's Journal.

A Born Doctor.

She—How old is the baby now?

He—Fourteen months. Have you picked out a profession for him yet?

"Oh, yes; we're going to make a doctor of him."

"A doctor! Why a doctor?"

"Why, he always seems pleased when he sees any one stick out his tongue."

RANDOM REFLECTIONS.

One of the most amusing contests which has occurred in Grand Rapids for some years was the strife to obtain the vacant lot at the corner of Monroe and Ottawa streets, where the Luce block stood for so many years. Shortly after the fire occurred, Wm. H. Anderson became possessed of the idea that the Fourth National Bank should be located on that corner, but he would not raise his bid above \$85,000. Then John W. Blodgett took a turn and undertook to negotiate a purchase on the basis of about \$90,000. In the meantime, the Morse brothers became convinced of the fact that the only way they could secure the good will of the town would be for them to show their interest in the city by erecting a building of their own, and they accordingly entered the race and even went so far as to have preliminary drawings made of a six-story and basement building. As soon as it was known that the Morses coveted that corner, the members of the Herpolsheimer house decided that it would not be for their interests to have so strong a competitor as the Morses located only a few doors from them and, as a result, Wm. G. Herpolsheimer now holds an ironclad option on the property, which will be converted into a deed as soon as the necessary preliminaries can be arranged. The price paid has not yet been made public, but it is probably not far from \$100,000.

* * *

By the way, one of the most remarkable successes in the city is the career of the Morse brothers. Starting on Pearl street with only a few hundred dollars' worth of stock in the shape of bazaar goods, tinware and Yankee notions, the brothers have advanced, step by step, until they now occupy a most unique position in the mercantile world. It is known that the brothers had several agents at work for them to secure the Luce corner and, in order that there might be no misgivings as to their ability to carry out their undertakings, the Morses exhibited certificates of deposit on Chicago and Grand Rapids banks aggregating \$81,000, besides showing a bank balance in excess of \$25,000. So easy has been their condition for some years that they have not been known to ask any bank accommodations. Instead of investing their surplus in bank stock, gas bonds or manufacturing stocks, they prefer to keep it in the form of certificates of deposit, evidently cherishing the belief that some emergency will arise which will afford them an opportunity to use ready money to excellent advantage.

Those of us who knew George Morse twenty years ago when he spent most of his time in talking horse and shuffling cards do not wonder that he is not able to get away from the old environment and that his conversation is still characterized by terms peculiar to the race track and gambling house. It is possible that his early associations along these lines may have sharpened his wits to pave the way to his future success as a merchant; but it is a fact, nevertheless, that he would stand higher as a merchant if he were to drop his old-time expressions and use terms more in keeping with the modern methods of business and the position he has acquired in the business world. He is drawing the comfortable salary of \$6,000 a year from the Morse Dry Goods Co. and appears to enjoy life quite as much as when he used to walk up and down the streets without a dollar in his pocket. His younger brother, who draws only half the salary of the senior partner, is one of the best types of the modern business men in the town—faithful to his business, loyal to his friends and devoted to his home and family. He probably realizes, quite as much or more than does his elder brother, that the Morses must do something for Grand Rapids in order to overcome the stigma which attaches to the early history of the house. They have never given to charity to speak of; they have never subscribed to public enterprises or taken stock in manufacturing institutions, with the single exception of a small investment in the Grand Rapids Malleable Iron Co., and as a result of their policy of holding aloof from their fraters and neighbors in trade they have never had the standing in the community to which their success justly entitles them. To obtain this standing and to secure the co-operation and patronage of the best people in the town, they realize, quite as fully as their friends do, that they must do something for the town, and it is perhaps to be regretted that they were unable to secure the Luce corner, because the purchase of the property would have given them an opportunity to erect a building which would be a credit to them and enhance the progress of the town and would have served the double purpose of putting them en rapport with the spirit of the city and the surroundings in which they live.

The Imperial Gas Lamp

Is an absolutely safe lamp. It burns without odor or smoke. Common stove gasoline is used. It is an economical light. Attractive prices are offered. Write at once for Agency

The Imperial Gas Lamp Co.
132 and 134 Lake St. E., Chicago



SCOTTEN-DILLON COMPANY

TOBACCO MANUFACTURERS

INDEPENDENT FACTORY

DETROIT, MICHIGAN

OUR LEADING BRANDS. KEEP THEM IN MIND.

FINE CUT

UNCLE DANIEL.

OJIBWA.

FOREST GIANT.

SWEET SPRAY.

SMOKING

HAND PRESSED. Flake Cut.

DOUBLE CROSS. Long Cut.

SWEET CORE. Plug Cut.

FLAT CAR. Granulated.

PLUG

CREME DE MENTHE.

STRONG HOLD.

FLAT IRON.

SO-LO.

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

Shoes and Rubbers

Helps and Hindrances in the Path of the Shoe Dealer.

"It fits like an old shoe," is a very comprehensive phrase, coined from our trade, but applied generally to everything which sets right and feels or looks comfortable. Now, an old shoe doesn't travel on its looks, but appeals irresistibly to the tired foot that has spent so much time in breaking it in and breaking it down. It is a spiritless object, both in looks and temper, and long since gave up the battle of retaliation and self-assertion. It tried hard to conquer the foot, but failed most miserably. It has its place, however, and the foot that suffered much pain in bringing it to terms is now glad to avail itself of its comfortable, old, slipshod, shabby refuge. Once in a while the retailer finds a fortunate foot that slips naturally into a new shoe and finds its home at once. But this is a prize, and in the lottery of ready-made shoes probably not more than one pair of feet in a hundred draw the coveted thing at first try.

A dealer who is something of a sporting man, and a close observer of human nature in the shoe store, is a strong advocate of the repairing branch of the store. He says: "It is indispensable to the success of the business whether profitable or not; it should always be profitable under the direction of a practical shoe man. How many owners of horses do you suppose would continue to patronize a farrier who furnished and fitted only new shoes for their animals and afterward refused to remove and reset them, to put on sharp calks in winter and to look after their feet? Now, are people apt to be less exacting about their own shoes?"

A fashionable dealer who runs a repairing department with his store when asked what kind of repairing he was most often called upon to make, replied: "Half soles and heels only. An occasional rip, a rare thing in a first-class shoe, we attend to, but we draw the line at crazy patchwork on shoddy shoes; not that we are above stopping a hole or mending a break, but with fine shoes our customers won't have it; the patch doesn't go. They don't mind a neat renewal at the bottom, but they call a halt at patched tops. The shoes that I sell are always worth repairing at the bottoms, and they usually get it once, at least. They cost considerable when new, so the owners want them to last as long as they can be kept in good looking condition, besides, the old shoes are always comfortable. These don't all come back here for repairs. Now and again a misguided man takes his shoes to a cheap cobbler shop for an eighty-cent bottoming, and has them cut to pieces with large nails. After that we never handle them again for him."

While every point about the last which fashions the shoe for a human foot is important as to its form, perhaps a little less attention is given to the heel than to other parts. The observant old retailer, who has seen more heels than many shoe men who try to get proper bearings, as to curves, height of natural heel, projection and the like, says it would seem as though some last makers regarded human heels as—well, just heels and nothing more, only differing in bulk like blocks of wood, but supposed to shape themselves, in gradation, to some real or ideal pattern which the lastmaker has set up for his model.

The consequence is that many heels "get left" when trying to accommodate themselves to the part of the shoe which the unvarying lasts have moulded for individual heels.

Said a thoughtful dealer on this important subject: "If the manufacturer should ever decide to take a hint from the anatomist about the heels or lasts so that they will conform to the various requirements of the multiform human heel, it will necessitate some radical changes in lasts and a large addition to his plant in these articles. His cares would, of course, be multiplied in direct ratio to the great increase in the number of shapes of shoes and some new sign language would have to be invented in order to designate the various lengths, curves and angles of heels among shoe wearers. Although the structure and mechanism of feet in their normal condition are pretty much alike, there are certain individual differences in the size of bones, or muscles and movements, which only an individual shoe would perfectly fit. But if we should add these different sizes and shapes of heels with their designating numbers to the fractional width and length sizes now made, the retailer would become distracted over his hard lot."

The familiar phrase, "pegging away at it," so generally applied to both physical and mental exertions, doubtless originated in our trade. The patient, ingenious man, who laboriously whittled out little sole fasteners, builded better than he knew. This invention of pegs gave a greater impetus to the craft than any other device before the advent of the sewing machine. They were invented about 1818 by Joseph Walker, of Hopkinton, Mass. From that time pegs and pegged shoes took an important place in our trade. Machinery came to the aid of the peg whittler and poured them out by bushels.

Far be it from the writer of these notes to depreciate the value of a sensible and attractive shoe window as an aid to trade; but like every true scribe he likes to discuss all matters pertaining to the craft and therefore he has taken some trouble to "feel the pulse" of retailers on this much discussed matter. There are, he finds, diverse opinions as to the amount of good derived from this feature of the store, and varying estimates of its efficiency in bringing in customers. Some declare that they often attract crowds outside who never enter; but this probably is the result of freak shows. Others affirm that they draw trade; and this refers to the legitimate display of shoes, usually the price-marked ones. A careful examination of the show windows on a busy thoroughfare in a populous town reveals the fact that some singular if not questionable uses are made of these glass receptacles. Among the various objects seen in some of these places were noted works of art, portraits of popular persons, primitive books and printing, a litter of puppy dogs, a cotton plant in full bloom, a pair of lively opossums, a live pony of quite diminutive size with its boy owner on its back, stuffed snakes and a live American eagle. Now indirectly these things may draw attention to shoes in some mysterious way, but rival dealers ridicule the idea, and declare that people laugh at the show, and then go to their favorite shoe store, where there are no monkeys, and buy shoes. As if to prove the fallacy of such incongruous displays, only two out of the five persons questioned by the inquisitive scribe

"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.....

Same in Boys', above knee.....

\$6.00

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

HIRTH, KRAUSE & CO.

MANUFACTURERS
GRAND RAPIDS, MICHIGAN

A Boys and Youths Shoe for Service

There are absolutely no seams in these shoes to rip. They are made of Woelfel Leather Co.'s waterproof seal grain, soft and pliable and solid as a rock.

Boys, 2½ to 5½, at...\$1.25

Youths, 11 to 2, at... 1.15



GEO. H. REEDER & CO.

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

Better Best Biggest

than
ever
which
is
saying
a
lot

general
line
shown
on
the
road
to-day

assortment
of
styles
and
prices
ever
shown

BRADLEY & METCALF CO., Milwaukee, Wis.

Manufacturers and Jobbers of Shoes and Rubbers

after enjoying one of these shows knew what sort of store it was, or the name of the enterprising proprietor.

Sometimes the starting point of the shoe is overlooked, and its origin traced only to the manufacturer; whereas its source and fountain head is at the vat. Often the shoe builder gets the credit for being "the whole thing" in the production of footwear, while without the leather man he could no more produce modern shoes than the ancients could have made their bricks without straw. The leather man in his own province is as much on the alert to produce some new and pleasing surprise in the way of material for shoes as the manufacturer is to receive it and convert it into footwear; or as the expectant retailer is to give it cautious welcome into his store and the customer to greet it as a new thing, worthy of trial because of its novelty. Every new material contributed to the making of shoes, and even a new process of treating old friends in leather affords an opportunity, if not a material change in the shoe, which, by reason of its very limited capacity for taking on new forms, is helped in its progress by anything the leather producer can do to vary its outward appearance.

Ooze calf was a revelation of the leather man's art, and, in its variety of handsome colors, was a pleasant surprise to shoe dealer and his aesthetic patrons. Patent calf is too old a friend to be spoken of as a novelty now; and yet, with us, it is but a babe in material compared with the age of our craft. In 1818, a small piece of leather with a shiny surface, a part of the peak to a German military cap, came into the hands of Seth Boyden, the New Jersey inventor of many useful things. He examined it closely and from this tiny sample succeeded in producing the first side of patent leather ever made in this country. This material has retained its place with its showy but not strictly reliable character as to surface on account of its propensity to crack when frosted.

The low shoe problem has been frequently discussed. The advisability of their use for street wear has been argued pro and con by the manufacturer, the reformer, the doctor and the devoted wearer of these things. The maker naturally encourages their use in the interests of trade, and does all he can through his representatives to promote their sale. The reformer and doctor enter their protests on the score of injury to weak ankles, exposure to drafts of sensitive feet and for other hygienic reasons. Wearers of low cuts advocate their unstinted use by precept and example, in season and out of season, at home and abroad. There is a limited class, however, among shoe wearers, who, although they would willingly adopt them for display effect, can not do so by reason of ill-shaped or too thin ankles and whose feet at the upper part are not abundantly clothed with flesh. The plump feminine foot and ankle readily take to the low cut shoe as the best medium for display of these desirable natural gifts.

Low shoes, then, despite the warnings of science, will always be popular as long as there are shapely ankles and pretty stockings to fill them. "And yet," says another dealer, "there are fewer slippers worn about the house now than formerly. Many men have discarded them altogether. Even the young man's pet slippers worked by his best girl are worn only on special oc-

casions, to show his appreciation of the gift. Many large families of women and girls have no use for the slipper. Higher shoes, easy to the feet, are gradually pushing aside the slipper among thoughtful shoe wearers."

"Don't wear slippers at all," says the old doctor. "There are more colds contracted by half-clad feet on the floors of our homes than there are on the street. Coming in from a brisk walk, although the soles of the feet are cold, there is always an imperceptible moisture upon the upper part of the foot. Discarding the walking shoe and putting on a thin soled slipper or low cut shoe which does not cover the instep is a serious error. All floors are more or less drafty, and in this way perspiration is checked and the pores suddenly closed."—Boot and Shoe Recorder.

Mistakes in Buying Which Sometimes Jeopardize Success.

In visiting one of our prominent Eastern shoe departments I came upon a buyer seated at his desk conscientiously working at his size-up lists and the clerks all taking copies for future orders. I found, after a few moments' conversation, that he was hard at work placing second orders on season's goods. In looking around the shoe department, I noticed piles and piles of shoes filling every crevice and niche which had not been sold, and with more or less temerity I asked him what he intended to do with them. "Oh," said he, "these goods are a little off color and are not just what they ought to be for this season. In placing my first orders I perhaps overstepped bounds and got a whole lot of stuff which is not as good as it might be.

"I found after the season began to run that I made a mistake on the last that I had selected, and I also found that it would have been better for me had I stuck more closely to the styles of last season. Therefore, it is absolutely necessary for me to be alive to the situation and place orders for quick shipment for goods which are better adapted to the trade than those I have in stock."

Now, it was clearly evident that this buyer's stock of \$40,000 would be increased 20 per cent. by the introduction of this second size-up order. This is very poor business policy, and it would be well for buyers and managers in general to look around their shelves, figure up the amount of goods they have in stock, and find if they are in a position to place future orders before selling the first season's lot. It does not necessitate placing a very large order, so as to complicate affairs and leave the department in a condition that it will be practically impossible to make a four-times turn over. This should be the goal of every buyer, and when a man figures that through poor judgment he is unable to make his regular turnover, he should begin to immediately reef his sails and come up closer to the wind. I would certainly advise, even although the goods were a little off color, taking off the coat and getting in and making an effort to sell the shoes you have on the shelves before you hamper yourself with a future heavy stock. What excuse are you going to make to an owner if he passes through your store and department and finds that you are glutted with goods that you are unable to move, and at the same time finds that you have placed on his desk size-up orders which you desire O. K. ed, and which you want for immediate selling? There

is bound to be a rupture between you and your employer, and the best way to stave off such an occurrence is by making up your mind that you are not going to buy the goods.

Shoes such as are manufactured for our merchants to-day are not so far off color that they can not be used to more or less advantage in any shoe store or department. Consequently, it is not well for a man buying shoes to become discouraged when he finds that the shoes of his first order are not running as freely as he had anticipated, because the moment he does, he complicates matters by mixing up ten or fifteen styles which disconcert the clerks and prospective customers. A very good policy which is pursued by some of our most successful merchants is to make the first order pay for the second one; that is, that they have in sight sufficient goods on the floor, which are ready sellers, to warrant the purchase of future goods. They then feel confident that by the time of the receipt of the second order the first order has been sold and the money is already in the cash drawer to pay for it.

Another question to be considered, particularly where the goods are manufactured to special order, is that shoes rushed through in three or four weeks are never up to your ordinary run of stock. It is utterly impossible for stock to dry out or the uppers to mold properly on the last in that length of time, and if you persist in buying goods of this character, and rushing them through in any length of time, you will have many complaints from dissatisfied customers, who will tell you that your goods do not hold their shape, that they fall in on the counters, the toes crease,

and many other complaints of like character, which only come where the shoes have not had sufficient time to be properly seasoned.

This false judgment, or mistaken judgment as you might wish to term it, is undoubtedly the precipice over which our best shoemen have fallen, and it certainly needs a clear head, sound judgment, common sense and the qualifications of a winner to hold a man from making false efforts, which are bound to be detrimental to his best interests. Remember that the success of our best shoemen has been due to the fact that they were willing to take a chance, and whenever they made a mistake, buckle down much harder in order to clear their shelves of these undesirable goods.—Shoe Retailer.

Not True to Name.

Mrs. Noozy—I think it's the most ridiculous thing to call that man in the bank a "teller."

Mrs. Chumm—Why?

Mrs. Noozy—Because they simply won't tell at all. I asked one to-day how much my husband had on deposit there, and he just laughed.

OUR
"Clarion Line"
OF MEN'S SHOES
for \$1.15 are solid leather and very slightly. Write for sample.
C. M. Henderson & Co.
"Western Shoe Builders"
Cor. Market & Quincy Sts., Chicago, Ill.

Never A Doubt
Never a doubt as to their wear.
Never a doubt as to their fit.
Never a doubt as to their practical utility.

Never a doubt but that your patrons will keep on buying them.

Never a doubt but that shoemanity will be perfectly satisfied with

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

SHOE LOGIC

Cause:

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

Effect:

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

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

Herold-Bertsch Shoe Co.,

Makers of Shoes.

Grand Rapids, Mich.

Clothing

Favored Fashions in Clothing and Furnishings at Chicago.

Boys' clothing is a source of interest this season. It is so on account of its absence of foolish fluddubs and its nearer approach to the real quiet, genteel style. For years past boys' clothing was not considered to be in the swim unless it had all sorts of loud, offensive ornamentation on it, and the more incongruous the shape or design of the coat the nearer it approached what some manufacturers thought the public wanted.

* * *

Some of the most strikingly handsome neckwear ever shown in Chicago is now displayed for fall wear. The handsomest is shown in De Joinvilles, both in the regular and tacked forms. A decidedly new effect is shown exclusively by Burns & Grassie, haberdashers, at 152 Dearborn street. It is named the "Kompffe" weave and is one which is difficult to describe. The effect from a distance of ten feet is similar to what a bright tapestry would have if made of as rich silks as the De Joinvilles are. The colorings are dark and soft, yet bright and most artistically blended or contrasted. The patterns are distinct and run wholly to scrolls or flowering designs. The "Kompffe" is a two and four changeable color fabric. When on the neck the changing colors give an exceedingly rich effect. These De Joinvilles retail at \$5 and \$7.50. The same in derby shapes \$1.50 and \$2.50. Among other elegant things in large neckwear are the two-color effects, in which one rich color shades into an-

other and back. The weave of this neckwear silk is of a fancy order.

* * *

The swells here and there are affecting the gray chimney-pot, flat-top derbies. It is a medium height crown, which so narrows at the top that it is identical with the shape of the English chimney-pot. These hats are in gray and pearl and have binding and broad bands in lighter shades of the same coloring. They are swell, sure enough if their use is confined to wear with a light, harmonizing gray overcoat, but their abuse will be apparent to the most casual observer if they are worn with coverts or black overcoats.

* * *

The shirtings for fall and winter for the younger set are to be the printed madopans or fine percales, white bodies with small geometrical figures in black, dark blue, dark red or lavender. Here and there a pattern of white ground and small stripes widely spaced. The shirt to be in best form must have the bosom of small plaits and be as wide as the chest of the wearer. The attached cuffs are the winter widths and not so shallow as those worn on the summer negliges. Cuffs broad stitched.

* * *

Golfers are said to be the greatest class of people on earth for adopting outlandish innovations in dress. This may or may not be, but their latest adoption inclines one to think that there is some truth in it. The latest is a twelve-inch-wide, gauzy-muslin white hatband with wide, contrasting cross-stripes in it. The stripes are blues, brilliant reds, greens, lavenders, bright yellows—in fact, the whole gamut of colors is used. These wide bands are brought down by a series of small uni-

form folds, to a 2½ and 3 inch width, when they are put on a black golf hat after the fashion that an Oriental fastens his winding turban. The contrast is too great—the light bands on the black hats—to be acceptable to a quiet, cultivated taste. The combination makes the most conspicuous, loud bit of headgear I have seen for seasons. It will be a veritable target for ridicule.

* * *

The only outer coats exempt from narrow cuffs are the bunty fall coverts—everything else calls for cuffs, to be in good form. This statement refers particularly to the high-class ready-made garments. It is a matter of fact that the "smart set" will order the cuff left off of their tailor-made garments as soon as they are aware that the ready-made overcoats have them on. Smart set or no, the cuffs are in line with good form. The cuffs on the Chesterfields are 2 to 2½ inches deep, while those on the larger models run from 2½ to a 3 inch depth. The swellest cuff I have seen yet was one about 2½ inches deep on a long black garment. It was not stitched on the edge and the effect was rather that of a rounding fold. It was decidedly all right—even if it was a fine dirt catcher.

* * *

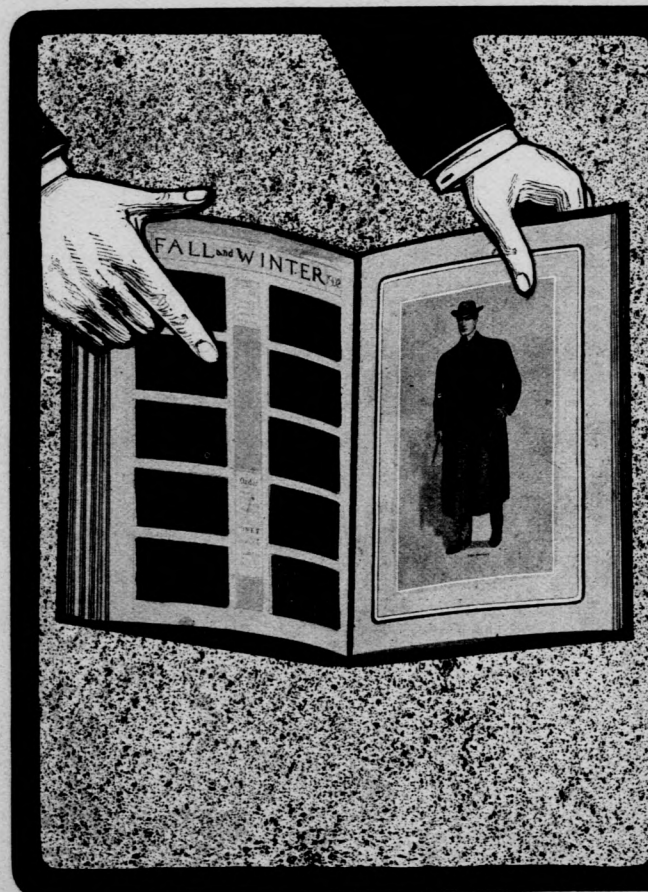
If there are any doubts about men not inclining toward the bright colors, they will be dispelled by the following bit of news. A new house suit is being advocated for the swells that enables one to simply revel, bask and lounge in any or all colors of the rainbow. The suit consists of coat and trousers, which are made of heavy rep silks of bright colors and the coat lined with a lighter weight silk of a contrasting or relative color. The coat is a short sack cut and

fashioned much after the style of the smoking jacket with shawl roll lapels, cuffs, flap or corded edge pockets, frogs and quilted lining. The trousers are very pajama-like and fastened around the waist with a wide ribbon with large silk tassels at the ends. A silk shirt is indicated for wear with this house suit. It is supposed to be worn only in one's room. The combination or range of colors to be had in silks furnishes an almost unlimited source from which a color enthusiast can indulge his fancy. He can build up color combinations and schemes that will place him beyond the reach of vulgar imitators.

Since this suit is to be worn only in one's own room, there can be little glory in having an elaborate rainbow-hued suit beyond self-gratification. Still there are men a-plenty who will no doubt affect this innovation.

* * *

There is a new tie out, designed for wear with the semi-dress, which has caught the fancy of the real swell dressers. It is the English stock tie in black peau de soie or Barathea. The stock is not so wide as the regular English or Parliamentary stock. At the back one end passes through a loop in the other and holds the tie in place. The ends tie in a small firm bat. This is a distinct innovation in dress neckwear and has struck the keynote. It gives the tuxedo costume a decidedly distinguished air and at once lifts it above the conventional. In that it is in the tieable class, and somewhat difficult to manipulate, it will never become common or favored by any but men who know how to dress. It is worn to the best possible advantage with a poke or lap-front standing shape collar.—Apparel Gazette.



You Sell from the Book

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

THE OUTFIT IS FREE

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

EXPRESS CHARGES WILL BE PREPAID

David Adler & Sons Clothing Co.

MILWAUKEE, WIS.

Exalt Your Establishment in the Eyes of the Buyers.

As a general proposition it is safe to say that the average member of the sterner sex does not care to trade in a store which ostensibly and professedly carries only cheap goods, even if the store handles just the grades that he desires. This has become true, to an extent, even of the female shoppers, and we see no longer any number of "Cheap John" stores which call themselves such.

The disinclination of a man to trade in a professedly cheap store arises from two causes. In the first place, he does not care to be seen in such an establishment, and again, he has an idea that the man who carries the higher grade goods will carry the best obtainable in the lower priced articles. This same idea prevails with some dealers. They would rather buy their popular priced lines in a highgrade house, which makes the lower priced goods as well. This in very many cases is only a prejudice, as there are many exclusively popular priced houses which make goods which are not surpassed for the money anywhere. The matter is only referred to here because, if such sentiment exists with the dealers, it is likely to maintain with consumers as well. As a fact, it does, and the wise dealer will cater to it.

A year or so ago we related the instance of a Chicago furnisher, who, as Derby Day approached, made a window display of \$5 neckwear. He didn't sell many of them, nor did he expect to, but he sold large quantities of one, two and three dollar goods. He considered the expense fully justified.

Some time ago a furnishing dealer in a Western city greatly enlarged his store, added clothing and had a big opening. It was admirably planned and he did a very fair business, but he subjected himself to caustic criticism because the windowdisplayed only his cheaper goods, although he had the better grades in stock and knew that there existed a demand for them in his locality.

The moral of all this is obvious: "Trade up." If you carry good goods advertise them, show them in your window displays and don't be afraid to decorate them with price tickets. Don't neglect the cheaper goods. You do not want to give the idea that yours is an exclusively high-grade store, if it is not or if the community will not support such an institution. But get after the better trade, too, show that you are prepared for them and exalt your establishment at the same time in the eyes of the buyers of the cheaper goods.

Where Do the Clothes Go?

The tendency of various articles of dress belonging to guests to disappear in country houses is undeniable, and there is scarcely a visitor who has not his story of a missing coat or pair of trousers or some similar article to tell. It is never known just how these things get away, but they go, and the circumstances of the loss usually prevent extended investigation.

The experience of a guest at a country house recently opened his eyes as to the possible reason for some of these mysterious disappearances.

"When the valet came to the room to unpack my bag," he said, "I found that I had come off without a most necessary part of my wardrobe. I had all of my dress suit excepting the trousers.

"My host was exactly my opposite in figure and there was no hope of relief from that quarter. None of the other men stopping in the house had any extra garments and, as it was only a short

time before dinner the situation looked critical. Then the valet came to my assistance and said that he thought he could find a pair of trousers to fit me. He brought a pair and they were all right.

"After I had tried them on he told me that he had another pair that had braid on the seams, if I liked that better. Of course, when I left I gave him twice as large a tip as I would have done had I not been indebted to him for his trousers.

"I did not ask him the source of his supply, but it occurred to me that the inexplicable way in which visitors' garments disappear at times in country houses might be explained by the collection of emergency garments that the valets have on hand."

Tea Drinking in the South.

From the New Orleans Times-Democrat.

"The increased consumption of tea is one of the interesting phases of modern commercial life in the South," said a drummer for a New Orleans house, "and you would be surprised at the vast change which has taken place in this respect. The fact is that during the past few years the changes in the tea business have amounted to a revolution. I have just returned from a trip on the road, and I touched some of the more remote places in Texas and Mississippi, and while I have been out before in the same territory, I was surprised at the increased number of tea drinkers.

"Up to a few years ago in the more remote sections of the country tea was used almost exclusively in the sick room. Tea had to be bought in the country from the druggist. The man who dealt in general merchandise rarely thought of selling tea, unless he had a medicine counter in his store. Tea was something finicky, to be given to the convalescing patient, along with crackers, tasteless broth, and things of that sort.

"This is not the case now. Tea is bought in rather large quantities by country merchants, and the country folks use it for other than sick room purposes. It is extensively used throughout the country.

"There is a still more interesting fact in connection with the growth of the tea trade: Negroes are now great tea consumers. You would be surprised at the amount of tea consumed by this element of the population. Using tea is a new thing with the negro element, but since they have gotten into the tea-drinking habit they have vastly increased the consumption of the product. Yes, they have about quit using sassafras roots for teamaking purposes, and this rather primitive drink is now used for its medicinal properties. It has exchanged places with the other tea.

"These are some of the reasons for the increased consumption of tea. There are, of course, many other special and general causes for the new demand, and altogether the changes form a rather interesting subject so far as modern commerce is concerned."

An Old-Fashioned Woman.

No clever, brilliant thinker she,
With college record and degree;
She has not known the paths of fame,
The world has never heard her name;
Home is her kingdom, love her dower;
She seeks no other wand of power.
Around her childish hearts are twined,
As 'round some reverend saint enshrined,
And find all purity and good
In her divinest motherhood.
She keeps her faith unshadowed still—
God rules the world in good and ill;
This sad old earth's a brighter place
All for the sunshine of her face;
Her very smile a blessing throws
And hearts are happier where she goes.
A gentle, clear-eyed messenger,
To whisper love—thank God for her!
L. M. Montgomery.

Sensational Journalism.

Sixty-nine pages of rubbish,
Twenty-two pages of rot;
Forty-six pages of scandal vile,
Served to us piping hot.

Seventeen hundred pictures—
Death, disease and despair;
Lies and takes and fakes and lies
Sandwiched in everywhere.

Thirty-four sad comic pages,
Printed in reds, greens and blues;
Thousands of items we don't care to read—
But only two columns of news.

Knows More About Potatoes Than Horses.

From the Mancelona Herald.

Jess Wisler met with a rather funny experience while at Central Lake last week for the purpose of attending the street fair. When ready to return home he ordered his team from the livery barn by phone and after waiting awhile he became restless and went to investigate. He found the assistants at the barn hitching a team to his buggy that did not belong to him, and remarked that he ought to know his own team. He was requested to pick them out and after looking at the horses in the barn selected two that he thought answered the description of his own. When he reached Bellaire a telephone message was awaiting him stating that he had a horse belonging to a farmer near Charlevoix, who was very irate and was threatening him with arrest on charge of horse stealing. A rig came down from Central Lake and he was given another horse—still not his own—in exchange for the one belonging to the Charlevoix farmer, when he continued his way home. The day following Mr. Wisler's own horse was driven over and the tangle was at last unraveled. Jess' friends have had any amount of fun with him over the affair. He takes it all in good part and was heard to remark that he was no horseman, anyhow, but had it been potatoes he would never have made such a mistake.

One of the directors of the Norwegian Fisheries has been endeavoring to discover the height a salmon will leap when clearing a waterfall which obstructs its passage up stream. Masts were placed below the fall to insure measurements. It is stated that a fish can leap to the height of twenty feet. When a fish failed to clear the fall at one bound it remained in the falling water, and then, with a rapid twist of the body, gave a spring and was successful.

The secret of courtesy is a kind heart.

Ask to see Samples of

Pan-American Guaranteed Clothing

Makers

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

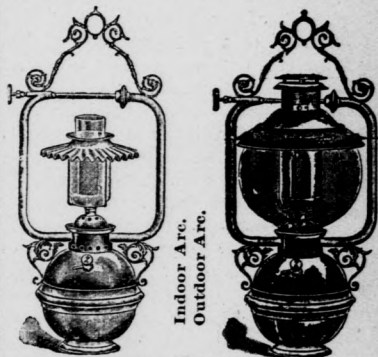
M. Wile & Co.

Famous Makers of Clothing

Buffalo, N. Y.

Samples on Request Prepaid

THE NULITE



750 Candle Power Arc Illuminators

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 air 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.

CHICAGO SOLAR LIGHT CO.,

Dept. L. Chicago, Ill.

Our Specialty: Mail Orders

G. H. GATES & CO.

Wholesale Hats, Caps, Gloves and Mittens
143 Jefferson Ave., Detroit, Mich.

A Word to the Wise Is Sufficient



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

Butter and Eggs

Observations by a Gotham Egg Man.

The very rapid advance in fresh egg prices that culminated early last week in a rise to 22c, loss off, gave some of the trade a feeling that the upward tendency had been overdone. Fears were expressed that consumptive demand would be so largely diverted to refrigerator eggs that fresh gathered stock—attracted in larger quantity by the advance—would tend to accumulate in first hands, and that the extreme advance might not be maintained. Toward the close these apprehensions have been realized. There has been considerable increase in our receipts of eggs and while more refrigerators are now included in the daily arrivals it is now evident that the recent upward tendency has attracted a material increase of fresh gathered goods to this market. It is undoubtedly true that the advance has thrown a much larger proportion of the trade upon reserve stocks, and it now appears that this diversion, together with the attraction of larger supplies of fresh, has caused an accumulation in first hands.

Advices from nearly all Western points have lately indicated light collections of fresh eggs and a small proportion of high grade goods. It is possible, therefore, that the reaction of values at the close may soon reduce our receipts more nearly to actual needs. There are free sellers of refrigerator goods at all points and as the weather grows colder and more favorable to a safe movement of them we may expect larger shipments of them from interior points; but a few fresh are always wanted, and it is hoped that the weakness developed at the close may prove to be only a flurry.

There has lately been some talk about the future of limed eggs but up to this writing nothing has been done to give a very definite line as to values. The present feeling in refrigerators is such that dealers generally regard prices as being at top notch for some time to come, and on the present basis of values the selling price of fancy limed would probably not be over 17c—possibly 17½c for a few of superlative quality. The outlet for limed eggs is chiefly with bakers' trade and in this class of custom the use of frozen eggs is becoming more and more of a factor every year. We understand that the quantity of frozen eggs held in cold storage is larger this year than ever before and it is not unlikely that these goods may have an appreciable influence upon values for limed stock during the coming season.

There have been a good many fresh gathered eggs of under grade arriving of late for which I am inclined to think shippers could get better results with a different method of handling. As they arrive here they contain a mixture of a few nice fresh eggs and a good many shrunken and undesirable goods. They are often packed in old cases and lose a good deal in cracked and broken eggs. Probably country shippers who forward these goods know that they average poor and consider that any old cases and fillers are good enough for them. But in this they make a mistake, and I think they could realize more money for their goods if they would take the trouble to assort them and ship the different qualities separately. A few nice fresh eggs in a lot of poor shrunken eggs add scarcely anything to the sell-

ing value of the latter and yet these few if taken out and shipped by themselves would bring enough more to make the labor well worth while. Furthermore poor, weak second hand cases are a damage to any grade of eggs; even the poorer qualities deserve good sound cases and will bring enough more when well packed to more than repay the expense.—N. Y. Produce Review.

Increase in the Demand for Eastern Cheese in California.

Passing by one of the prominent cheese stores I noticed a lot of cheese standing on the floor, that had been bagged, and curiosity led me to enquire what market they were going to. I soon learned that the cheese were part of a carload that had been sold to a San Francisco house, and they were being prepared for the long journey. Becoming more interested, I enquired into this California trade, and was told that it was still growing notwithstanding the fact that quite a number of cheese factories were in operation on the Pacific coast. "They like the New York State cheese out there," remarked the receiver. "Their home make is mostly soft and does for immediate use, but does not keep so long as ours. Wisconsin is sending some twins, but the facilities for getting stock through from here are so much better than they used to be that we retain a good share of the trade."

"It was only comparatively few years ago when it took thirty days to get cheese through from New York to 'Frisco. Now we send a car through in ten days. The cheese is loaded here in a refrigerator car and runs clear through to the coast without change. I do not like to have my cheese unloaded a time or two on the way; it does not do them any good. The train that takes them West from Omaha is a through fast freight, and she does not make any stops except to change engines or take on water. We use only refrigerator cars; this is necessary in the summer to keep the cheese cool, and in winter these cars are lined with hay as an additional precaution against their freezing. About the first of April the cars are iced. Just so far as we can we ship in carload lots as it makes a difference of 60c per 100 pounds in the freight rate."

I asked him why the burlap bags were put on the cheese and he said chiefly to keep them clean, but they were also a preventive against breakage. If a rim got loose or cover broken the bagging kept things in shape, and while it was an additional expense it more than paid. Part of the shipment that went out this week were twins, but as a rule the larger sizes are wanted, and the finer the quality the better.

Talking this matter over with another cheese operator, and suggesting how marked had been the changes in the trade and the facilities for doing business, he said: "Young man, if you had been around in the earlier years of my business career and could contrast ways of doing things then with what we are doing now you would say with the old darkey that 'the world do move.' I am not in the California cheese trade, but thirty-five years ago I remember that they sent cheese to California by regular line sailing vessel and it used to take about four months to get them through. Look at that and compare it with the present ten day trip across the continent."

Sufficient evidence has been submitted this week to convince me that the cause

of dark surface on cheese is not due alone to the carelessness of the cheese-makers in not keeping the shelves of the curing rooms clean. That may be a source of part of the trouble, but my attention was called to a shipment of cheese that had come from one of the well-known factories where everything is said to be neat as wax, and both the sides and ends of these cheese were dark and unsightly. This could not have come from dirty shelves. The explanation given by a receiver last week, that there are certain conditions about the factory—dampness being the chief factor—that affect the surface while curing, seems reasonable, and if this is proven beyond doubt it should be remedied at once. The question of appearance is too important for a factory-man to be satisfied with anything but the finest.

In conversation with one of the leading exporters as to the quality of the cheese that he had bought during the week, he incidentally remarked that a number of the lots showed a short curd and were not adapted to the needs of some of the British markets to which he was making weekly shipments. What he said interested me so much that I sought further information, and while my relations with the export buyers are so cordial that I was told with some minuteness of the peculiarities and special needs of the various European markets, I recognized the fact that this information is the shippers' "stock in trade," and I am not at liberty to be too specific in mentioning the names of the markets.

It will be of very general interest, however, to know that between London, Liverpool, Manchester, Bristol, Hull, Newcastle and Glasgow there is a very

wide difference in their requirements both as to color, character of curd and general make. One or two of the less important markets want a very high colored cheese, at another point canary colored is most desired, but the chief distributing centers ask for light straw color where colored cheese are used, and if the market takes white cheese it does not mean pale colored nor what are styled natural color. Some markets like Liverpool and Manchester take what is called a short curd, while the East coast want a heavy or silky curd. "I had a letter to-day from that section," remarked an exporter, "and they are much better pleased with the last shipment; previous to this they had been kicking about the shortness of the curd. We shall probably have less trouble from now on. Generally in warm weather makers put on a little more acid and salt heavier in order to overcome the effects of poorer milk and this gives the cheese a shorter curd."

For home trade, where the cheese are to be used up quickly, this class of stock is not so objectionable, but buyers who want cheese to carry are looking for the lots that show a heavy curd. This is why English buyers have gone to Canada for so large a part of their stock; they claim that the Canadian cheese are better keepers than most of those made in the States, and in sending stock abroad they want to know that it will stand for two months or more if not sold on arrival.—N. Y. Produce Review.

Ante-Nuptial Understanding.

Mallory—After we are married, Marie, you must never hesitate to ask me when you want money.
Marie—No, indeed, Mallory; and I hope that you will never hesitate about giving it to me.

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.

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.

Poultry

Peculiarities Pertaining to the Handling of Poultry.

"I wish that shipper had kept those old roosters at home," remarked a receiver as he pointed to a fine coop of fowls which had a few roosters mixed in. "I had a good chance to sell them at a good price, but the buyer did not want the roosters and I don't believe I could get much for them alone so I have been trying to get a buyer for the lot. Furthermore I have no place to put the roosters if I take them out and I do not feel like going to the expense of buying a coop for them." Just then another dealer came along and offered to take the fowls and I asked him why he did not take the lot, knowing he could use them, whereupon he said: "Well, the truth is that the commission men want us to help them out on something all the time. My profits have been cut down very materially during the past few weeks because I was stuck with a lot of poultry which I knew my trade did not want, and I have made up my mind to buy only what I need as it will be cheaper for me to pay a premium for the grades of poultry wanted and which I know I can dispose of rather than have a lot left over at the end of the week." He suggested I see some of the dressed poultry buyers as they had the same difficulty and upon enquiry one of the large buyers said: "Fancy poultry is always scarce and we have to pay full prices and whenever there is a surplus of one grade of poultry, we will say fowls, for example, we have to take more or less of them or the receivers will not let us have chickens or other stock. But then this custom is so general we buyers are used to it. Receivers keep prices up in this way, oftentimes, considerably higher than the actual worth of the stock, but when this is the case something else is selling below its real value so I presume it evens up things."

"I don't think the game business will amount to much this year," said a prominent game merchant. "We had a pretty poor season last year, but this year promises to be even worse as game is scarce nearly everywhere. In the sections of the country where game is most plentiful the laws practically prohibit it being marketed. As yet hardly any fresh stock is being received, although everything is now salable except quail. There is some frozen game on hand which is having fair sale and a little European game is being received."

"Too much dressed poultry is coming in late in the week," suggested a receiver who has been getting more or less stock in on Friday and Saturday. "Of late," he continued, "the Friday's receipts have been in some cases delayed and have not reached us until late in the day, after trade for the week was about supplied. Then more delayed stock has arrived Saturday and we are on the anxious seat until we dispose of it. We have a pretty good trade and are able to place more or less to arrive, but to do this we often have to make a concession in price and what we do not dispose of we have to carry over to an uncertain market the following week. If shippers could only get this stock in here a little earlier it would average higher in price and be much more easily sold. As a general thing I would not advise poultry reaching the market

later than during Thursday or Friday morning early."

"Spring chickens are plenty enough, but we get few really fancy broilers and I presume they will be short while the shippers cull them out to freeze," said a receiver. "Sometimes I think shippers would do just as well to let them come on the market when prices are high as there is certainly a profit in them then and holding them for a future market is always an uncertainty as regards prices. As a rule when shippers commence to keep back the best chickens they do so regardless of market values here, and if they sorted them out carefully and shipped they would often net them as much as the higher prices later in the season, owing to the cost of holding, with no risk and money turned over quickly."

"Your recent item about spring turkeys has not done much toward improving the quality of the receipts," remarked a poultry merchant. "Most of the arrivals are little more than frames and they have to sell so low that I do not see how shippers make anything on them. They hardly bring much over expenses and it would have been much more profitable to hold back for a later market. Indications point to a short crop of turkeys and if these birds now being marketed are held back and fattened for Thanksgiving they would doubtless bring something for the shipper."

A large live poultry receiver claimed that nearly all shippers mixed their ducks, and prices were kept low in nearly all receipts in consequence. "I could get more money for many of the ducks received," he said, "if they had been culled properly. If the shipper has some fine large ducks he mixed enough poor spring stock in with them to bring the price down low on the entire lot. All the large fat ducks should be kept separate and the poor thin ones shipped by themselves."—N. Y. Produce Review.

Preservative Process Used by Denmark Butter Shippers.

Wm. E. Curtis in Chicago Record-Herald.

The butter of Denmark is considered superior to that of all other countries. It brings the highest price in fancy markets, and can be found all over the world in shops where luxuries are sold. In South America, South Africa, in the East and West Indies, in India, Egypt and in tropical countries generally it is used by epicures, who pay \$1 a pound for it in tins of one, two and three pounds weight. No other country has been able to produce butter that will stand changes of climate so well. In Holland and Sweden attempts are made to compete with the Danish dairymen, but the butter from those countries is worth only half as much and does not keep half as well, while the efforts of the dairymen in the United States have practically failed, with a few isolated exceptions. There is one creamery in Iowa, I believe, which produces butter that stands the tropic heat comparatively well and will melt and solidify as it passes from a colder to a warmer and then to a colder climate like the butter made in Denmark.

Refrigerator ships are now found on nearly all the big steamship routes, and as far as necessary, but butter shipped by the ordinary cargo steamer usually melts and remains in a liquid state as long as it is exposed to the tropic heat.

Striving for Harmony.

Mrs. Wunder—B g hats are to be the style for the ladies this winter.
Mr. Wunder—Well, I'm glad to see that they are trying to harmonize the hats and the prices.

A Welcome Discovery.

The "bacteria of fatigue" is the latest discovery of science—found by Professor Gautier, of the French Institute—and certainly the most unobjectionable. Other bacteria have been doing us infinite damage, poisoning us through the water and the air and a multitude of other avenues. But here is the bacteria of fatigue, which intends no further harm to us than to remind us that we must take a rest. People who have been hitherto reviled and sworn at as lazy and worthless will smile. They know now what has been the matter with them. They have been treated most unjustly, for, in fact, they would have been just as active and industrious as others if they had not been victims of the "bacteria of fatigue." In many cases they were attacked from birth—or, as the phrase is, were "born tired." One of these, no doubt, was the young man about starting in life who wrote home to his father that he was well except that he "had a strange aversion to every species of exertion." He did not know it, but in reality he was suffering with the "bacteria of fatigue." There are really thousands and tens of thousands with this malady all over the world, and especially in this country at the present time of the year in the rural roads. We call them tramps, but they are actually invalids, inoculated with

Professor Gautier's "bacteria of fatigue." And for most of them there is no cure.

Another Butter Process Humbug.

A new compound for killing bacteria and preserving butter products was supposed to have been discovered in Denmark. The new compound was, it was thought, calculated to revolutionize the dairy industry, but, like many others, its supporters were evidently too sanguine before a thorough test had been made. The American Consul in Denmark wrote on the subject: "I am in receipt of so many enquiries from the United States in regard to the reported discovery of a new and successful process for preserving butter, meat, eggs, etc., that I am led to suggest that notice be given in the Consular reports that the so-called discovery is a failure. The alleged inventor applied for a patent, but his application was rejected. The sealed package of butter which was presented as a test of the process bore a notary's certificate as having been sealed up in 1900, but it was proved that the butter had been preserved only a few weeks—the date, February, 1901, having been surreptitiously changed to read February, 1900."

The henpecked doctor is careful about asking his wife to show her tongue.

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 Vinecroft

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

MOSELEY BROS.

—Jobbers of—

ALL KINDS OF FIELD SEEDS

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

28-30-32 OTTAWA ST.

GRAND RAPIDS, MICH.

R. HIRT, JR.

34 and 36 Market Street, Detroit, Mich.

FRUITS AND PRODUCE

Write for Quotations

References—City Savings Bank, Commercial Agencies



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

Hardware

Only Way to Compete With Mail Order Houses.

The principal reason why we adopted the cash system as the basis on which to build up our business as it is run now was the fact that we were absolutely unable to compete with the large mail order houses, soliciting trade all through the country with their big catalogues, so long as we had to charge the high prices which long-time credit necessitated. The thing worked both ways.

In the first place we had to pay more for our goods because we had to ask the jobbers for long terms, so that our cost price was high to start with. In the second place, we had to ask a higher price for our goods, because we had to give a year's or more time to our customers, so there you are. There were two reasons why our prices were high.

So long as everybody did business the same way, it made comparatively little difference. At least we thought so. But when the mail order houses commenced to go after the farmers' trade, then we felt that there was something radically wrong with our system. The farmers would bring the catalogues right into our store and show us that they could buy lots of stuff cheaper from those houses than from us. In some cases, of course, they found out that the freight ran up a good deal higher than they thought, especially on heavy goods, so that really they did not save any money by dealing with those houses, but the general effect was bad for us. They would never mention the instances where they fell down, but would invariably come in and tell us about it when they had made fifteen or twenty cents on a pair of shoes or a piece of dress goods.

We thought the matter over carefully and finally decided to cut off from our old methods and run our business on a strictly one-price cash basis. There was one more reason why we decided to do so, and that was the fact that no matter whether a customer paid cash or wanted a year's credit, he wanted the same price as the man who always paid cash for his goods. To my mind there is nothing more conducive to make dissatisfied customers than the idea they get into their heads that somebody else is paying less for the same class of goods than they do. For that reason we decided to adhere strictly to the one-price system. Of course, I know that there are successful stores doing business the other way, but to my mind this would necessitate the employment of extremely high-priced help, higher priced than we can afford to pay, because the class of salespeople who can work the "jeweling down" game all right all want big salaries, and then you will always find that more or less trouble results when Mr. A. finds out that his neighbor, Mr. B., paid a dollar less for the same kind of a suit, just because Mr. B. was a little harder to work on.

But to return to my first reason for changing off to the cash system, I find that with my discounts obtained in the wholesale houses through prompt payment of my bills and by getting the money for my goods at once when they are sold, I am able to undersell not only my competitors who still cling to their old credit system, but also to quote lower prices than the mail order houses, not even including the freight or express charges that their customers have to add to the cost of what they buy from them. That our people

realize this is shown every day. We have farmers come into our store who formerly used to buy from these houses, but have commenced to trade with us again since we started doing a strictly one-price cash business.

We do not use any schemes in our advertising, simply because we found out that once started it was a hard matter to close up. Once we gave enlarged pictures away with a certain amount of trade, giving coupons with each purchase, but when we wanted to quit we found that we had to stand a good-sized loss on those accounts which were not fully traded out. We, of course, had to redeem the tickets or run the risk of losing their trade. So since then we don't use any kind of schemes, only low prices to attract new trade.—E. Stich in Dry Goods Reporter.

It Is Still Possible to Get a Profit on Nails.

Why is it that the profit on wire nails handled by retailers is so surprisingly small? This question has been asked many thousand times and a number of reasonable answers given, but no one has yet been able to suggest a remedy that will fit all cases. The reasons may be stated as carelessness in handling, the desire to use nails as a lever for the sale of other goods, competition from other dealers, a narrow differential established by the manufacturers and the precedent established thereby. Any one of these causes is sufficient to cause the making of a very small profit or even of a loss.

A hardware dealer who is noted for his careful habits about the store, remarked the other day, in answer to a question, that the low selling price on nails is due to the knowledge of values possessed by the purchasing public. Nails are such a common article of commerce that everyone seems to know the wholesale quotation so then when a figure above the usual is placed on the selling price the average buyer will most likely complain about extortion and probably be able to prove that the difference between cost and selling price is more than he has been accustomed to pay. Consequently, the dealer makes a low price in order to retain a business which he can not afford to lose.

As for the loss on nails even when sold at an apparent profit, it is merely a matter of carelessness. The system of quoting prices is rather complicated and mistakes are frequently made by the dealers in making up their card. There is a good deal of loss, too, in handling nails when small quantities from the keg are desired. If the charge is, say, only four cents a pound and the customer has ordered but five pounds, the clerk will probably not be too careful in weighing the goods because, in his opinion, a half pound or so over the exact weight will not amount to much anyway, whereas the mere fact that the profit in nails is necessarily small should be enough in itself to insure extra care in weighing. A half pound lost out of every five is not very much of an item, but if these items are allowed to accumulate they assume very respectable proportions after a time.

R. H. Norrish, President of the Bank of Ortonville, Minn., has entered into a written contract with one of the proprietors of the Ortonville Bottling Works to wash bottles for thirty days at \$5 a day, to begin work regularly at 7 o'clock each morning and work ten hours. Mr. Norrish agrees to work thirty days or forfeit \$150. This contract grew out of some disparaging remarks made by the bottler as to Mr. Norrish's ability and desire to work.

Curiosities of the Padlock Trade.

The cheapest and commonest iron padlocks made in South Staffordshire find a market in India, and constitute the only door fastenings to the huts of the native tribes. Willenhall formerly did a large trade in cheap cast padlocks, jappanned in bright red or blue colors, which it was commonly said were bought for ornament rather than for use. The dusky beauties of the Dark Continent strung them together, and wore them in the form of a necklace, and rumor had it that this constitutes their only apparel. Tiny padlocks of silver gilt, the size of a three-penny bit, are still made in Willenhall, and are a curiosity of the craft dating as far back as the reign of Queen Elizabeth. A recent traveler in Siberia relates a curiously lavish use of remarkable padlocks in the city of Irkutsk. Every shutter in the place has one or more padlocks, and every door three to five. These padlocks vary from 1 lb. to 15 lbs. each in weight, those commonly in use weighing 5 lbs. and measuring 2½ in. thick. Where these remarkable padlocks are produced is not yet known, but neither Wolverhampton nor Willenhall makers know anything of them.—Hardwareman.

Judged By the Label.

Mr. Bridal (at luncheon)—Is this the best salmon you could get?

Mrs. Bridal—Yes, the grocer showed me several kinds, but I took this can.

Mr. Bridal—Did he say this was the best he had?

Mrs. Bridal—No, but it had the prettiest label.

Good Bye Straw Broom

With the coming of the
"World's Only"

SANITARY DUSTLESS

Floor Brush

the old straw broom passes into history. The "WORLD'S ONLY" sweeps without raising dust; sweeps cleaner, quicker, better. It's sanitary. Agents wanted in every town. Write for particulars.

Milwaukee Dustless Brush Co.
121 Sycamore St., Milwaukee, Wis.

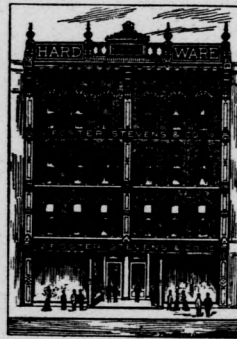
No More Dust

*Michigan's Greatest School
of Business and Shorthand Training,
J. O. Jackson & Co.
Michigan Business University
Grand Rapids, Mich.*

WORLD'S BEST

S.C.W.

5C CIGAR. ALL JOBBERS AND
G. J. JOHNSON CIGAR CO.
GRAND RAPIDS, MICHIGAN



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

Foster, Stevens & Co.,

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

10 & 12 Monroe St.

Grand Rapids, Mich.

THE TYPEWRITER'S LUNCHEON.

Young Women Who Eat With Their Employers.

The recent scuffle between a broker and a woman who attacked him as he was entering a restaurant in company with a pretty blonde young woman, disclosed the fact that his companion was his stenographer. She freely admitted the fact and gave her name without hesitation. She said there was nothing clandestine about her relations with her employer and referred to his wife for proof that her assertion was correct.

The incident brings up the allegation made by a clergyman from his pulpit to the effect that women stenographers were in the habit of lunching and dining alone with their employers and that such conduct was highly improper, placing these women workers outside the pale of social recognition.

The remarks of the preacher were widely quoted as being a most unjust and unmerited arraignment of a highly estimable class of feminine wage earners and many of the young women themselves took up the cudgel in defense of those of their profession and wrote indignant letters, denying the truth of the preacher's statements. They asserted that the accusation was absolutely false and said that the clergyman was wantonly attacking a class of industrious young women who were striving honestly and earnestly to maintain the place that they had already gained in the world of business.

Without going into the question of the propriety or the impropriety of a young woman's lunching or dining with her employer, it is impossible to deny that some of the young women stenographers of the city do enjoy luxurious luncheons each day between the hours of 1 and 4 p. m. in the best of the famous restaurants of down town New York. Some of them are alone and some of them are in couples. Others are in the company of men who are evidently their employees, brokers, merchants, and well-known men of affairs being represented among their escorts. A visit to the principal lunching places will speedily disclose this fact, but there is apparently nothing clandestine in the repasts. It would seem rather that in some cases the relations between the business men and their women clerks have become much the same as those that exist between a trusted male secretary and his employer. Men having these relations are quite frequently in the habit of lunching together. The noon meal not only affords a period of relaxation, but also is a good time for the informal discussion of affairs requiring attention before a final settlement.

It is easy to distinguish the young woman stenographer from those of her sex in other professions and vocations. Her appearance is typical of that of the school teacher, although entirely different. She is most businesslike in appearance and dress, although rarely severe in her style of gowning, for she has learned that her femininity and dainty appearance have been valuable factors in securing the place she has gained in the world of business.

She in no way resembles the society girl, who may be found at the same time enjoying luncheon at the fashionable restaurants uptown, nor does she suggest the more frivolous young women to be found in the Broadway chop houses at the same hour. She is a serious appearing, particularly neat, cheerful and healthy looking person with a good ap-

petite and apparently without coquetry. If she has any tendency toward the latter feminine quality she leaves it at home with her house gowns.

This is the young business woman that the so-called pretty typewriter of ten or fifteen years ago has developed into. From the delightful joke that she was at first considered when she flitted like a butterfly into the business offices of the city she has become a serious and successful reality, formidable in a business sense, for as in the work of telegraph operating she has driven many of her male competitors from the field.

She has proved her moneymaking capacity and her industry, for no important office building is now without its office of stenography conducted by one or more of these young women whose success is apparent. The profession is now recognized as one of the best-paying of all into which women have made an entrance in the past ten years of strenuous feminine progress. Private stenographers are setting up their own offices day after day, and all seem to be doing a thriving business.

The success of women in this class of work was due, as in other professions, to the enthusiasm which they put into the work, their care as to details, their punctuality, attention to business and also their feminine conscientiousness and the charm of their pleasant voices, dress and manner. The work seems more suited to the brain and hand of women than of men, except in legal cases or those in which a technical knowledge of other professions is necessary.

One charm which the office of the woman stenographer has for the busy merchant is that in most cases it is a little artistic oasis in the dreary sameness of office arrangement. The woman's office is always certain to boast of a pretty rug or two, comfortable chairs and perhaps a plant or a bunch of flowers to give it the little touch of home. Then the woman earning her living on an equal basis with man always awakes his interest, although not his admiration. Men as a rule regard a business woman as they would a problem in philosophy. She is necessarily so different from the woman of leisure that she constitutes an entirely new specimen, interesting to man as a new sort of bug is to an entomologist.

A young woman who presides over one of the largest and most successful of the offices of stenography and typewriting, when spoken to on the subject of the luxurious luncheon habit of which the profession has been accused, took a moment from her work to speak regarding the matter.

"I can not say that I am even aware that women stenographers do or do not lunch with their employers at the large restaurants, for the reason that in this particular office we are as a rule too busy to give the time to an outdoor trip, and so have a luncheon sent in," she said. "We do this not only on account of the time involved, but because as a rule restaurants are unpleasantly crowded and stuffy sometimes, and we, none of us, care for that sort of thing. Here, as you see, we have plenty of room, light and air, and a splendid view. There is an excellent restaurant connected with a business men's club right here in the building and we have the privilege of ordering there and have the very best of service, as well as a variety of dishes to choose from.

"So you see, I can not say from personal observation whether the condition

you refer to exists. But even if it does, I do not consider it exactly alarming. I presume that a woman has a right to go to luncheon with her employer, or any man whom she considers a proper person, if she wishes to. I certainly should not hesitate to go if I wished to with a man whom I considered a desirable acquaintance. As to his being married or unmarried I do not know that I should be especially interested. I do not consider it a crime, or even an indiscretion, to lunch with a married man, so long as there is nothing improper or hidden about it.

"It is absolutely impossible for any set rule to be made in these matters. A woman has to use her own judgment and discretion as to such things. Women who go into any business or profession seriously are aware that they must meet men as business women. Women who take up any sort of work frivolously do not amount to anything as a factor in a profession, and what they do does not matter either.

"But sensible women in any profession are quite able to distinguish between what is right and what is wrong. It is useless to try to arrange matters of morality by rules of etiquette. The question of the conduct of stenographers as regards their employers comes up every once in a while, but it is not a question which the working women of the profession regard seriously. We know as a rule that our time for luncheon is extremely limited owing to the amount of work at hand, which comes in greatest bulk in the morning.

"Even the youngest woman who takes up office work learns quite speedily that the main fact of importance is her work. The work of stenography and typewriting requires practice and study to become fairly expert in. Once through this training, with success, the young woman clerk is starting in her business career to make a livelihood.

"As in every other condition of life, her education, home training, and bringing up have their effect upon her character as a business girl. Very few girls go into offices to work so green that they are not aware that they must resent familiarity, and above all, the attentions that may not be desirable in their nature. You can not send a chaperon to work with a girl, and neither can she take along a book of etiquette to tell her just what she must do and say in her office hours.

"Despite all that is said and written to the contrary, men as a general rule do not maintain the drawing room attitude to women that they meet on a business basis. Women speedily learn this and adapt themselves to the conditions. It is difficult and unpleasant to a woman who has perhaps been accustomed to a great deal of attention to get used to the new state of things, but I think most of us prefer the business attitude in business life once we get over the first cold chill.

"In my experience as a stenographer my difficulty was not in deciding as to the propriety of going to luncheon with my employer, but as to whether he would ever get accustomed to my taking a whole half hour for the meal. Employers are more apt to rush work on their women clerks than to lure them out to luncheons, for men know they can get more work from a woman clerk than from a man.

"I have not the slightest doubt that the masculine masher occurs in the life stenographic as it is encountered in every other vocation in which women

are engaged, from chorus work to waiting on a dining room table. A stenographer who got this virulent luncheon habit would develop gout or dyspepsia probably and would be unable to attend to her work. If you could make a quick tour of all the big stenographic offices in town at this moment you would find most of them, I will wager, very busy places.

"I can not believe that all women whose husbands employ feminine clerks are of the sort that the comic papers picture as swooping into business offices and detecting their husbands in the act of squeezing the typewriter's left hand while she takes down notes with her right. There are even women broad-minded enough and confident enough in their charm to consider the idea of their husbands taking luncheon with stenographers. Some women, you know, only draw the line at actresses.

"I once received an order to call at the house of a prominent young millionaire of this city who is somewhat interested in literary work. It was in the evening and was a rather unusual order as it came by telephone and stated that a cab would be sent for me. I suppose that should have sent a thrill of virtuous indignation through me, but it did not. I do not regard cabs any more gingerly than luncheons. I like both and wish that they always went with stenographic work. Unfortunately they do not. One goes home very hungry in a mere cable car quite often.

"I arrived at the home of the millionaire author and was shown to his private study in the upper part of the house. He dictated from notes for two hours and it was important and difficult work, involving many scientific terms with which I was not familiar. When I finished and prepared to go home it was quite late. He had some sherry and sandwiches brought up and they were very good. While we were enjoying them together, his wife, a radiantly beautiful woman in a gorgeous evening gown came in to show him the favors which she had brought from some dance.

"She was neither horrified nor shocked nor apparently jealous nor afraid of the alleged witch-like charms of all stenographers. She asked me to be very particular as to the typing of the work which was to be done in my office the next day, as the previous young woman employed had made sad mistakes. I was driven home in the brougham that had just brought her to her residence and since then I have done a large amount of work for her as well as her husband.

"Now if I were to have had the sermon of the gentleman you speak of in mind, no doubt I would have been appalled at the idea of the experience and would have rejected it with scorn, but I am of the opinion that women can care for themselves in questions of propriety to a very great extent. We live in the twentieth century, quite civilized and with a law-abiding population as a usual thing in the circles into which a woman's work takes her. Women have keen perceptions and intuitions in these matters and know how to judge human nature, especially when they have had any business experience.

"Impropriety doesn't lurk in the luncheon and I see no reason for regarding the habit as an evil one, if it exists. It all depends on circumstances."—N. Y. Sun.

Adam could have said truthfully, "There's only one girl in the world for me."

Woman's World

Unlimited Partnership Relations Between Husband and Wife.

I have said many a time and oft that my ideal of a perfect marriage was an unlimited partnership. I do not believe, on principle, in autocracies and I take no stock in the head-of-the-house theory. No happy family was ever run by a dictatorial husband or a bossy wife. We want an equal privilege government in the home as well as the state.

If I were a girl and two suitors came wooing me, one of whom said: "Come, be my angel, my inspiration, my ideal," and the other said: "Come and go into life partnership with me," it would not take me two minutes to pass up the angel proposition and close with the business deal. And I'd never regret it. A man who is broad enough and liberal enough to make his wife an equal sharer in his business, his hopes, his sorrows, has the right idea of life, and if existence isn't one long, sweet dream with him, it will at least always have something in it that is a mighty good substitute.

I am quite aware that very few men take to the partnership idea of marriage. There are two reasons for this—one is that if a man is a good man, and loves his wife, he wants to protect her from many of the hardships that he has to bear. The other reason is that if he is a mean man he doesn't want to share the perquisites with her. In one case it gives us the doll wife, and in the other the slave wife, and so far as the women themselves are concerned, it is hard to say which has been done the greater wrong.

Almost all of women's helplessness and incompetency comes in right here. Not one wife in a hundred is her husband's business partner or knows what he makes. She has never been taught the simplest business forms, and so if the time ever comes when she is left without the protecting arm on which she has leaned, she is utterly incapable of taking care of herself or her money and is the victim of the first thief who comes her way.

Every bit of this could be avoided if women were their husbands' business partners—not active always—but trusted and taught. As a matter of fact, there are just as many women with good business heads as there are men if they only had the chance to develop them. I once heard Miss Kate Gordon—who is now sitting high in the councils of the National Woman's Suffrage Association—discussing the question of woman's wider opportunities with a man. "Pooh!" he cried, scornfully. "Women are fit for nothing but the home. They don't know anything about business. Why, half of 'em don't know how to fill out a check."

"Can you work out a perforated paper pattern at sight?" wittily retorted Miss Gordon, and it seemed to me no amount of argument could have better answered the objection. We know the things we have been taught, and the men, who have kept us in swaddling clothes long after we ought to have been able to fend for ourselves, have a big slice of the misery of the world to answer for.

If a girl hasn't enough honor and honesty to be trusted with half a man makes; if she hasn't enough discretion not to run and blab business secrets; if she hasn't enough sense to understand a man's occupation and profession, she is

certainly no fit person for him to marry.

Don't marry any girl you wouldn't be willing to go into business with, boys. And right here I want to say that I have never known any man who made his wife his business partner who was ever entirely crushed by financial losses. It is the women who spend in the dark who bankrupt their husbands. Many a level-headed wife is the ballast that keeps her too sanguine and speculative husband from backing wildcat schemes, and if misfortune and losses and hard times do come, the man who knows that his wife—his partner—is going to say, "Oh, well, don't worry. We have pulled through many a hard place before and we can again. Brace up and let's get to work," is never the one who commits suicide. He has that at home which puts fresh courage in his heart and gives him strength to begin the fight all over again.

Of the wife's right to an equal share in the family pocketbook I need not speak, because no man would dream of denying that to his partner. No man would expect another man to invest his all in the business, to give to it his entire thought and labor and to receive as his share of the profits only his board and clothes and a little doled out car fare, yet that is what many women get as the sole reward for their sacrifice and service.

The woman's side of the partnership I hold to be just as binding as the man's. No firm can really prosper when one member is a drone who has to be carried and who makes reckless drains on the firm's capital. The prosperous enterprises are where both partners bring their varied talents and united talents to the support of the firm.

A woman's end of the bargain may be described as the office end. Bad book-keeping has wrecked many a firm; little leaks in the office bankrupt many a good business. A wasteful woman can throw more out of the kitchen door with a teaspoon than her husband can throw in at the front door with a scoop. Every young couple starting out in life settle within the first two years whether they are always going to be poor or are going to achieve prosperity, and ninety-nine times out of a hundred the woman settles it. The man who marries a thrifty wife goes up into the firm or starts a store of his own. The man who marries a trifling one lives and dies on the same clerk's stool.

I honestly believe that the crime that calls for reforming more than drink or gambling or anything else is the way girls are raised and the total ignorance of everything a woman ought to know with which they are rushed into matrimony.

It may not be poetical or romantic, but it is the solid truth that domestic happiness rests on good cooking and good housekeeping. The man whose meals are never on time can not hold his own in the business world; the man who acquires dyspepsia through mean cooking or who is not properly nourished by reason of ill-chosen food breaks down at the critical time, when a little more strength would have carried him past the winning post; the man who gets nervous prostration is the man who comes home at night to a place that is not a temple of peace, but a home that is ill-ordered, upset, full of nagging servants and querulous complaints.

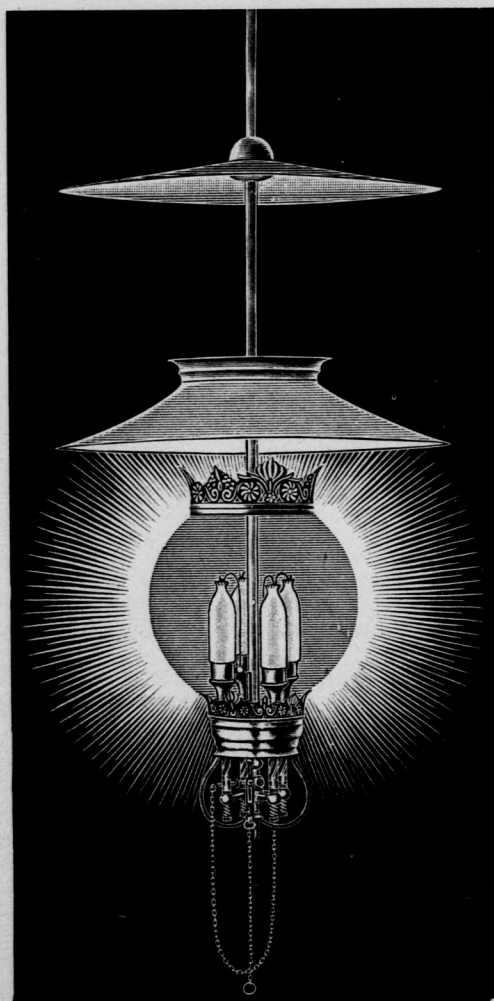
One of our leading financiers said once that when he was preparing to run

a gigantic corner in stocks—a deal that would involve millions and require not only clearness of mental vision, but iron nerve, so that he would be able to hold on until the critical moment—he went into training for it like a prize-fighter and got himself into perfect physical condition before he attempted it. There is a lesson in this for every wife; for the body is, after all, nothing but a machine, and it can not do its best work unless it is properly cared for.

I know of no thought more depressing than the fact that the life, the happiness, the well-being of the family, are daily given into the hands of girls who are absolutely untaught, and incapable of caring for the trust committed to them. When the engineer does not know her business, what wonder the matrimonial train so often goes to smash?

It is dishonest. It is taking an unfair advantage of a man for any girl to marry him unless she has qualified to make a comfortable home and thus fulfill her end of the partnership.

Another view of the partnership of matrimony has recently forced itself upon my notice, and that is when the woman is fitted to become not only a silent but an active partner. The question raised itself in connection with a charming young girl who is about to follow the happy American custom of marrying a young man who is all that one could ask in a man—true and loyal and clever and industrious—but who has only just gotten his foot upon the first round of the ladder of success. As the matter stands, the young man makes only a small salary—\$100 a month—and with a wife to support on that, it will be years, even with the best of luck, before he could lay by enough to go into business for himself.



A Beautiful Light

In your store adds to its attractions. It advertises for you; it helps you sell your goods. Our

2,000 Candle Power Arc Light

Costs only 1¼ cents per hour to operate it. It lights in an instant. Pull the cord and you have your light. Send for our New Catalogue, giving all information.

Watch this space in the next issue.

Michigan Brick and Tile Machine Co.

Morenci, Mich.

The girl, however, has a specialty, that she has spent years and much money in acquiring, and that would enable her to earn more than her husband if she practiced it. In the small town in which they are to live there will be much demand for her services, and when she asked my advice, I said, emphatically: "Go ahead. Don't give up your profession. Add your earnings to your husband's, be a real partner, both pulling together, and in a few years you will be rich. Then, when you have helped him up the hill, you can quit teaching if you like, but now is when he needs you."

She is going to do it. People may gossip a little, but if we waited for the world to approve all we do, we should do very little, and no one will criticise when that young couple "get along," as they will.

I can see no shame to either when a woman can help her husband, and does it. For, after all, it comes back to the partnership question—the equal sharing in prosperity and adversity, and the pleasures and perquisites of life. Of one thing I am certain—no family run on that basis can ever come to bankruptcy in love.

Dorothy Dix.

Value of Knowing How to Dress.

A few years ago a well-known teacher, who had founded and carried on for many years a successful school for girls in one of the Middle States, decided to retire. She looked about for a successor.

Many candidates were brought to her notice. The place was an important one. The emoluments were large, no school stood higher in the esteem of the public, and Mrs. Blank was anxious to find just the right woman for the position.

At last, a woman offered to take the school who, apparently, had every qualification to carry it on with distinction. She was one of the most learned women in the country, she spoke a half-dozen languages, and was witty and wise in them all, and she had a long and successful record as an educator.

But Mrs. Blank, after a brief interview, declined to consider her as a candidate, and also refused to make known at the time her reason for this decision. Years afterward she said to a friend:

"There was no doubt as to her scholarship or her ability to teach, but her gloves were soiled and one shoe had lost half of the buttons. Trifles, you think? But they betray qualities which made her unfit to be the guide of young girls. The woman, whatever her ability, who does not respect herself enough to be clean and neat will never command the respect of others."

The applicant never knew that her slovenly gloves and gaping shoe cost her a position of ease and honor for life.

A place of trust with a large salary was open to women in one of the public departments in Washington several years ago. One candidate brought the highest recommendations, but was dismissed promptly by the committee who had the power of appointment. She was glaringly dressed in the extreme of the fashion, with glittering jewels and nodding plumes.

"We want a working woman, not a cockatoo," said the chairman, after the absurdly-dressed candidate had retired.

Nothing shows sense or discretion more accurately in man or woman than the way in which they dress. If they attach just the correct importance to their coats and gowns they are likely also to estimate the other factors of life at their just values.

Looking Out For Mother.

One matter which all young girls should consider, which is perhaps almost hackneyed and yet never unnecessary, is the question of reverence, all that is implied by the injunction to honor our parents. To honor them is not only to obey them; it goes farther and deeper than mere obedience.

You can not possibly understand the love that your mother bears you ; it is a law of nature that you should not understand. It is like no other love ; peculiarly interwoven with every fibre of her being, not to be comprehended by any daughter of you all until the day when you perhaps hold your own children in your arms. You must take it on trust. But remember that this love of hers makes her acutely conscious of every touch of hardness and coldness in your voice ; she misses the kiss that you are in too great a hurry to bestow ; she winces at the argumentative voice with which you labor to get your own way ; she dreads unspeakably to lose your affection and respect. Do not begrudge the tender word, the long caress, even if you feel a little impatient of it all the while. You will long for it with a heartsick longing when it can never be yours again. And remember that hardness is one of the faults of youth ; you should strive against it as much as you strive against your faults of bad temper, or inaccuracy, or sloth. Be hard on yourself if you like ; that will not hurt you. But you may regret it all your life that you have been hard on anybody else.

The Mission of the Positive Man.

No man achieves anything worthy until he learns the power of conviction—until he feels that he can accomplish something if he will it strong enough and long enough.

The world stands aside for the man who has a programme, a mission, a calling to do that which he feels a throbbing compulsion within him to do.

Stoutly arm your ability to do what you undertake. Every affirmation strengthens your position.

One of the best strengtheners of character and developers of stamina, generally, is to assume the part you wish to play; to stoutly assert the possession of whatever you lack. If you are deficient in courage, staying power, pluck, or determination, learn to assert vigor.

ously these qualities as your own by a divine right. Be thoroughly convinced that they belong to you—that you should possess them, and that you do. Then you will strengthen your success-position wonderfully.

Grant had this positive quality—a firm conviction that he could accomplish whatever he undertook. There was nothing negative in him. He did not stop, in the midst of a great crisis, to consider if failure were possible; he did not doubt, but constantly affirmed, and was always on the positive side.

It is the positive Lincolns, Washingtons, and Grants who achieve results. The positive man is wanted every-

where—the man with the plus qualities of leadership. He is fearless—courageous; his conviction is born of the consciousness of strength.

Never allow yourself to admit that you are inferior to the emergency confronting you, for this is to invite defeat. Stoutly affirm that you can do the thing. The moment you harbor a doubt of your ability, that moment you capitulate to the enemy.

Every time you acknowledge weakness, deficiency, or lack of ability, or harbor doubts, you weaken your self-confidence, and that is to weaken the very foundation, the very possibility, of your success.

OYSTER Season is here with a big demand for

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**Send
in your order
now and get your
share of the big business**

NATIONAL BISCUIT COMPANY.

They all say

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

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

Clerks' Corner.

A Sand Burr and What Came of It.

Written for the Tradesman.

When Gene Morrill went forward for prayers one Sunday evening, was prayed for and, after a recital of experience, was accepted by the brethren on probation there was a great deal of headshaking and wondering whether the strength of conviction of sin or his desire to gain the favor of Lily Miller was the power that moved him. Take him all in all, he had not been a strictly exemplary young man. He was industrious enough—there never had been any doubt about that. He had been clerking for White-wood & Gray for three years now and both men had been heard time and again to say that Morrill was one of the best clerks they had ever had; but after the store was closed and his supper had been satisfactorily disposed of the places that knew Gene Morrill were not those that knew him during business hours. For some reason or other he liked and ate cloves and cardamom seeds and these he varied with the roasted berry of the strongest coffee. He smoked, too—cigar, cigarette, pipe—he took what was handiest and gloried in the scent he created and—well, the fact is, he was looked upon as a bad lot and the fact that his father was a minister over in Bingham only confirmed the opinion the folks in the village had of him; so that when it was announced that Gene Morrill had gone forward for prayers it created a great stir in the quiet community.

The church members quoted with earnestness the text: "Howbeit this kind goeth not out but by prayer and fasting," put the case in the Lord's hands and bothered themselves no more about it. The attendants not members tacitly followed suit after expressing the hope that the fellow would not backslide before the year was out—it was then early September—and Lily Miller, who after all turned out to be at the beginning of the movement, concluded that, if she was the one chosen to snatch this brand from the burning, she was resigned to her lot and would enter at once upon her mission; and she did.

Among the first of Gene's sins to be guarded against was that of profanity. When all was lovely he was unconsciously profane; when storms darkened his skies he was simply terrific. When he learned, however, from Lily's own sweet lips that he must give up profanity or her, he bent to the decree, declaring he'd "be damned" if he ever swore again, and none could have been more

shocked than he when she told him what he had said. He was thoroughly in earnest, however, and to his great credit, be it said, he took himself bravely in hand and with hardly a slip worth the counting the golden weeks rolled by. He stopped smoking and drinking and when the boys wanted him to take a hand at poker, he said out and out that he'd dropped all that sort of thing and was going to try to do his best whether he succeeded or not.

After that Morrill stock came up in the good grace market of Shelbyville. The church people began to hold their heads up and talk about the "power o' prayer" and mothers with marriageable daughters began to insist on trading with him when they went to the store and always ended their trading by inviting him to come to dinner. The minister, who had taken a liking to the boy even in his wildness, was doubly attentive now, and the two were often seen together loitering arm in arm along the country roads at odd times when chance or circumstance brought them together.

Thus matters went swimmingly along until the middle of October, when like a bolt out of a cloudless sky Shelbyville was shaken to its center by the astounding fact that Gene Morrill had backslid and sworn. Right in the store in the presence of a storeful while he was measuring potatoes, he dropped the half-bushel with the most shocking oaths and swore a blue streak into the back store where he ran, and for the next five minutes nothing was heard but the most fearful profanity that ever fell from human lips. Then it stopped as suddenly as it began and the young fellow, pale as death, came out and finished measuring the potatoes.

That was Saturday morning and for the next twenty-four hours Shelbyville was in an uproar. Gloom settled down upon the community. The deacons of the church went about with their heads down and the church people came and went clad in gloom. The minister alone remained untroubled and wore a shining face in the brooding darkness.

Of course there was a church meeting and Eugene Morrill was summoned to appear. He came in resigned but determined. There was something in his bearing which gave the minister renewed confidence and which seemed to say, "Brethren, I'm guilty of the charge to be brought against me but if you don't think I have a good reason when you have learned the truth so much the worse for you and the church behind you." It is useless to relate in detail the proceedings. When the time came

for the young brother to tell his story it was brief and straight to the point: "When I was at work with both hands holding the half-bushel, I thought a hornet that I had tried to kill that morning had got halfway up my leg and was stabbing me with his sting. It took me when I was off my guard and I guess I made up for lost time! I am sorry to say I never swore worse and had it do me so much good in my life. I ran into the back store and tore off my trousers to find not a wasp but a — sand burr as big as the end of my thumb plowing its hooks into my leg! That's all, gentlemen. I'm sorry as I can be the thing happened, but I couldn't help it and I'm afraid, if a sand burr should get at me again like that, I should do it right over again."

He sat down and the minister at once arose. He said: "We have heard the facts of the case, brethren. Let him that under the circumstance would not have sinned the same sin cast the first stone."

After a minute's silence the minister turned to Gene and said, "Neither do I condemn thee. Go and sin no more."

Laughter at once took the place of gloom in Shelbyville and the young sinner was heard to remark afterwards that human nature was the same in the pulpit and in the store and hereafter he'd see that the relation was closer than it had been. Richard Malcolm Strong.

Trying to Recall a Name and Face.

Hawkins is a man who prides himself on his good memory. It is his boast that he never forgets a face. And when the name has escaped him he usually finds a way to avoid embarrassment.

"It just takes a little quickness of wit," is the way he puts it. "It is always easy to make a man who speaks to you feel at home. It don't cost anything, and you never can tell how much good it may do you sometime."

Hawkins spent three years as superintendent of a plough factory in Des Moines, Iowa. Later he was for a couple of years at the head of a similar enterprise in Columbus, Ohio. The last five years he has lived in Chicago. Consequently, he frequently meets old acquaintances on the street. He met one the other day who upset all his theories and gave his friends a good chance to poke fun at his former boasts. When he got off the elevator at noon he noticed a man standing in the doorway who stared at him enquiringly. Hawkins returned the stare, although to save his life he could not remember ever having seen the stranger. Presently the man stepped up to him and said:

"Isn't this Mr. Hawkins?"

"Yes, sir."

"Hiram J. Hawkins?"

"Yes."

"Well, I'm Sawdell," said the stranger, extending a hand. Neither name nor face conveyed any trace of meaning to Hawkins, but he promptly proceeded to put his quick wits into operation.

"How-de-do, Sawdell," he said.

"How's everything in Columbus?"

"Columbus!" said the man, with an expression of surprise. "Why, I knew you in Des Moines, Ia."

"Why, of course," said Hawkins, sure he was on the right track now. "I remember you well. How's things at the plough works?"

"Plough works!" said the stranger. "I don't know anything about plough works. But don't you remember Polly?"

"Why, sure," said the now desperate Hawkins with an embarrassed laugh. "Of course I remember Polly. How are you, Polly, anyway?"

"I'm not Polly," said the stranger. "I'm the man who married her. Polly used to do your washing, and she always told me that if I saw you I was to say that you owed her for two weeks' work."

Hawkins gave the man a dollar to get rid of him. He is uncertain still whether or not he was the victim of a new species of confidence game.

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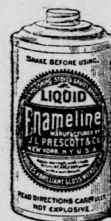
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The New York Market

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

New York, Oct. 5.—Business has been good, although some queer transactions have taken place in the Stock Exchange and the price of granulated sugar was cut to a woeful extent by the trust in the West, causing some wonderment among the trade as to what the end would be.

Arrivals of coffee have grown so tremendously that the Brooklyn warehouses are chuck full and the question is, what to do with the big receipts coming all the time. In store and afloat the amount of coffee now aggregates the immense total of 2,143,103 bags, against 926,938 bags at the same time last year. There is not a great deal of business being done, as buyers seem to think the rates too high, Rio No. 7 being quoted at 5 3/4c. In mild grades there is also a quietude, and neither jobber nor roaster seems to be interested in taking supplies beyond the daily wants. Good Cucuta is worth 7 1/2c. East Indias are steady at unchanged rates.

Locally, the sugar market is in about the same condition as last noted, the big reduction in the West "cutting no figure" here. New business is moderate and there seems to be a lack of confidence—a feeling that something might happen—just what, no one knows.

Green teas retain the recently-acquired strength and seem to add thereto daily. Offerings are said to be very light and holders do not seem at all anxious to dispose of stocks on hand at present quotations. Blacks are firm, but the volume of business is not very large, although some improvement is shown over a month or so ago.

While prices are very firmly adhered to, there is no great amount of enthusiasm among the rice trade and probably there is some falling off from a week ago. Matters have been much worse, however, and dealers are very hopeful. Supplies are by no means large, either of domestic or foreign. Prime to choice Southern, 5 1/4@6c; Japan, 4 1/2@5c.

Spice jobbers report a fair trade and the situation is more encouraging for the seller than for some time past. Full values are asked and obtained and, with the advance of the season, the outlook is for decided advances on some articles.

Molasses is firm. New crop will soon be here and prices are likely to be well sustained. Good to prime centrifugals are worth 17@30c, with the supply decidedly light. Foreign sorts are firm all around.

The canned goods situation is one that favors holders. Prices are firmly adhered to and show an upward tendency. There will be a good pack of corn in Maine, New York and Maryland—better than was looked for last summer, while the tomato output seems almost sure to prove smaller than last season. Gallon apples have sold well at \$3.15 here and the prospects are good for steady advance.

Lemons and oranges have been somewhat neglected, although prices are very firm. Prices of bananas are firm, although there is a decline from a week ago. There is an abundance of domestic fruit, but there is also an excellent demand.

Dried fruits show no features of special interest and matters move along in about such a manner as might be looked for at this season of the year.

The demand for California prunes has been pretty good, 40-50s selling at 7c. Raisins are without change. New imported Valencias, 7 1/2c.

Best Western creamery butter is in rather light supply and will readily bring 22c. Leaving this, the market is well supplied with the lower grades of creamery, selling from 15@17c. Seconds to firsts, 18@21c; Western imitation creamery, 14@18c, the latter for very good goods; Western factory, 14 1/2@15 1/2c.

There is a very dull and dragging market for almost all grades of cheese and, as exporters are doing nothing, quotations are nominal. Full cream, large size, 10 1/4c; small, 9 3/4@10c.

For the better sorts the egg market continues firm and Western fresh gathered are worth 21c; candled, 20c; regular packings, 17 1/2@19c.

Food Values of Vegetables.

Tomatoes rouse torpid livers, and do the work, ordinarily, of a doctor's prescription.

Lettuce has a soothing, quieting effect upon the nerves, and is an insomnia remedy.

Celery is an acknowledged nerve tonic, and is more and more used in medical prescriptions.

Onions are also a tonic for the nerves, but people will be forever prejudiced because of their odor.

Dandelions purify the blood and generally are declared to tone up the system.

Watercress, which is now at its best, is a good, all-around brace-up for the system.

Potatoes should be eschewed by those who have a horror of getting fat, as that is one penalty of eating them.

Spinach has medicinal properties and qualities equal to the most indigo of all blue pills ever made.

Parsnips, it is now contended by scientists, possess almost the same virtues that are claimed for sarsaparilla.

Beets are fattening, and even a moderately learned man will explain because of the sugar they contain.

Ordinarily Lima beans, some one has said, are good to allay thirst, but the same can be said, with equal truth, of a pitcher of water.

Asparagus is efficacious in kidney ailments to an extent that is not yet, perhaps, thoroughly appreciated.

Cucumbers, aside from sunbeam emitting properties known to readers of facetious paragraphs, contain an acid that is helpful in some cases of dyspepsia.

Cabbage, in Holland, is regarded as something of a blood purifier, but the authority is vague. In Germany, its effort is purely sauerkraut.

Parsley will assist good digestion, like cheese and nuts, but a quantity in excess of ordinary capacity has to be consumed. Therein lies the joker.

Pumpkins are an ingredient in a patent medicine that is guaranteed to cure

quite a variety of ailments flesh is heir to, but the world is increasing in inhabitants who do not believe all they hear.—What to Eat.

Beef, Mutton and Pork Out of Reach.
U. S. Consul-General Hurst, at Vienna.

The comparatively high prices obtained in Vienna for beef, mutton, and pork put these meats beyond the daily reach of the poorer classes, who are most taxed by hard labor, and are obviously in need of strength-giving food. The price of horse meat ranges per pound of forequarter from 5 to 8 cents; hindquarter, 6 to 9 cents; choice cuts for steak and roast, from 5 to 11 cents; the same cuts in beef average from 20 to 24 cents a pound. The horse meat is also worked up into sausages, and as such sells at correspondingly low prices. The horse-meat butcher shops, of which there are not less than 185 in this city, present a clean and attractive appearance, and are in no way distinguishable from the shops where the usual kinds of meats are sold, save by its sign announcing their specialty. Restaurant keepers who serve horse meat must designate this fact in a special column on the bill of fare offered to patrons. In the shops where the horse meat is sold a certificate must lie open for all to read. As in other butcher shops, the prices of the various cuts per kilogram must be stated on a sign-board. In some of these shops donkey meat is also offered for sale, and this fact must be announced in a similar manner.

All Depends on the Farmer.
From Harper's Bazaar.

It is for the welfare of all the nation that every benison science and love can bring to the family shall be brought to the farmer. It is for the advantage of American society that the tide shall be turned back from the congestion, moral and physical, of cities, into the freedom, the independence and the simplicity of the farm. All other vocations depend for prosperity upon the prosperity of the farmer.

But Such a Per Cent.

A man in Selinsgrove Junction, Pa., has started a skunk and frog farm. Henceforth he expects to have plenty of greenbacks, and to realize a large per cent on his investment.

Geo. H. Reifsnider & Co.
Commission Merchants

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321 Greenwich Street, New York
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MICROBE MURDERERS

Have Rescued a Great Industry From Impending Ruin.

Since it was discovered that all methods of preserving food were effective only as they prevent, or at least retard, the action of bacteria, a field of enquiry of the greatest practical importance has been opened to the bacteriologist. Obviously civilization largely depends upon its ability to store up in times and places of plenty a supply of food which shall be available just when and where it is most needed. Drying, cooking, salting, freezing are means which have been employed for centuries to this end, and are not likely to be abandoned for centuries to come; but the greater success, and especially the greater certainty, which are possible to-day are largely due to the information gathered in the experiments of the industrial biologist.

This fact has been very strikingly brought out in recent reports of certain bacteriological work undertaken in the laboratories of the Massachusetts Institute of Technology in Boston. The entire canning industry of America one finds is almost entirely dependent on methods which have been suggested or interpreted by bacteriological investigation. The vastness of the interests involved is a sufficiently striking fact in itself. Some 3,000 firms in the United States alone are engaged in canning foodstuffs of various kinds, and not millions, but billions of cans containing fruits, meats or vegetables are annually put upon the market. According to the statement of Mr. Samuel C. Prescott and Mr. W. Lyman Underwood, who have personally conducted the experiments carried on at the institute, 100,000,000 cans of corn, 100,000,000 cans of peas, 125,000,000 cans of sardines and 150,000,000 cans of tomatoes were recently put up in a single year. What these figures mean is illustrated by the statement that if the cans of corn and tomatoes—not counting any others—were set end to end they would reach around the earth at the equator.

The American canning industry was established in Boston in 1826, when William Underwood introduced the French method of preserving fruit in glass jars. About the year 1840 tin cans were first used in Boston to take the place of the jars, but it is said that they had been previously used by Charles Mitchell, a Scotchman, living near Eastport, Me., for packing corn and lobsters. The industry grew steadily until about twenty years ago, when it received a setback from the fact that almost the entire stock of canned corn then in the market was found to have turned sour. It was then customary to immerse the cans of corn or tomatoes, or whatever the contents might be, for several hours in boiling water, the purpose being to preserve by a process analogous to cooking. While still hot, the cans were punctured and the air they contained allowed to escape, leaving a vacuum when the vent was soldered up and the can had cooled. It was commonly believed among canners either that it was necessary to produce this vacuum, or that all air must have been excluded in the first place, to assure the contents of the can completely against change. The theory, however, ceased to hold after the unfortunate experience just described, when an enormous loss was entailed upon the canning factories. The souring was not confined to one factory or one locality, but appeared simultaneously throughout the district—

at that time New England—where most of the canning of corn was done. Many experiments were tried looking to some surer method. By heating the cans in retorts or steam instead of in boiling water, it appeared, indeed, that souring could usually be prevented, but this method had other disadvantages, and one manufacturer experimented constantly for sixteen years along the old lines without again obtaining satisfactory results. His work, like that of his fellow manufacturers, was merely empirical; neither he nor the others had discovered the real cause of the injurious process which they desired to prevent.

Deterioration and loss were not, moreover, confined to any one branch of the canning industry. Vegetables, meats, fish, oysters, clams and lobsters were oftentimes found to be spoiled in the same way in spite of the perfect exclusion of air. It looked sometimes to the manufacturers almost as if a great modern industry, constantly enlarging, highly profitable and of the greatest use might have to be given up altogether. Moreover, there was an important hygienic side to the question; various epidemics and isolated cases of sickness had been attributed to the use of spoiled canned foods. Seldom, indeed, had there been a better opportunity for pure science to show its practical value.

The investigations at the biological laboratories of the Institute of Technology began with the examination of spoiled cans of clams and lobsters. In some cases the fact that the contents had been spoiled was shown by the swelling of the cans, but this was not always the case; "black lobster," so called, was found in cans the contents of which were to all outer appearance in perfect condition. In the bacterial determinations undertaken at the institute a minute portion of the spoiled material was planted as a "culture" in some nutritious medium—gelatine, potato, milk, or bouillon—where any bacteria that had caused the fermentation or spoiling would multiply under the most favorable conditions. This "colonization," as it is called, was assisted by keeping the cultures in an incubator at blood heat. In this way definite colonies were developed so that they could be studied under the microscope and subjected to the usual bacteriological tests. To prove that they were actually responsible for the spoiling of the canned products under examination, the bacteria of these colonies were carefully introduced into good cans which had previously been thoroughly sterilized. In one experiment, for instance, two unspoiled cans of clams were sterilized by heating them to 250 degrees. Both were then punctured in a sterilized glass chamber, after which one of them was inoculated with the bacterial culture by means of a platinum needle. Both were then resealed and subjected continuously to blood heat. Almost invariably the contents of the inoculated can spoiled, while the contents of the other remained sound.

As a result of these experiments it was possible to designate nine species of bacteria. Two of them were "micrococci," which are spherical in shape, and seven "bacilli," which are rod-shaped. For example, the microbe known as "bacillus No. 1" was shaped like a rod with rounded ends and occurred singly or in chains of varying lengths. It was creamy white in color, moved with a serpentine motion, and, while naturally air-loving, had the faculty also of growing in the absence of

air. The other species showed certain variations in color, shape and motion, but all were alike in being in general "aerobic," or air-loving, while at the same time able, at least on a pinch, to live in places from which air had been excluded. Some of the microbes which had caused the trouble having been thus captured and identified, the next step, that of neutralizing their activity—principally a matter of applying the right degree of heat for the proper length of time—was comparatively simple, so that one may open one's can of clams or of lobsters to-day, if it had been put up by methods which follow the rules of safety developed by the bacteriologist, with no apprehension whatever.

Mr. Prescott and Mr. Underwood next undertook investigation into the souring of canned sweet corn. Here they discovered twelve different bacteria—eleven bacilli and one micrococcus. "Bacillus A" was rod-shaped and colorless, occurring either singly or in short chains, and had a rapid serpentine or spinning movement; and this was the general character of all. In some instances one or another of these microbes was found in all the stages from the green ear, as it came to the factory, to the spoiled can. It was hardly a consolation to the manufacturer to learn that, although souring the corn and making it unpalatable and unsalable, they were otherwise harmless. But, like others of their tribe, it was soon found that, although rather unusually difficult to kill, requiring as they did a heat of 250 degrees for at least ten minutes to insure their absolute destruction, they were by no means immune to the weapons of the professional bacteriologist. It was discovered, however, that, since corn is not a good conductor of heat, it takes fifty-five minutes for the minimum amount of heat required to destroy them to penetrate to the center of an ordinary two-pound can, a fact which had not been recognized in the experiments of the packers themselves.

Their use of heat had been ineffective because not directed by any exact knowledge of what it was that the heat was expected to accomplish. In the same way the use of the vacuum was shown to be without value—except that, incidentally, cans prepared with a vacuum will ordinarily indicate the spoiling of the contents by bulging out

at the ends. One objection only developed to the methods proposed at the institute. It appeared that the continued heat necessary for thorough sterilization had a tendency to make the corn darker in color, and as dealers had formerly demanded very white corn to answer the requirements of their customers, the packers were inclined to reduce the period of heating in order to make their product more salable. But it seems only reasonable that some sacrifice in appearance should be made if the compensation is an absolutely palatable product which shall retain its natural flavor indefinitely, and also be of perfect hygienic quality.

Other investigations of equal importance have been made at the institute to determine the causes of the spoiling of canned peas, tomatoes, asparagus, string beans, and a variety of vegetables and other foods. The same bacteriological methods were applied in procuring the cultures of the special bacteria which here take the place of those in the corn, and in the testing of their activity by inoculating sterilized cans, but the practical results have shown marked differences in the necessary means of preservation. Peas, for example, are a much better conductor of heat than corn and can be thoroughly sterilized by being subjected to a temperature of 236 degrees for 40 minutes, or, since, within certain limits, the time may be decreased if the temperature is raised, of say 240 degrees for 35 minutes. In like manner in the case of each variety of food examined it has been possible, after procuring cultures of the peculiar bacteria which cause the spoiling of the product in the can, to lay down rules for packing which will insure perfect sterility. Incidentally, too, the special knowledge of the bacteriologist teaches him that bacteria dangerous to these various products lurk in rubbishy heaps and untidy surroundings, so that he is able to demonstrate to the packer the direct economy of scrupulous cleanliness in his factory. But for that matter, the field which the bacteriologist here covers, merely from the practical and so to say popular standpoint, is constantly enlarging, and its limits are not by any means yet reached, while he already has the satisfaction of having helped materially to put a great American industry on a sound basis and even rescued it from threatened ruin.

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The Man Who Mixes Physic and Horses.

David Harum Crawford—otherwise known as Cornelius Cubebs Crawford—is in ecstasies over the success of his four-year-old mare, Queen Exum, in winning three straight heats in the 2:35 trot at the Jay County Fair at Portland, Indiana, one day last week. There were six horses in the field and Queen Exum drew sixth place, but she came in first for three straight heats, her time being 2:24 $\frac{1}{4}$, 2:21 $\frac{1}{2}$ and 2:21 $\frac{1}{4}$. She was driven by her owner, and those who witnessed the race insist that quite as much was due to the skill of the



driver as to the fleetness and staying qualities of the trotter. The purse was \$250, one-half of which was handed over to Mr. Crawford as his share of the race. Queen Exum has many admirers and there are not a few who aspire to own her. Mr. Crawford recently offered to sell her for \$1,500, but if she takes first money in the 2:35 trot at the Red Ribbon races at Fort Wayne this week, and better her record, he proposes to raise his price to \$2,000. Those who know the gentleman—and not to know him is to argue yourself unknown—need no assurance that he will not only hold his price firm, but that he will succeed in finding a purchaser on his own terms.

The accompanying illustration, reproduced from a snap shot taken by Mrs. Crawford, shows how Mr. Crawford looked after winning the third heat and the horse had been blanketed and led away to the stable.

Later—A telegram received from Mr. Crawford this morning contains the interesting information that Queen Exum took first money at Ft. Wayne yesterday, winning three straight heats, in one of which she scored 2:21. If the genial pill peddler walks on air for the next month and fails to recognize his old friends, they can attribute it to the

fact that his pet nag won first money in two races in two consecutive weeks and that he is absorbed in considering whether he shall continue to hold her at \$1,500 or raise the price to an even \$2,000.

Gripsack Brigade.

B. L. Skadden, representing the Burrows Bros. Co., of Cleveland, is showing his holiday line this week at 242 East Fulton street.

T. I. Humble is showing his line of holiday goods this week in a room in the McMullen block. He represents A. C. McClurg & Co., Chicago.

H. W. Modlin, Northern Michigan traveling representative for the Beacon Falls Rubber Shoe Co., starts out on his spring campaign about Nov. 1.

Alonzo Clark will shortly open his new hotel at Clinton under the management of Bert Gilmore, of Sherman. The house is thoroughly modern in every respect—a credit to the town and a monument to the owner.

Pontiac Gazette: Ed. Barrett, who has been in the office of the Metropolitan Life Insurance Co. here for some time, has resigned to take a position with the H. J. Heinz Co., of Pittsburg. He will begin his duties traveling Monday.

E. K. Bennett, formerly traveling representative for a jewelry house and at one time landlord of the Grand Hotel, at Lansing, is offering to compromise with his creditors on the basis of 25 cents on the dollar. He is now connected with the Hannen real estate agency at Detroit.

Detroit News: Edward Bailey, a traveling man from Massachusetts, was crossing Michigan avenue near First street Monday when he was struck by a downbound Michigan avenue car. He was thrown to the pavement and the fender passed over him. At Emergency hospital it was found that his hip was badly bruised and he had received some scratches. Mr. Bailey was stopping at the Hotel Cadillac.

Greenville Independent: Greenville will have another hotel and work has already begun thereon. Crookshank, Somers & Co., of Ionia, builders, have the contract for erecting for T. B. Winter a new hotel on the site of the Webster House, which was burned down some time ago. The new hotel is to be 60x72, three stories, of brick trimmed with Ionia stone. Besides general rooms, there will be forty rooms for guests. It will be ready for occupation about March 1.

Pentwater News: D. D. Alton, who recently sold the Crescent drug store in this village to Dr. J. A. McGregor, after considering several propositions, has finally accepted a position with the People's Publishing Co., of Philadelphia, as general agent, with a very satisfactory remuneration. Mr. Alton's headquarters will be Muskegon, where the company will establish a general office, the only one north of Cincinnati. Mr. Alton's field on the start will be Michigan and Wisconsin.

The Boys Behind the Counter.

Holland—Henry Van Anrooy has taken a position as clerk in the grocery and meat market of C. Van Duren.

Lowell—Ernest Runnels, formerly with E. F. Blake & Co., at Middleville, has taken the position of head clerk in the dry goods store of Marks Ruben & Co. He is the son of Eli Runnels, who has been engaged in general trade at Corn- ing for the past twenty years.

SUCCESSFUL SALESMEN.

Richard Jackson, Jr., Representing Macauley Bros., Detroit.

Richard Jackson, Jr., was born in London, Eng., Aug. 14, 1872, being the eldest child of a family of ten children. His father, who was an iron worker, came to this country with his wife and child in 1873, locating at St. Louis, Mo. They remained there two years and then concluded to return to England, where the family remained until 1880, when they came to this country a second time, fully determined to make it their permanent home. The family located at Detroit, afterwards removing to Windsor, where the children attended school. Richard remained in school until he had nearly completed the grammar grade, when he noted that several boys of his acquaintance and about his own age were obtaining employment in Detroit and, inspired by their example, he determined to get a start in the world. Acting on this determination, he crossed the river on the



ferry and walked up and down the principal business streets of Detroit in search of "Boy Wanted" signs. He found such a sign in the window of J. A. Roys & Co.'s book store and went in and asked for the owner. Mr. Roys treated him kindly, enquired as to his name, address and family antecedents, and then told him he could report for duty the next morning and that his wages would be \$3 per week. He was so overjoyed at securing an opportunity to earn money that he ran all the way to the ferry and from the ferry landing to his home to break the good news. To his surprise and chagrin, he received a punishment for his enterprise in seeking a situation without first securing the consent of his parents, but he was permitted to take the job and was encouraged in every way possible to do the work well and discharge the duties devolving upon him with credit to himself and to the satisfaction of his employer.

He remained in the employ of J. A. Roys & Co. a year, when his father deemed it the part of wisdom that the boy be taught a trade, so that whatever might happen to him in after life he would have an occupation to fall back on. He was accordingly placed in the Riverside Iron Works on a three year apprenticeship, learning the business from the rudiments up. At the end of his apprenticeship he was earning \$3 per day, but he failed to acquire a liking for the business and went back to J. A. Roys & Co., taking a clerkship which paid only \$1 per day.

In 1892, he was offered a clerkship in the wholesale book and stationery department of Macauley Bros., which he accepted. Three months later he was sent out on the road with the valentine line of the house and his success was so marked from the start that he was never called back into the store. His territory includes Michigan, Northern Ohio and Northern Indiana.

Mr. Jackson was married Sept. 23, 1896, to Miss Augusta Hiller, of Berlin, Germany. They met on a Thursday and were married the following Wednesday. The union has proved to be a very happy one, notwithstanding the short acquaintance and courtship.

Mr. Jackson is a member of St. Paul's Episcopal church, Detroit; Wayne Lodge, No. 2, I. O. O. F.; Court Jefferson, A. O. F. of A.; Detroit Council, No. 9, U. C. T. He was a member of one of the Detroit military companies for five years, his term of enlistment the last time having expired only a short time before the breaking out of the Spanish war.

Creditors Allege Fraud.

From the Cadillac News.

Spurgeon D. Casler, the Farnsworth general merchant whose dealings with Grand Rapids jobbers have caused him considerable trouble during the past few days, was released from jail Saturday, having furnished bonds for \$2,000. Casler was arrested on a capias one day last week, and two civil warrants under the fraudulent debtor's act were also issued against him. On the capias his bonds were fixed at \$1,000, and on the civil warrants at \$5,000. Casler's father, an Eaton Rapids farmer, through the Cadillac State Bank, furnished the three bonds. It is alleged by Casler's creditors that he has attempted to defraud them of about \$1,800 through a bogus sale of the stock at Farnsworth to his brother-in-law, Van Valkenburg. The defendant's trial will begin in the Circuit Court here Oct. 11. Fred C. Wetmore is the Cadillac attorney for the Grand Rapids creditors, and Donald E. McIntyre is Casler's attorney.

The Leader in the Field.

F. J. Dettenthaler, who conducts the oldest and largest wholesale oyster house in Western Michigan, reports that the quality of the oysters this season is exceptionally fine and that the supply is good. He handles everything in the line of shell, bulk and canned goods and his prices are always as low as is consistent with good quality. Those who are seeking an alliance with a reputable house which handles goods of uniform excellence on close margins would do well to communicate with Mr. Dettenthaler without delay.

Lansing—The Lansing Sugar Co. has been testing beets for several days. They find that the local product yields from 10 to 15 per cent. sugar, and in all cases where the percentage is low it has been found that the beets were selected for their size, and were not fully ripe. Where the choice of samples has been left to persons familiar with beet culture, the percentages have invariably been high. The weather is ideal for the crop, beets still in the ground doing remarkably well. The company advises growers to put off harvesting the crop as long as possible. The two large pumps at the factory, each of which has a capacity of 4,000,000 gallons of water per day, were tested recently and found in perfect condition. All the machinery is being tested preparatory to the commencement of work about Oct. 20.

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
 WIRT 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. SEELEY, Detroit.
 Treasurer—D. A. HAGENS, Monroe.

Making the Drug Store Conspicuous and Distinctive.

There is not enough attention paid to making drug stores conspicuous and distinctive. In strange towns one often has to pass along a street peering into all stores in order to find a drug store. Not only should the character of the store be made apparent for the attraction of transients, but stores should also be made distinctive in order to make it easy for local patrons to find them.

Often you find two or three drug stores in one city block all similar in appearance, so similar that abstracted or unobserving people no doubt frequently mistake one for the other. If possible, by signs, emblems, lights, design of store front, distinctive color of paint, or other expedients, stores should be made to stand out from among their fellows. Go across the street and examine your front in comparison with its surroundings. Look at it from the skyline down and see what it needs to make it different from the rest. Note also any good opportunities that may exist for sign advertising on the front or top of building. Then go down the street and approach your store on your own side of the thoroughfare, noting how far the presence of the store is discernible. Then plan to so arrange things that people who pass will be made conscious of the fact that they are passing a drug store and your store at that. Do not forget the people who pass on the street or upon the opposite sidewalk.

The inside of the store can be made distinctive also, and it is a good plan to adopt a distinctive color of wrapping paper, twine, cartons and wrappers for specialties, letter and bill heads, etc. This is now widely done, and in addition the color can often be used in trimming the store or be extended to the paint upon the front or the globes of window or street lights. Each man must rely upon his own resources to make his store distinctive externally, because the important factor is contrast, and this depends upon the character of the surroundings. For those who can afford it an excellent expedient for arresting the attention of passers-by is to have a large brass or iron plate set in the sidewalk. This plate, which can well be in the form of a mortar, can have in relief the outlines of the mortar and the firm name. The feet of passers keep the raised part polished. A simple variation of this is to have a large stencil made embodying a similar design and paint this on the sidewalk at frequent intervals. This is, of course, merely one more place for a sign; others should not be lacking in the usual places.

Importance of Fire Insurance.

While the necessity of carrying ample fire insurance long since has been accepted by the business world still there are to be found those who for one or the

other reason are not thus protected. This is culpable negligence, and every trader should be made to recognize the importance of this question.

Sometimes this failure to insure is the result of mere negligence or procrastination, or it is based upon false ideas of economy, or the business does not seem to warrant the outlay of the cost of proper insurance. In the latter case, the business by all means, should be closed up, for it has no valid reason for existence.

In the case of the other instances mentioned, these merchants ought to realize that aside from the moral obligation toward their family, if not their own selves, they are in duty bound to protect to the fullest extent their creditors, if they are indebted to any person. And, surely, no fair-minded man will with open eyes jeopardize the interest of those who have reposed confidence in him to the extent of giving him credit.

Above all, however, there is this purely selfish motive, that good credit can not be established unless the merchant carries full and satisfactory insurance, and to the extent that he thus curtails his just credit does he injure his business and himself.

These propositions are axiomatic: Be insured against loss by fire in reliable companies. Carry insurance to at least three-fourths of the value of the property. Under no circumstances neglect for even one hour to renew insurance when policy expires. Distribute insurance over several companies when amount involved is comparatively large. Take advantage of reduced rates by insuring for a term of years. Do not fail to notify company promptly when goods are removed to other quarters. Have in a safe place a complete invoice, the correctness of which can be sworn to.—Western Druggist.

Lime in the Eye.

Schmidt Rimpler states that in these cases by some means the eye should be opened so that every particle of the calcium can be carefully removed from the cornea and conjunctival sac. Removal is best accomplished by the use of oil. A bit of cotton can be saturated and used to wipe out the particles. It is especially important to evert the upper lids, as particles are prone to become imbedded in them.

Prof. Stutzer says that when an eye has been injured by lime the best method of treating the condition is to immediately cleanse the eyes with copious washings of clean water, which should be kept up for a considerable length of time. This is really a "first aid to the injured" method, as it can be readily carried out by the patient's fellow-workers. It can easily be done by one man holding the injured eye open, while another, with a clean glass and clean water, washes the eye until no particles of mortar can be seen therein.

Call For the Lansing Meeting of the Board.

Saginaw, Oct. 5.—The Board of Pharmacy will hold a meeting for the examination of candidates for registration, in Representative Hall, at Lansing, Tuesday and Wednesday, November 5 and 6, commencing at 9 o'clock a. m., on the 5th. All candidates must be present at this hour.

Candidates must file their applications with the Secretary at least one week before the examination and must furnish affidavits showing that they have had the practical experience required.

Applications for examination and blank forms for affidavits for practical or college experience may be obtained from the Secretary.

The places and dates for future examinations have not yet been designated. Henry Heim, Sec'y.

Keep Eyes and Ears Open and Mouths Shut.

A man who is up in his business is always respected for his knowledge, and his acquaintance is sought by those who are ambitious of being equal to him and are conscious of their deficiency in this respect. But this is a different individual from the one whose vanity impels him to parade the knowledge he has as well as that which he does not possess. This does not imply pride, although it is often confounded with it; it is vanity, the worst and most repulsive kind of pride. The man in any dependent position in business who claims to know more than his fellows and fails to impress the latter with their justice is always shunned when it is possible to do it, and when this is not quite feasible he is invariably despised for his aggressive egotism and conceit. It is a good thing for a young man to have a mind of his own on matters connected with his business, for this shows laudable ambition, which is the corner stone of success, but the moment he seeks to force his ideas or opinions on his business associates he is voted a nuisance, and properly so.

We sometimes come across young people who assume to know more than any of their associates and even more than their employers. As soon as you start a discussion they know it all and they are so anxious to show their smartness that they will answer you before you get through with your proposition. It is needless to say that these very aggressive people never get along in business, and the reason is that you can not teach them anything. They are so full of wisdom that what they do not know is not worth knowing. A good, sensible man in any walk of life is always open to instruction, and the more he knows the more conscious he is of his deficiency. Young men should keep their eyes and ears open and their mouths shut. It is through these two senses that wisdom reaches and enriches the intellect, not through the mouth or the lips. These organs are made for entirely different purposes. The rule of life for young men is to get wisdom when you can and when you have acquired it, let others, not you, boast of it.

Preparation For Preserving Soles of Shoes.

Dissolve ordinary laundry or house soap in water, also make a solution of aluminum sulphate in water, both by the aid of heat. Let the solutions cool down, and when cold pour the aluminum sulphate into the soap solution, letting it flow in very slowly and under constant and vigorous stirring. A copious precipitate of aluminum oleate is thrown down, which is assembled, and dried by the application of gentle heat. The dried powder is added to petroleum under gentle warming, to the extent of from 10 o-o to 30 o-o, the result being that, on cooling, the mixture becomes solid and of the consistency of vaselin, the more of the oleate used, the harder the mass. When added to the extent of 10 o-o the mixture makes an excellent preserving material for shoe soles. It is applied to the soles as long as the leather will absorb it.

P. W. Lendower.

The Drug Market.

Opium—Continues dull and price is unchanged.

Morphine—Is unchanged.

Quinine—Advanced 1c as a result of bark sales at Amsterdam. The advance in the price of bark was unexpected, as the quantity offered was large and it

was believed it would be sold at less price.

Cocoa Butter—Has declined, on account of lower prices abroad.

Insect Powder—Is tending higher, on account of increased cost of the flowers. Higher prices will rule next season.

Canada Balsam Fir—Is still in very small supply and prices are firm.

Oil Peppermint—Has again advanced and is tending higher.

Oil Lemon Grass—Is in very small supply and has advanced.

Oil Wintergreen—Supplies are small and price has advanced.

Gum Camphor—Refiners have reduced their price 1c per lb., on account of higher foreign markets.

Lobelia Seed—Is out of market. Supplies are exhausted.

Gum Shellac—Continues to advance, in sympathy with foreign market and on account of scarcity.

What Will Cut Coal Tar?

According to an authority, tar and pitch produce stains which can easily be removed by successive applications of spirits of turpentine, coal tar naphtha and benzine. If they are very old and hard, it is well to soften them by lightly rubbing with a little olive oil. The softened mass will then easily yield to the action of the other solvents. Care must always be taken that, in rubbing the material to remove the stains, the friction shall be applied the way of the stuff and not indifferently backward and forward.

On white goods, soap and oil of turpentine alternating with streams of water. Colored cottons and woollens, rub in with lard, let lie, soap, let lie again and treat alternately with oil of turpentine and water. Silks are treated the same way, only you must be more careful and use benzine in place of turpentine. Joseph Lingley.

Don't Buy Your Wall Papers

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

No one shows a better assortment or can quote lower prices.

If our salesman does not call in time for you, drop us a line and we will make a special trip. Correspondence solicited.

Heystek & Canfield Co.

Grand Rapids, Mich.

Michigan Wall Paper Jobbers

Holiday Goods

The grand display is now ready in our sample room surpassing all former seasons for variety, originality and price. Send for circular.

FRED BRUNDAGE,

Wholesale Drugs and Stationery,

MUSKEGON, MICH.

WHOLESALE DRUG PRICE CURRENT

Advanced—
Declined—Gum Camphor, Quinine.

Acidum			Conium Mac.			Sella Co.			
Aceticum	\$	60	75	Conium Mac.	1 15	125	Tolutan	20	50
Benzolcum, German.	70	75	75	Erigeron	00	1 10	Prunus virg.	20	50
Boracic	17	42	42	Gaultheria	1 90	2 10	Tinctures		
Carbolicum	30	42	42	Geranium, ounce.	00	75	Aconitum Napellis R	60	
Chlorum	46	42	42	Gossypii, Sem. gal.	50	60	Aconitum Napellis F	60	
Hydrochlor.	30	5	10	Hedeoma	1 60	1 75	Aloes and Myrrh.	60	
Nitrosum	80	10	10	Juniperu	1 50	2 00	Aloesetia	50	
Oxalium	12	14	14	Lavendula	90	2 00	Atrope Belladonna.	60	
Phosphorium, dil.	00	15	15	Linonis	1 20	1 30	Auranti Cortex.	50	
Salicylicum	52	55	55	Mentha Pip.	1 80	1 90	Benzoil	50	
Sulphuricum	13	10	10	Mentha Verid.	50	60	Benzoil Co.	50	
Tannic	1 10	120	120	Morruha, gal.	1 10	1 20	Barosma.	50	
Tartaricum	38	40	40	Myrica	4 00	4 50	Cantharides.	75	
Ammonia				Olive	75	3 00	Capsicum	75	
Aqua, 16 deg.	40	6	6	Pels Liquida	10	12	Cardamon	75	
Aqua, 20 deg.	60	8	8	Pels Liquida, gal.	00	35	Castoreum Co.	75	
Carbonas	13	15	15	Rcina	1 00	1 00	Castor	1 00	
Chloridum.	12	14	14	Rosmarini	00	06	Catechu	50	
Aniline				Rosa, ounce.	6 00	6 50	Cinchona	50	
Black	2 00	2 25	2 25	Succini	40	45	Cinchona Co.	50	
Brown	80	10	10	Salmia	2 50	2 50	Columba	50	
Red	45	50	50	Sassafras	2 50	7 00	Cubebe	50	
Yellow	2 50	3 00	3 00	Sinapis, ess., ounce.	00	65	Cassia Acutifol.	50	
Baccae				Tigil	1 50	1 60	Cassia Acutifol Co.	50	
Cubebae	po. 25	22	24	Thyme.	40	50	Digitalis	50	
Juniperus	6	8	8	Thyme, opt.	1 60	1 60	Ergot	35	
Xanthoxylum	1 70	1 75	1 75	Theobromas	15	20	Gentian	50	
Balsamum				Potassium			Gentian Co.	50	
Copaba.	50	55	55	Bi-Carb.	15	18	Gulaca	50	
Peru	60	65	65	Bromate	13	15	Gulaca ammon.	50	
Terabin, Canada.	45	50	50	Bromide	52	57	Hyoseyamus.	75	
Cortex				Carb	12	15	Iodine	75	
Abies, Canadian.	18	18	18	Chlorate. po. 17	19	18	Iodine, colorless.	75	
Cassia.	18	18	18	Cyanide	34	38	Kino	50	
Cinchona Flava.	13	13	13	Iodide	2 30	2 40	Lobelia	50	
Eucyonum, Carp	12	12	12	Potassa, Mart, pure	28	30	Myrr	50	
Myrica Cerifera, po.	20	20	20	Potassa, Biat, com.	35	40	Nux Vomica.	50	
Myrus Virginii.	12	12	12	Potass Nitras, opt.	70	80	Opil.	75	
Quillaia, gr'd.	15	15	15	Potass Nitras.	60	8	Opil, comphorated.	50	
Sassafras, po. 20	12	12	12	Prussiate	23	26	Opil, deodorized.	1 50	
Ulmus. po. 15, gr'd	15	15	15	Sulphate po. 15	18	18	Quassia	50	
Extractum				Radix			Rhatany	50	
Glycyrrhiza Glabra.	24	25	25	Aconitum.	20	25	Rhel	50	
Glycyrrhiza.	28	30	30	Anchusa	30	33	Sanguinaria.	50	
Hamatox, lb. box	11	12	12	Arum po.	10	12	Serpentaria.	50	
Hamatox, 1/4s.	13	14	14	Calamus.	20	25	Stromonium.	50	
Hamatox, 1/4s.	14	15	15	Gentiana. po. 15	12	15	Tolutan	50	
Hamatox, 1/4s.	16	17	17	Glycyrrhiza. pv. 15	18	18	Veratrum.	50	
Ferra				Hydrastis Canaden.	0	75	Zingiber.	20	
Carbonate Precip.	15	15	15	Hydrastis Can. po.	75	80	Miscellaneous		
Citrate and Quinia.	2 25	25	25	Hellebore, Alba, po.	12	15	Aether, Spts. Nit. ? F	30	35
Citrate Soluble.	75	75	75	Inula, po.	18	22	Aether, Spts. Nit. 4 F	34	38
Ferrocyanidum Sol.	15	15	15	Ipecac, po.	3 80	3 75	Alumen, 2 1/2s.	3	3
Solut. Chloride.	40	40	40	Iris ploz. po. 35	38	38	Alumen, gro'd. po. 7	30	4
Sulphate, com'l.	2	2	2	Jalapa, po. 25	30	30	Annatto.	40	50
Sulphate, com'l, by	80	80	80	Maranta, 1/4s.	22	25	Antimon, po.	40	5
bbl. per cwt.				Podophyllum, po.	22	25	Antimoniet Potass T	40	50
Sulphate, pure.	7	7	7	Rhel.	75	1 00	Antipyrin	0	25
Flora				Rhel, cut.	0	1 25	Antifebrin	0	20
Arnica	15	18	18	Rhel, pv.	75	1 35	Argent Nitras, oz.	0	25
Anthemis.	22	25	25	Spigelia	35	38	Arsenicum.	10	12
Matricaria.	30	35	35	Sanguinaria. po. 15	0	18	Bardley Bud.	38	40
Folia				Serpentaria.	50	55	Bismuth S. N.	1 65	1 70
Barosma.	36	38	38	Senega.	60	65	Calcium Chlor. 1s.	0	1
Cassia Acutifol, Tin-				Smlax, officinalis H.	0	25	Calcium Chlor., 1/4s.	0	10
nevely.	20	25	30	Smlax, M.	0	25	Calcium Chlor., 1/4s.	0	12
Cassia, Acutifol, Aix.	25	30	30	Sella.	10	12	Cantharides, Rus. po.	0	80
Salvia officinalis, 1/4s	12	12	12	Symplocarpus, Feti-	0	25	Capsil Fructus, af.	0	15
and 1/4s	8	10	10	us, po.	0	25	Capsil Fructus, po.	0	15
Uva Ursi.	8	10	10	Valeriana, Eng. po. 30	15	20	Caryophyllus. po. 15	12	14
Gummi				Valeriana, German.	14	16	Carmine. No. 40.	0	3
Acacia, 1st picked.	0	65	65	Zingiber a.	14	16	Cera Alba.	50	55
Acacia, 2d picked.	0	45	45	Zingiber j.	25	27	Cera Flava.	40	42
Acacia, 3d picked.	0	35	35	Semen			Coccus	0	40
Acacia, sifted sorts.	0	28	28	Anisum. po. 18	0	15	Cassia Fructus.	0	35
Acacia, po.	45	65	65	Aplum (graveoleons).	13	15	Centraria.	0	10
Aloe, Barb. po. 18	12	14	14	Bird, 1s.	40	6	Cetaceum.	0	45
Aloe, Cape. po. 15.	0	12	12	Carul. po. 15	10	11	Chloroform.	55	60
Aloe, Socotri. po. 40	0	12	12	Cardamon.	1 25	1 75	Chloroform, squilbbs	0	1 15
Ammoniac.	55	60	60	Coriandrum.	80	10	Chloral Hyd Crst.	1 40	1 60
Assafetida. po. 40	55	60	60	Cannabis Sativa.	4 1/2	5	Chondrus.	20	25
Catechu, 1s.	0	13	13	Cenobolus.	75	1 00	Chondrus, P. & G.	38	48
Catechu, 1/4s.	0	16	16	Chenopodium.	15	16	Cinchonidine, Germ.	38	48
Catechu, 1/4s.	0	16	16	Diopterix Odorata.	1 00	1 10	Cocaine.	6 05	6 25
Camphore.	65	70	70	Feniculum.	0	70	Corks, list, dis. pr. cf.	0	75
Euphorbium. po. 35	0	40	40	Foenugreek, po.	70	9	Creosotum.	0	45
Galbanum.	0	100	100	Lini.	33	5	Creta.	0	2
Gamboge. po.	65	70	70	Lini, gr'd. bbl. 4	4 1/2	5	Creta, prep.	0	5
Gualacum. po. 25	0	60	60	Lobelia.	45	50	Creta, precip.	90	11
Kino. po. \$0.75	0	75	75	Pharlaris Canarian.	4 1/2	5	Creta, Rubra.	0	8
Myrrh. po. 45	0	60	60	Rapa.	4 1/2	5	Crocus.	25	30
Opil. po. 4.90	0	30	30	Sinapis.	90	10	Galat. Chlor. 1s.	0	24
Shella.	25	35	35	Sinapis Nigra.	11	12	Cupri Sulph.	6 1/2	8
Shella, bleached.	40	45	45	Spiritus			Dextrine.	70	100
Tragacanth.	60	90	90	Frumentil, W. D. Co.	2 00	2 50	Ether Sulph.	78	92
Herba				Frumentil, D. F. R.	2 00	2 25	Emery, all numbs.	0	8
Abiesinthium. oz. pkg	25	25	25	Frumentil, C. O. T.	1 25	1 45	Emery, po.	0	6
Eupatorium. oz. pkg	25	25	25	Juniperis Co.	1 75	3 10	Ergota. po. 90	85	90
Lobelia. oz. pkg	25	25	25	Sacharum N. E.	1 90	2 10	Flake White.	12	15
Majorum. oz. pkg	25	25	25	Spt. Vini Galli.	1 75	6 50	Galla.	0	23
Mentha Pip. oz. pkg	25	25	25	Vini Oporto.	1 25	2 00	Galbar.	80	9
Mentha Vir. oz. pkg	25	25	25	Vini Alba.	1 25	2 00	Gelatn, French.	35	60
Rue. oz. pkg	39	39	39	Sponges			Glassware, flint, box	75	5
Tanacetum V. oz. pkg	25	25	25	Florida sheeps' wool	2 50	2 75	Less than box.	0	70
Thymus, V. oz. pkg	25	25	25	Nassau sheeps' wool	2 50	2 75	Glue, brown.	11	13
Magnesia				carriage.	0	1 50	Glue, white.	15	25
Calcined, Pat.	55	60	60	Velvet extra sheeps' wool, carriage.	0	1 50	Glycerina.	17 1/2	25
Carbonate, Pat.	18	20	20	Extra yellow sheeps' wool, carriage.	0	1 25	Grana Paradisi.	0	25
Carbonate, K. & M.	18	20	20	Grass sheeps' wool, carriage.	0	1 00	Humulus.	25	55
'arbonate, Jennings	18	20	20	Hard, for slate use.	0	75	Hydrarg. Chlor. Mite	0	1 90
Oleum				Yellow Reef, for slate use.	0	1 40	Hydrarg Ox Rub'm.	0	1 10
Abiesinthium.	6 50	7 00	7 00	Syrups			Hydrarg Ammoniat	0	1 20
Amygdale, Dulc.	38	65	65	Florida sheeps' wool	2 50	2 75	Hydrarg Unguentum	50	60
Amygdale, Amara.	8 00	8 25	8 25	Nassau sheeps' wool	2 50	2 75	Hydrargrum.	0	85
Anisi.	1 85	2 00	2 00	carriage.	0	1 50	Ichthyobolia, Am.	65	70
Auranti Cortex.	2 10	2 25	2 25	Acacia.	0	50	Indigo.	75	1 00
Bergamul.	2 00	2 75	2 75	Auranti Cortex.	0	50	Iodine, Resubi.	3 40	3 80
Caryophyll.	80	85	85	Zingiber.	0	50	Iodoform.	3 60	3 65
Cedar.	60	85	85	Ipecac.	0	50	Lupulin.	0	50
Chenopadi.	0	2 75	2 75	Ferri Iod.	0	50	Lycopodium.	65	70
Cinnamoni.	1 15	1 25	1 25	Rhel Arom.	0	50	Macle.	65	75
Citronella.	35	40	40	Smlax Officinalis.	50	60	Liquor Arsen et Hy-	0	25
				Senega.	0	50	drag Iod.	0	25
				Sella.	0	50	Liquor Potass Arsnit	10	12
							Magnesia, Sulph.	20	3
							Magnesia, Sulph, bbl	0	1 1/2
							Manna, S. F.	50	0

Menthol.....	@ 76	Selditz Mixture.....	50¢ 22	Linseed, pure raw....	61 64
Morphia, S., P. & W. 2	05 30	Snaps.....	@ 18	Linsed, boiled.....	62 65
Morphia, F. Y. Q. 1	95¢ 20	Snaps, op.....	@ 30	Neatfoot, white, str	64 60
Morphia, Mal.....	1 85¢ 20	Snuff, Macebag, De	@ 20	Spirits Turpentine..	4½ 46
Moschus Canton.....	@ 40	Voes.....	@ 41		
Myristica, No. 1.....	65¢ 80	Snuff, Scotch, De Vo's	@ 41	Paints	BBL LB.
Nux Vomica...po. 15	@ 10	Soda, Boras.....	9¢ 11	Red Venetian.....	1¼ 2 @ 8
Ox Sepia.....	35¢ 37	Soda, Boras, po.....	9¢ 11	Ochre, yellow Mars.....	1¼ 2 @ 8
Pepsin Saac, H. & P.		Soda et Potass Tart.....	23¢ 25	Ochre, yellow Ber.....	1¼ 2 @ 8
D Co.....	@ 1 00	Soda, Carb.....	1¼¢ 22	Putty, commercial.....	24 24½ 63
Piels Liq. N.N.¼ gal.		Soda, Bl-Carb.....	3¢ 5	Putty, strict, put.....	24 24½ 63
doz.....	@ 2 00	Soda, Ash.....	3½¢ 4	Vermilion, Prime	
Piels Liq., quarts.....	@ 1 00	Soda, Sulphas.....	@ 2 60	American.....	13¢ 15
Piels Lids., Plnts.....	85 55	Spts. Coloue.....	@ 50	Vermilion, English.....	70¢ 75
Pil Hydrarg...po. 80	@ 10	Spts. Ether Co.....	50¢ 55	Green, Paris.....	14¢ 18
Piper Nigra...po. 32	@ 18	Spts. Myrcela Dom.....	@ 2 00	Green, Peninsular.....	13¢ 16
Piper Alba...po. 25	@ 30	Spts. Vini Rect. bbl.	@ 10	Lead, red.....	64¢ 7
Plix Burgun.....	@ 7	Spts. Vini Rect. ½bbl	@ 10	Lead, white.....	64¢ 7
Plumbi Acet.....	10¢ 12	Spts. Vini Rect. 1gal	@ 10	Whiting, white Span	@ 90
Pulvis Ipecac et Opi 1	30¢ 1 50	Spts. Vini Rect. 5 gal	@ 80¢ 1 05	Whiting, gliders.....	@ 95
Pyrethrum, boxes H		Strychnia, Crystal.....	80¢ 1 05	White, Paris, Amer	@ 1 25
& P. D. Co., doz.....	@ 75	Sulphur, Subl.....	2¼¢ 4	cliff.....	@ 1 40
Pyrethrum, pv.....	25¢ 30	Sulphur, Roll.....	2¼¢ 34	Universal Prepared. 1	10¢ 1 20
Quassia.....	3¢ 10	Tamarinds.....	5¢ 10		
Quinia, S. & W.....	30¢ 40	Theobroma Venice.....	25¢ 30	Varnishes	
Quinia, S. German.....	30¢ 40	Trebromes.....	60¢ 65	No. 1 Turp Coach....	1 10¢ 1 20
Quinia, N. Y.....	30¢ 40	Vanilla.....	9 00@16 00	Extra Turp.....	1 60¢ 1 70
Rubia Tinctorum.....	12¢ 14	Zinc Sulph.....	7¢ 8	Coach Body.....	2 75¢ 3 00
Saccharum Lactis pv	20¢ 22			No. 1 Turp Furn.....	1 00¢ 1 10
Salacin.....	4 50¢ 4 75			Extra Turp Damar.....	1 55¢ 1 65
Sanguls Draconls.....	40¢ 50			Jap.Dryer,No.1Turp	70¢ 75
Sapo, W.....	12¢ 14	Whale, winter.....	BBL GAL		
Sapo M.....	10¢ 12	Lard, extra.....	60 70		
Sapo G.....	@ 15	Lard, No. 1.....	45 50		

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
Lard Compound
Corned Beef

DECLINED

Dried Lima Beans
Shelled Peanuts
Medium Pickles
Dried Beef

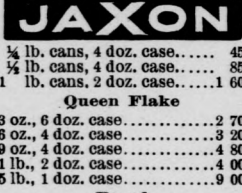
Index to Markets
By Columns

A	Col.
Akron Stoneware.....	15
Alabastine.....	1
Ammonia.....	1
Axle Grease.....	1
B	
Baking Powder.....	1
Bath Brick.....	1
Bluing.....	1
Brooms.....	1
Brushes.....	1
Butter Color.....	2
C	
Candles.....	14
Canned Goods.....	2
Catsup.....	3
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.....	4
Coupon Books.....	4
Crackers.....	4
Cream Tartar.....	5
D	
Dried Fruits.....	5
F	
Farinaceous Goods.....	5
Fish and Oysters.....	13
Flavoring Extracts.....	5
Fly Paper.....	6
Fresh Meats.....	6
Fruits.....	14
G	
Grains and Flour.....	6
H	
Herbs.....	6
Hides and Pelts.....	13
I	
Indigo.....	6
J	
Jelly.....	6
L	
Lamp Burners.....	15
Lamp Chimneys.....	15
Lanterns.....	15
Lantern Globes.....	15
Licorice.....	7
Lye.....	7
M	
Matches.....	7
Meat Extracts.....	7
Molasses.....	7
Mustard.....	7
N	
Nuts.....	14
O	
Oil Cans.....	15
Olive.....	7
Oyster Pails.....	7
P	
Paper Bags.....	7
Paris Green.....	7
Pickles.....	7
Pipes.....	7
Potash.....	7
Provisions.....	7
R	
Rice.....	8
S	
Saleratus.....	8
Salt Soda.....	8
Salt.....	8
Salt Fish.....	8
Sauerkraut.....	9
Seeds.....	9
Shoe Blacking.....	9
Snuff.....	9
Soda.....	9
Spices.....	9
Starch.....	10
Stove Polish.....	10
Sugar.....	10
Syrups.....	9
T	
Table Sauce.....	12
Tea.....	11
Tobacco.....	11
Twine.....	12
V	
Vinegar.....	12
W	
Washing Powder.....	12
Wicking.....	13
Woodenware.....	13
Wrapping Paper.....	13
Y	
Yeast Cake.....	18

1	2
AXLE GREASE	Stove
Aurora..... doz. gross	No. 3..... 75
Castor Oil..... 55 6 00	No. 2..... 1 10
Diamond..... 60 7 00	No. 1..... 1 75
Frazier's..... 50 4 25	
IXL Golden, tin boxes 75 9 00	



1	2
BAKING POWDER	Butter Color
Mica, tin boxes..... 75 9 00	W. R. & Co.'s, 15c size..... 1 25
Paragon..... 55 6 00	W. R. & Co.'s, 25c size..... 2 00
CANDLES	
Electric Light, 8s..... 12	
Electric Light, 16s..... 12 1/2	
Paraffine, 6s..... 10 1/2	
Paraffine, 12s..... 11	
Wicking..... 23	
CANNED GOODS	
Apples	
3 lb. Standards..... 1 00	
Gallons, standards..... 3 25	
Blackberries	
Standards..... 80	
Beans	
Baked..... 1 00 @ 1 30	
Red Kidney..... 75 @ 85	
String..... 85	
Wax..... 85	
Blueberries	
Standard..... 85	
Brook Trout	
2 lb. cans, Spiced..... 1 90	
Clams	
Little Neck, 1 lb..... 1 00	
Little Neck, 2 lb..... 1 50	
Clam Bouillon	
Burnham's, 1/2 pint..... 1 92	
Burnham's, pints..... 3 60	
Burnham's, quarts..... 7 20	
Cherries	
Red Standards.....	
White.....	
Corn	
Fair..... 80	
Good..... 85	
Fancy..... 85	
French Peas	
Sur Extra Fine..... 22	
Extra Fine..... 19	
Fine..... 15	
Moyen..... 11	
Gooseberries	
Standard..... 90	
Hominy	
Standard..... 85	
Lobster	
Star, 1/2 lb..... 1 85	
Star, 1 lb..... 3 40	
Picnic Tails..... 2 35	
Mackerel	
Mustard, 1 lb..... 1 75	
Mustard, 2 lb..... 2 80	
Soused, 1 lb..... 1 75	
Soused, 2 lb..... 2 80	
Tomato, 1 lb..... 1 75	
Tomato, 2 lb..... 2 80	
Mushrooms	
Hotels..... 18 @ 20	
Buttons..... 22 @ 25	
Oysters	
Cove, 1 lb..... 85	
Cove, 2 lb..... 1 55	
Cove, 1 lb Oval..... 95	
Peaches	
Ple..... 1 65 @ 1 85	
Yellow..... 1 00	
Standard..... 1 25	
Fancy..... 1 25	
Peas	
Marrowfat..... 1 00	
Early June..... 1 00	
Early June Sifted..... 1 60	
Pineapple	
Grated..... 1 25 @ 2 75	
Sliced..... 1 35 @ 2 55	
Pumpkin	
Fair..... 70	
Good..... 75	
Fancy..... 85	
Raspberries	
Standard..... 1 15	
Russian Caviar	
1/2 lb. cans..... 3 75	
1 lb. cans..... 7 00	
1 lb. can..... 12 00	
Salmon	
Columbia River, talls..... @ 1 85	
Columbia River, flats..... @ 2 00	
Red Alaska..... 1 30 @ 1 40	
Pink Alaska..... 1 10 @ 1 25	
Shrimps	
Standard..... 1 50	
Sardines	
Domestic, 1/2 s..... 4	
Domestic, 3/4 s..... 8	
Domestic, Mustard..... 7	
California, 1/2 s..... 11 @ 14	
French, 1/2 s..... 17 @ 24	
French, 3/4 s..... 7 @ 14	
French, 1 s..... 18 @ 28	
Strawberries	
Standard..... 1 00	
Fancy..... 1 25	
Succotash	
Fair..... 90	
Good..... 1 00	
Fancy..... 1 20	



1	2
BAKING POWDER	Queen Flake
1/2 lb. cans, 4 doz. case..... 3 75	3 oz., 6 doz. case..... 2 70
1/2 lb. cans, 2 doz. case..... 3 75	6 oz., 4 doz. case..... 3 20
1 lb. cans, 1 doz. case..... 3 75	9 oz., 4 doz. case..... 4 80
5 lb. cans, 1/2 doz. case..... 8 00	1 lb., 2 doz. case..... 4 00
	5 lb., 1 doz. case..... 9 00
Royal	
10c size..... 90	
1/2 lb. cans 1 35	
6 oz. cans 1 90	
1/2 lb. cans 2 50	
3/4 lb. cans 3 75	
1 lb. cans 4 80	
3 lb. cans 13 00	
5 lb. cans 21 50	

1	2
BATH BRICK	BLUING
American..... 70	Aretic, 4 oz. ovals, per gross 4 00
English..... 80	Aretic, 8 oz. ovals, per gross 6 00
	Aretic 16 oz. round per gross 9 00

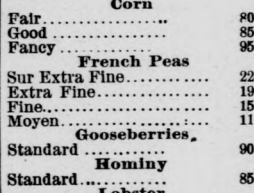


1	2
BROOMS	BRUSHES
No. 1 Carpet..... 2 50	Scrub..... 45
No. 2 Carpet..... 2 15	Solid Back, 8 in..... 45
No. 3 Carpet..... 1 85	Solid Back, 11 in..... 95
No. 4 Carpet..... 1 60	Pointed Ends..... 85
Parlor Gem..... 2 40	
Common Whisk..... 85	
Fancy Whisk..... 1 10	
Warehouse..... 3 25	
SHOE	
No. 8..... 1 00	
No. 7..... 1 30	
No. 4..... 1 70	
No. 3..... 1 90	

1	2
AXLE GREASE	Stove
Aurora..... doz. gross	No. 3..... 75
Castor Oil..... 55 6 00	No. 2..... 1 10
Diamond..... 60 7 00	No. 1..... 1 75
Frazier's..... 50 4 25	
IXL Golden, tin boxes 75 9 00	



1	2
BAKING POWDER	Butter Color
Mica, tin boxes..... 75 9 00	W. R. & Co.'s, 15c size..... 1 25
Paragon..... 55 6 00	W. R. & Co.'s, 25c size..... 2 00
CANDLES	
Electric Light, 8s..... 12	
Electric Light, 16s..... 12 1/2	
Paraffine, 6s..... 10 1/2	
Paraffine, 12s..... 11	
Wicking..... 23	
CANNED GOODS	
Apples	
3 lb. Standards..... 1 00	
Gallons, standards..... 3 25	
Blackberries	
Standards..... 80	
Beans	
Baked..... 1 00 @ 1 30	
Red Kidney..... 75 @ 85	
String..... 85	
Wax..... 85	
Blueberries	
Standard..... 85	
Brook Trout	
2 lb. cans, Spiced..... 1 90	
Clams	
Little Neck, 1 lb..... 1 00	
Little Neck, 2 lb..... 1 50	
Clam Bouillon	
Burnham's, 1/2 pint..... 1 92	
Burnham's, pints..... 3 60	
Burnham's, quarts..... 7 20	
Cherries	
Red Standards.....	
White.....	
Corn	
Fair..... 80	
Good..... 85	
Fancy..... 85	
French Peas	
Sur Extra Fine..... 22	
Extra Fine..... 19	
Fine..... 15	
Moyen..... 11	
Gooseberries	
Standard..... 90	
Hominy	
Standard..... 85	
Lobster	
Star, 1/2 lb..... 1 85	
Star, 1 lb..... 3 40	
Picnic Tails..... 2 35	
Mackerel	
Mustard, 1 lb..... 1 75	
Mustard, 2 lb..... 2 80	
Soused, 1 lb..... 1 75	
Soused, 2 lb..... 2 80	
Tomato, 1 lb..... 1 75	
Tomato, 2 lb..... 2 80	
Mushrooms	
Hotels..... 18 @ 20	
Buttons..... 22 @ 25	
Oysters	
Cove, 1 lb..... 85	
Cove, 2 lb..... 1 55	
Cove, 1 lb Oval..... 95	
Peaches	
Ple..... 1 65 @ 1 85	
Yellow..... 1 00	
Standard..... 1 25	
Fancy..... 1 25	
Peas	
Marrowfat..... 1 00	
Early June..... 1 00	
Early June Sifted..... 1 60	
Pineapple	
Grated..... 1 25 @ 2 75	
Sliced..... 1 35 @ 2 55	
Pumpkin	
Fair..... 70	
Good..... 75	
Fancy..... 85	
Raspberries	
Standard..... 1 15	
Russian Caviar	
1/2 lb. cans..... 3 75	
1 lb. cans..... 7 00	
1 lb. can..... 12 00	
Salmon	
Columbia River, talls..... @ 1 85	
Columbia River, flats..... @ 2 00	
Red Alaska..... 1 30 @ 1 40	
Pink Alaska..... 1 10 @ 1 25	
Shrimps	
Standard..... 1 50	
Sardines	
Domestic, 1/2 s..... 4	
Domestic, 3/4 s..... 8	
Domestic, Mustard..... 7	
California, 1/2 s..... 11 @ 14	
French, 1/2 s..... 17 @ 24	
French, 3/4 s..... 7 @ 14	
French, 1 s..... 18 @ 28	
Strawberries	
Standard..... 1 00	
Fancy..... 1 25	
Succotash	
Fair..... 90	
Good..... 1 00	
Fancy..... 1 20	



1	2
BAKING POWDER	Queen Flake
1/2 lb. cans, 4 doz. case..... 3 75	3 oz., 6 doz. case..... 2 70
1/2 lb. cans, 2 doz. case..... 3 75	6 oz., 4 doz. case..... 3 20
1 lb. cans, 1 doz. case..... 3 75	9 oz., 4 doz. case..... 4 80
5 lb. cans, 1/2 doz. case..... 8 00	1 lb., 2 doz. case..... 4 00
	5 lb., 1 doz. case..... 9 00
Royal	
10c size..... 90	
1/2 lb. cans 1 35	
6 oz. cans 1 90	
1/2 lb. cans 2 50	
3/4 lb. cans 3 75	
1 lb. cans 4 80	
3 lb. cans 13 00	
5 lb. cans 21 50	

1	2
BATH BRICK	BLUING
American..... 70	Aretic, 4 oz. ovals, per gross 4 00
English..... 80	Aretic, 8 oz. ovals, per gross 6 00
	Aretic 16 oz. round per gross 9 00



1	2
BROOMS	BRUSHES
No. 1 Carpet..... 2 50	Scrub..... 45
No. 2 Carpet..... 2 15	Solid Back, 8 in..... 45
No. 3 Carpet..... 1 85	Solid Back, 11 in..... 95
No. 4 Carpet..... 1 60	Pointed Ends..... 85
Parlor Gem..... 2 40	
Common Whisk..... 85	
Fancy Whisk..... 1 10	
Warehouse..... 3 25	
SHOE	
No. 8..... 1 00	
No. 7..... 1 30	
No. 4..... 1 70	
No. 3..... 1 90	

3

Tomatoes	
Fair.....	90
Good.....	95
Fancy.....	1 05
Gallons.....	2 75
CATSUP	
Columbia, pints.....	2 00
Columbia, 1/2 pints.....	1 25
CARBON OILS	
Barrels	
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
Engine.....	@ 19
Black, winter.....	@ 10 1/2

CHEESE	
Acmé.....	@ 11 1/2
Amboy.....	@ 11
Carson City.....	@ 11 1/2
Elste.....	@ 11 1/2
Emblem.....	@ 11 1/2
Gold Medal.....	@ 11
Ideal.....	@ 11
Jersey.....	@ 12
Riverside.....	@ 11 1/2
Brick.....	@ 14 1/2
Edam.....	@ 20
Leiden.....	@ 17
Limburger.....	@ 13 1/2
Pineapple.....	@ 50 @ 75
Sap Sago.....	@ 19 @ 20

CHEWING GUM	
American Flag Spruce.....	55
Beeman's Pepsin.....	60
Black Jack.....	55
Largest Gum Made.....	60
Sea Seal.....	55
Sen Sen Breath Perfume.....	1 00
Sugar Loaf.....	55
Yucatan.....	55

CHICORY	
Bulk.....	5

6



Vanilla 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
Carcass. 6 @ 8
Forequarters. 5 @ 6
Hindquarters. 7 @ 9
Loins. 10 @ 13
Ribs. 8 @ 12
Rounds. 7 @ 8
Chuck. 5 @ 6
Plates. 3 @ 5

Pork
Dressed. 2 @ 8
Loins. 2 @ 11
Boston Butts. 2 @ 9 1/2
Shoulders. 2 @ 9 1/4
Leaf Lard. 2 @ 9

Mutton
Carcass. 7 @ 8
Lamb. 7 1/2 @ 8 1/2

Veal
Carcass. 8 @ 9

GRAINS AND FLOUR

Wheat
Wheat. 68

Winter Wheat Flour

Local Brands
Patents. 4 20
Second Patent. 3 70
Straight. 3 50
Second Straight. 3 30
Clear. 3 10
Graham. 4 00
Buckwheat. 4 40
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-Wellis 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 1/2s. paper. 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

Oney & Judson's Brand

Ceresota 1/2s. 4 25

Ceresota 1/4s. 4 15

Ceresota 1/8s. 4 05

Worden Grocer Co.'s Brand

Laurel 1/2s. 4 20

Laurel 1/4s. 4 10

Laurel 1/8s. 4 00

Laurel 1/2s. and 1/4s. paper. 4 00

Meal

Bolted. 2 50

Granulated. 2 75

Oats

Car lots. 38 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. 58 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. pails, per doz. 1 90

15 lb. pails. 38

30 lb. pails. 72

LICORICE

Pure. 30

Calabria. 23

Stelly. 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. 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 Bottom Square

1. 25 2. 34 3. 44 4. 54 5. 66 6. 76 7. 90 8. 1 06 9. 1 28 10. 1 38 11. 1 50 12. 2 24 13. 2 34 14. 2 52 15. 5 50

PARIS GREEN

Bulk. 14

Packages, 1/2 lb. each. 17

Packages, 1/4 lb. each. 18

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. 19 00

Short cut. 21 50

Pig. 21 00

Bean. 17 25

Family Mess. 18 75

Dry Salt Meats

Bellies. 10 1/2

Briskets. 10 1/2

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. 12 1/2

Ham dried beef. 13 1/2

Shoulders (N. Y. cut). 11 1/2

Bacon, clear. 10 1/2

California hams. 9

Bolled Hams. 9

Picnic Bolled Hams. 13

Berlin Ham pr's'd. 9

Mince Hams. 9 1/2

Lards-In Tierces

Compound. 8

Pure. 11

Vegetable. 8 1/2

60 lb. Tubs. advance. 7 1/2

80 lb. Tubs. advance. 7 1/2

60 lb. Tins. advance. 7 1/2

20 lb. Pails. advance. 7 1/2

10 lb. Pails. advance. 7 1/2

5 lb. Pails. advance. 7 1/2

8 lb. Pails. advance. 7 1/2

8

Sausages

Bologna. 6 1/2

Liver. 6

Frankfort. 8 1/2

Pork. 8 1/2

Blood. 6 1/2

Tongue. 6 1/2

Headcheese. 6 1/2

Beef

Extra Mess. 10 75

Boneless. 11 50

Celery. 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. 4

Beef middles. 12

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, 1/2s. 50

Potted ham, 1/4s. 90

Deviled ham, 1/2s. 90

Deviled ham, 1/4s. 90

Potted tongue, 1/2s. 50

Potted tongue, 1/4s. 90

RICE

Domestic

Carolina head. 6 1/2

Carolina No. 1. 8

Carolina No. 2. 5 1/2

Broken

Japan, No. 1. 5 1/2

Japan, No. 2. 4 1/2

Java, fancy head. 2

Java, No. 1. 2

Table. 2

SALE RATES

Packed 60 lbs. in box.

Church's Arm and Hammer. 3 15

Deland's. 3 00

Dwight's Cow. 3 00

Emblem. 2 10

L. P. 3 00

Wyandotte, 100 lbs. 3 00

SAL SODA

Granulated, bbls. 90

Granulated, 100 lb. cases. 1 00

Lump, bbls. 85

Lump, 145 lb. kegs. 85

SALT

Buckeye

100 3 lb. bags. 3 00

50 6 lb. bags. 3 00

22 14 lb. bags. 2 75

In 5 bbl. lots 5 per cent. discount.

Diamond Crystal

Table, cases

12	13	14	15
Protection38 Sweet Burley40 Sweet Loma38 Tiger38 Plug Flat Iron.....33 Crepe de Menthe.....60 Stronghold.....39 Elmo.....33 Sweet Chunk.....37 Forge.....33 Red Cross.....32 Palo.....35 Kyo.....35 Hlawatha.....41 Battle Axe.....36 American Eagle.....53 Standard Navy.....36 Spear Head, 16 oz.....44 Spear Head, 8 oz.....43 Nobby Twist.....47 Jolly Tar.....37 Old Honesty.....43 Toddy.....34 J. T. Dried.....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.....26 Bamboo, 16 oz.....26 I X L, 6 lb.....28 I X L, 30 lb.....32 Honey Dew.....37 Gold Block.....41 Flagman.....41 Chips.....34 Kila Dried.....24 Duke's Mixture.....38 Duke's Cameo.....38 Honey Dip Twist.....39 Myrtle Navy.....40 Yum Yum, 1 1/2 oz.....40 Yum Yum, 1 lb. pails.....38 Cream.....37 Corn Cake, 2 1/2 oz.....25 Corn Cake, 1 lb.....23 Plover Boy, 1 1/2 oz.....39 Plover Boy, 3 1/2 oz.....34 Peerless, 3 1/2 oz.....34 Peerless, 1 1/2 oz.....36 Indicator, 2 1/2 oz.....28 Indicator, 1 lb. pails.....31 Col. Choice, 2 1/2 oz.....21 Col. Choice, 8 oz.....21 TABLE SAUCES  LEA & PERRIN'S SAUCE The Original and Genuine Worcestershire. Lea & Perrin's, large.....3 75 Lea & Perrin's, small.....2 50 Halford, large.....3 75 Halford, small.....2 25 Salad Dressing, large.....4 55 Salad Dressing, small.....2 75 TWINE Cotton, 3 ply.....16 Cotton, 4 ply.....16 Jute, 2 ply.....12 Hemp, 6 ply.....12 Flax, medium.....20 Wool, 1 lb. balls.....7 1/2 VINEGAR Malt White Wine, 40 grain.....8 Malt White Wine, 80 grain.....11 Pure Cider, B. & B. brand.....11 Pure Cider, Red Star.....12 Pure Cider, Robinson.....10 Pure Cider, Silver.....12 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 Baskets Bushels.....95 Bushels, wide band.....1 15 Market.....30 Splint, large.....4 00 Splint, medium.....3 50 Splint, small.....3 00 Willow Clothes, large.....6 25 Willow Clothes, medium.....5 75 Willow Clothes, small.....5 25 Butter Plates No. 1 Oval, 250 in crate.....45 No. 2 Oval, 250 in crate.....50 No. 3 Oval, 250 in crate.....55 No. 5 Oval, 250 in crate.....65 Egg Crates Humpty Dumpty.....2 25 No. 1, complete.....30 No. 2, complete.....25 Clothes Pins Round head, 5 gross box.....45 Round head, cartons.....62 	Mop Sticks Trojan spring.....90 Eclipse patent spring.....85 No. 1 common.....75 No. 2 patent brush holder.....85 12 lb. cotton mop heads.....1 25 Ideal No. 7.....90 Pails 2-hoop Standard.....1 40 3-hoop Standard.....1 60 2-wire, Cable.....1 50 3-wire, Cable.....1 70 Cedar, all red, brass bound.....1 25 Paper, Eureka.....2 25 Fibre.....2 40 Toothpicks Hardwood.....2 50 Softwood.....2 75 Banquet.....1 80 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.....7 45 No. 2 Fibre.....7 85 No. 3 Fibre.....7 20 Wash Boards Bronze Globe.....2 50 Dewey.....1 75 Double Acme.....2 75 Single Acme.....2 75 Double Peerless.....3 25 Single Peerless.....2 60 Northern Queen.....2 50 Double Duplex.....3 00 Good Luck.....2 75 Universal.....2 25 Wood Bowls 11 in. Butter.....75 13 in. Butter.....1 00 15 in. Butter.....1 75 17 in. Butter.....2 50 19 in. Butter.....3 00 Assorted 13-15-17.....1 75 Assorted 15-17-19.....2 50 WRAPPING PAPER Common Straw.....1 1/2 Fiber Manila, white.....3 1/2 Fiber Manila, colored.....4 1/2 No. 1 Manila, colored.....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 Per lb. White fish.....80 Trout.....80 Black Bass.....100 Halibut.....100 Clisces or Herring.....50 Bluefish.....12 Live Lobster.....20 Boiled Lobster.....20 Cod.....10 Haddock.....7 No. 1 Pickerel.....9 Pike.....8 Perch.....5 Smoked White.....11 Red Snapper.....11 Col River Salmon.....12 Mackerel.....15 Oysters Can Oysters.....40 F. H. Counts.....40 F. S. D. Selects.....34 Selects.....27 Bulk Oysters Counts.....1 75 Extra Selects.....1 60 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 Lamb.....30 Tallow No. 1.....4 1/2 No. 2.....3 1/2 Wool Washed, fine.....15 Washed, medium.....18 Unwashed, fine.....11 Unwashed, medium.....14 CANDIES Stick Candy 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 Beet E.....8 	Mixed Candy Grocers.....6 1/2 Competition.....7 Special.....7 1/2 Conserve.....8 1/2 Royal.....8 1/2 Ribbon.....9 Broken.....9 Cut Leaf.....9 English Rock.....9 Kindergarten.....9 Bon Ton Cream.....9 French Cream.....10 Dandy Fan.....10 Hand Made Cream.....10 mixed.....14 1/2 Crystal Cream mix.....13 Fancy-In Pails Champ. Crys. Gums.....8 1/2 Pony Hearts.....15 Fairy Cream Squares.....12 Fudge Squares.....12 Peanut Squares.....12 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.....9 1/2 Moss Drops.....9 1/2 Lemon Sours.....9 1/2 Imperial.....9 1/2 Ital. Cream Opns.....12 Ital. Cream Bonbons.....12 20 lb. pails.....12 Molasses Chews, 15 lb. pails.....13 Golden Waffles.....12 Fancy-In 5 lb. Boxes Lemon Sours.....25 Peppermint Drops.....25 Chocolate Drops.....25 Molasses.....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.....25 Cream Bar.....25 Molasses Bar.....25 Hand Made Creams.....80 Cream Buttons, Pep. and Wint.....25 String Rock.....25 Wintergreen Berries.....25 Caramels Clipper, 20 lb. pails.....9 Standard, 20 lb. pails.....10 Perfection, 20 lb. pails.....12 1/2 Amazon, Choc Cov'd Korker 2 for 10 pr bx Big 3, 3 for 10 pr bx Dukes, 2 for 10 pr bx Favorite, 4 for 10, bx AA Cream Car's 3 lb.....250 FRUITS Oranges Florida Russett.....2 Florida Bright.....2 Fancy Navels.....2 Extra Choice.....2 Late Valencias.....2 Seedlings.....2 Medt. Sweets.....2 Jamaicas.....4 25 Kodi.....2 Lemons Verdelli, ex fcy 300.....5 Verdelli, fcy 300.....5 10 Verdelli, ex chco 300.....5 10 Verdelli, fcy 300.....5 Majori Lemons, 300.....4 00 Messinas 300s.....3 50 Bananas Medium bunches.....1 50 Large bunches.....2 00 Foreign Fried Fruits California, Fancy.....2 Cal. pkg, 10 lb. boxes.....1 00 Extra Choice, 10 lb. boxes.....12 Fancy, 12 lb. boxes.....12 Pulled, 6 lb. boxes.....12 Naturals, in bags.....12 Dates Fards in 10 lb. boxes.....12 Fards in 60 lb. cases.....5 1/2 Hallowi.....5 1/2 lb. cases, new.....4 1/2 Sairs, 60 lb. cases.....4 1/2 NUTS Almonds, Tarragona.....16 Almonds, Ivica.....16 Almonas, California, soft shelled.....15 Brazilis.....13 Piberts.....13 1/2 Walnuts, Grenobles.....14 Walnuts, soft shelled California No. 1.....14 Table Nuts, fancy.....14 Table Nuts, choice.....13 Pecans, Med.....10 Pecans, Ex. Large.....11 Pecans, Jumbos.....12 Hickory Nuts per bu. Ohio, new.....2 Cocoonuts, full sacks Chestnuts, per bu.....2 Fancy, H. P., Suns.....5 1/2 Fancy, H. P., Suns Roasted.....6 1/2 Choice, H. P., Extras.....6 1/2 Choice, H. P., Extras Roasted.....6 1/2 Span. Shld No. 1 n'w.....6 1/2 	STONEWARE Butters 1/2 gal., per doz.....48 1 to 6 gal., per gal.....6 8 gal. each.....54 10 gal. each.....65 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. nat 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 1/4 gal. per doz.....45 1 to 5 gal., per gal.....7 1/2 Sealing Wax 5 lbs. in package, per lb.....2 LAMP BURNERS No. 0 Sun.....35 No. 1 Sun.....36 No. 2 Sun.....48 No. 3 Sun.....85 Tubular.....50 Nutmeg.....50 LAMP CHIMNEYS—Seconds Per box of 6 doz. 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 78 No. 2 Crimp.....2 48 First Quality No. 0 Sun, crimp top, wrapped & lab.....1 85 No. 1 Sun, crimp top, wrapped & lab.....2 00 No. 2 Sun, crimp top, wrapped & lab.....2 90 XXX Flint No. 1 Sun, crimp top, wrapped & lab.....2 75 No. 2 Sun, crimp top, wrapped & lab.....3 75 No. 2 Sun, hinge, wrapped & lab.....4 00 Pearl Top No. 1 Sun, wrapped and labeled.....4 00 No. 2 Sun, wrapped and labeled.....5 00 No. 2 hinge, wrapped and labeled.....5 10 No. 2 Sun, "Small Bulb," for Globe Lamps.....80 La Bastie No. 1 Sun, plain bulb, per doz.....1 00 No. 2 Sun, plain bulb, per doz.....1 25 No. 1 Crimp, per doz.....1 35 No. 2 Crimp, per doz.....1 60 Rochester No. 1 Lime (50c doz).....3 50 No. 2 Lime (70c doz).....4 00 No. 2 Flint (80c doz).....4 60 Electric No. 2 Lime (70c doz).....4 00 No. 2 Flint (80c doz).....4 60 OIL CANS 1 gal. tin cans with spout, per doz.....1 60 1 gal. galv. iron with spout, per doz.....1 80 2 gal. galv. iron with spout, per doz.....3 00 3 gal. galv. iron with spout, per doz.....4 30 5 gal. galv. iron with spout, per doz.....5 75 3 gal. galv. iron with faucet, per doz.....4 50 5 gal. galv. iron with faucet, per doz.....6 00 5 gal. filling cans.....7 00 5 gal. galv. iron Nacetas.....9 00 LANTERNS No. 0 Tubular, side lift.....4 75 No. 1 Tubular.....7 25 No. 15 Tubular, dash.....7 25 No. 1 Tubular, glass fountain.....7 50 No. 12 Tubular, side lamp.....13 50 No. 3 Street lamp, each.....3 60 LANTERN GLOBES No. 0 Tub., cases 1 doz. each, box, 10c.....45 No. 0 Tub., cases 2 doz. each, box, 15c.....45 No. 0 Tub., bbls 5 doz. each, per bbl.....2 00 No. 0 Tub., Bull's eye, cases 1 doz. each.....1 25 MASON FRUIT JARS. Pints.....6 00 Quarts.....6 25 Half Gallons.....9 00 Caps and Rubbers.....2 25 Rubbers.....25 & 35

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.

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,

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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.

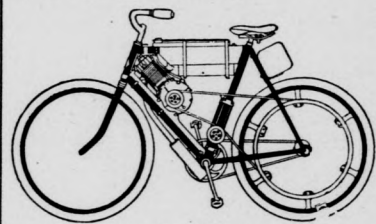
Palms, Wm. C. Yawkey, David C. Whit-

ney, Dr. J. B. Book, Eugene Harbeck, Chas.

F. Peltier, Richard P. Joy, Chas. C. Jenks.

A Suggestion

When you attend the Pan-American Exposition this fall it will be a very good idea for you to see the exhibit of Thomas Motor Cycles and Tricycles and Quads in Transportation Building.



Auto-Bi, \$200

If you are at all interested and thinking of taking up the sale of Automobiles or Motor Cycles—or contemplating buying a machine for your own use—we extend a special invitation to you to visit the factory of the E. R. Thomas Motor Co. while at Buffalo. The Thomas is the cheapest practical line of Automobiles on the market.

ADAMS & HART, Grand Rapids
Michigan Sales Agents

Simple Account File

Simplest and Most Economical Method of Keeping Petit Accounts

File and 1,000 printed blank bill heads.....\$2 75
File and 1,000 specially printed bill heads.....3 00
Printed blank bill heads, per thousand.....1 25
Specially printed bill heads, per thousand.....1 50

Tradesman Company,
Grand Rapids.

Glover's Gem Mantles

are superior to all others for Gas or Gasoline.

Glover's Wholesale Merchandise Co.

Grand Rapids, Mich.

Manufacturers Importers and Jobbers of GAS and GASOLINE SUNDRIES

Office Stationery
LETTER, NOTE AND BILL HEADS
STATEMENTS, ENVELOPES, COUNTER BILLS.
TRADESMAN COMPANY
GRAND RAPIDS

Buy Toys Which Are New to the Trade.

If the retailer who deals in toys has not already made his purchases for the holidays it is time that he should give this matter some attention, and he should do his buying within a very short time now, in order to give the wholesale dealer an opportunity to make deliveries, so that he can have the goods in plenty of time to mark them, arrange them nicely on display tables, and to advertise them. It will be none too early to bring the toy assortment to the front by the first to middle of November, in order that the public may know what you have in stock for the holiday season.

In adopting a buying policy this year, Mr. Merchant, decide upon one thing, and that is that your assortment shall contain some goods which it did not contain a year ago, and which are entirely new to the trade. This will not be a difficult matter to do, as novel toys are being produced in greater abundance each season, and are keeping fully up to the progress made in more material things.

This year, for instance, the automobile toy is to be one of the features in the mechanical line. This consists of a vehicle which is propelled by a spring, similar to the old-fashioned locomotive and train of cars. This will attract the attention of youngsters and will be a ready seller, inasmuch as it can be obtained to retail at prices ranging from 25 cents to a dollar or a dollar and a half. Then there are many other mechanical toys which have recently come on to the market, such as trolley cars, fire engines, patrol wagons, and duplicates of vehicles and appliances used in this modern life that should be included in the up to date toy assortment. In the way of dolls, French dressed dolls, with clothing that may be taken off and put on at the will of the little folks, as well as some very lifelike productions in dressed and undressed dolls, should be included. Many other items in the toy line may be included in the up to date toy assortment.

For the merchant who has little time to devote to the selection of the toy assortment, in all probability the assortments already packed, which retail at a round figure, and which usually return a fair margin of profit, will suffice. But in many of these assortments there is considerable dead stock, that is out of date, or which is not salable for one reason or another.

The progressive retailer will scrutinize carefully any assortment which is offered him, and will choose the one which contains the best list of salable toys and those that are the most modern. The better way, however, is for the merchant to visit the wholesale house, if possible, and make his own selections from the goods displayed on the floor. He will be able to make up an assortment which will cost him no more proportionately than those already packed and the goods which he selects in the majority of instances will move more readily than those put up in general lots to meet a general demand. In other words, the merchant who makes his own selections of stock will be better able to gauge the requirements of his trade, and can use better discernment than can the manufacturer or the jobber who makes up an assortment for him.

When the toy assortment arrives from the jobber or manufacturer, it should be carefully unpacked under the direction of a competent clerk or the proprietor of the store, to avoid injury to paint

and tinsel. This unpacking may be done in a rear room of the store or in the basement, and the goods should be carefully marked. Then each line should be arranged in the main salesroom on a table or counter by itself. For instance, group the five-cent articles at one point, the ten-cent articles at another, the 25 cent articles at still another, etc.

The only exception to this may be in the matter of the doll department, and doll appurtenances, such, for instance, as tiny gloves, shoes, etc., for doll wear. Everything pertaining to the doll should be grouped on one counter, with the idea as far as possible that the cheaper lines should be on one end of the counter, and the higher priced goods at the other end.

There is a good profit in the toy department if care is used in purchasing goods that will turn over readily before the holidays, and if supervision is employed over the toy counters, to prevent serious loss through breakage and too much handling by too small members of the human family. Prospects indicate a heavier demand this season for toys in most localities than in a number of years, owing to the general prosperity of the country, and it will be well for the retailer to bear this in mind in making his purchases.—Commercial Bulletin.

New York's Onion Supply.

"Nowadays," said a wholesale dealer in produce, "we get early onions, just as we do many other early vegetables, from the South; importing also some from Bermuda. In the old times our regular stock supply of onions came largely from Connecticut and New York State, and from these two States we still get many; but nowadays, excepting those of the grain belt, there is not a state in the Union but produces more or less onions, and we get supplies from many of them.

"Besides the early onions imported from Bermuda we import also onions from Spain and from Egypt, the Egyptian onions being brought over to supplement our own supply in seasons of shortage here. Spanish onions, while they may be, to some extent, brought for the same reason, are regularly imported on their own account. The Spanish is a mild onion, there are no tears drawn when you cut one, and it might be described as the fruit of the onion family. One use to which it is put is for the making of onion sandwiches, thin slices of rye bread being used with it. The Spanish onion is big and handsome, much lighter than American onions of corresponding size.

"Spanish onions are in the nature of a luxury; they sell here at retail for about twice the price of American onions; Egyptian onions are sold here for about the same price as our own. We have been importing onions from Spain for many years; onions from Egypt are something comparatively new, the imports from that country having been begun only about three or four years ago. In the aggregate our importations of onions from those countries amount to a good many thousands of crates yearly.

"On the other hand, first and last, we export a good many onions. For many years we have exported, as we still do, onions to the West Indies and to South American countries and we now export more or less onions to Europe, this latter trade having come into existence with modern facilities for quick and convenient transportation. To Europe our exports of onions are chiefly to supply demands arising in seasons of limited crops there, although there is some demand for them there on their own account. Taking them altogether, our exports of onions amount to more than our imports."—N. Y. Sun.

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 Gauge
120	4	1 1/2	10
122	4	1 1/2	9
123	4	1 1/2	8
124	4	1 1/2	7
125	4 1/4	1 1/2	5
154	4 1/4	1 1/2	4
200	3	1	10
208	3	1	8
236	3 1/4	1 1/2	6
265	3 1/4	1 1/2	5
264	3 1/2	1 1/2	4
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		
Flow	50		
Buckets			
Well, plain	4 00		
Butts, Cast			
Cast Loose Pin, figured	65		
Wrought Narrow	60		
Chain			
1/4 in. 5-16 in. 3/4 in. 1 in.			
Com. 7 c. 6 c. 5 c. 4 1/2 c.			
BB. 8 1/2 c. 7 1/2 c. 6 1/2 c. 5 1/2 c.			
BBB. 8 3/4 c. 7 3/4 c. 6 3/4 c. 5 3/4 c.			
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 & 10		
Expansive Bits			
Clark's small, \$18; large, \$26	40		
Ives' 1, \$18; 2, \$24; 3, \$30	25		
Files—New List			
New American	70 & 10		
Nicholson's	70		
Heller's Horse Rasps	70		
Galvanized Iron			
Nos. 16 to 20; 22 and 24; 25 and 26; 27, List 13 14 15 16.	28		
Discount, 60	17		
Gauges			
Stanley Rule and Level Co.'s	60 & 10		
Glass			
Single Strength, by box	80 & 20		
Double Strength, by box	80 & 20		
By the Light	80 & 20		
Hammers			
Maydole & Co.'s, new list	33 1/2		
Yerkes & Plumb's	40 & 10		
Mason's Solid Cast Steel	70		
Hinges			
Gate, Clark's 1, 2, 3	60 & 10		
Hollow Ware			
Pots	50 & 10		
Kettles	50 & 10		
Spiders	50 & 10		
Horse Nails			
Au Sable	40 & 10		
House Furnishing Goods			
Stamped Tinware, new list	70		
Japanned Tinware	20 & 10		
Iron			
Bar Iron	2 25 c rates		
Light Band	3 c rates		
Knobs—New List			
Door, mineral, jap. trimmings	75		
Door, porcelain, jap. trimmings	85		
Lanterns			
Regular 0 Tubular, Doz.	5 00		
Warren, Galvanized Fount.	6 00		
Levels			
Stanley Rule and Level Co.'s	70		
Mattocks			
Adze Eye	\$17 00. dis		
Metals—Zinc			
600 pound casks	7 1/2		
Per pound	8		
Miscellaneous			
Bird Cages	40		
Pumps, Olstern	75		
Screws, New List	35		
Castors, Bed and Plate	50 & 10 & 10		
Dampers, American	50		
Molasses Gates			
Stebbins' Pattern	60 & 10		
Enterprise, self-measuring	30		
Pans			
Fry, Acme	60 & 10 & 10		
Common, polished	70 & 5		
Patent Planished Iron			
"A" Wood's patent planished, Nos. 24 to 27	12 10		
"B" Wood's patent planished, Nos. 25 to 27	11 50		
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		
1 advance	50		
Casing 10 advance	15		
Casing 8 advance	25		
Casing 6 advance	35		
Finish 10 advance	25		
Finish 8 advance	35		
Finish 6 advance	45		
Barrel 1/2 advance	85		
Rivets			
Iron and Tinned	50		
Copper Rivets and Burs	45		
Roofing Plates			
14x20 IC, Charcoal, Dean	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, 1/2 inch and larger	8 1/2		
Manilla	11 1/2		
Sand Paper			
List acct. 19, '86	dis		
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	12 50		
20x14 IX, Charcoal	10 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, 1/2 per pound.	13		
14x56 IX, for No. 9 Boilers, 1/2 per pound.			
Traps			
Steel, Game	75		
Onelda Community, Newhouse's	40 & 10		
Onelda Community, Hawley & Norton's	65		
Mouse, choker, per doz.	15		
Mouse, delusion, per doz.	1 25		
Wire			
Bright Market	60		
Annealed Market	60		
Coppered Market	50 & 10		
Tinned Market	50 & 10		
Coppered Spring Steel	40		
Barbed Fence, Galvanized	3 25		
Barbed Fence, Painted	2 95		
Wire Goods			
Bright	80		
Screw Eyes	80		
Hooks	80		
Gate Hooks and Eyes	80		
Wrenches			
Barter's Adjustable, Nickled	80		
Coe's Genuine	80		
Coe's Patent Agricultural, Wrought	70		

The Grocery Market.

Sugars—There is a somewhat firmer feeling in the raw sugar market and more inclination is shown to market supplies. Refiners are ready buyers at unchanged prices, 96 deg. test centrifugals being still quoted at 34c. The market for refined is rather quiet and buyers exhibit but little desire to operate, most of the buying being for small lots to fill immediate requirements. List prices were unchanged, but the general opinion among the trade is that a further reduction in list prices of 10 points will probably be made in the near future.

Canned Goods—The canned goods market is firm with good demand for almost everything in the line. If indications are worth anything at all, then the long looked for advance in the tomato market has commenced. They are in good request and very firmly held, some packers asking an advance of 5c per dozen in price. Many thousands of cases have changed hands during the past week. The Maryland crop is at least 30 per cent. short and the packing season is about over. One particular feature about tomatoes is the small stock of gallons. It has been many a long day since so few gallons were put up as this season. This applies particularly to the pack in Baltimore, which was caused first by the negligence of the Baltimore packers to make contracts for gallon cans and again by the high cost of the raw material, coupled with the anxiety, as well as the necessity, for the packers to secure sufficient 3 pounds to fill their future wants. The tomato packing season in most sections is practically over. Of course, there will be some more tomatoes packed, but they will be few and out of those the packers will secure during the coming week the percentage of standards will be small, indeed. There is not very much to be said about the corn market. We have had a fair pack, sufficient for all purposes and not large enough to cause any uneasiness. The market is now at the bottom and any change must be for the better. It is an old, old saying among the best-posted canned goods men in the country that corn always acts in sympathy with tomatoes. If this be the rule this season, then there will be a sharp advance in the quotations for the different grades of corn, and there is plenty of room for the advance. Peas are firm and in good demand. Stocks of the better grades are very low and we would advise buying what is needed of these better grades now, as a little later it will be impossible to find any quantity of them anywhere. String beans are quiet, but prices are firmly held and we think will show higher values before January 1. The packing of lima beans has been a disappointment, not only to the packers, but the buyers as well. During the early part of the season the general impression was that the pack of lima beans in other sections would be large enough to keep down the price of the Baltimore product, but the late season prevented the deliveries from those sections and the buyers have to look to Baltimore for supplies. Stocks on hand are remarkably light and we do not believe prices will be any lower. Peaches are quiet, but the production is not large and higher prices are predicted when trade starts up. We believe there is not a single grade of peaches, especially pie peaches and seconds, that will not advance from 10@15c per dozen, and that just as soon as the fall months are over. The output of peaches was

not large, in any sense of the word. The quality was such as to almost prohibit the packing of pie peaches, thus making a shortage in that grade, and there were not sufficient of the extra selected peaches to cause any surplus in that grade. They are about evenly divided up. New gallon apples are very firmly held, with sales very limited on account of the shortage in the crop. Some packers are not offering at all until they see how the pack turns out. Another large block of gallons have been brought back from England this past week and were sold at good prices. Salmon continues easy with the tendency toward a still lower level. The general opinion is that the production of canned goods this season will not be sufficient to meet all requirements. The crops have been short all over the country and the consumption is increasing every year. This is the principal lever that will work the canned goods market up to a higher level during the early months of the coming year.

Dried Fruits—The dried fruit market, as a whole, is rather quiet. With colder weather there would be an improvement. Raisins are scarce and quiet on spot. Some interest is taken in loose muscatels by mince meat manufacturers, who are in the market. Stocks of nearly all descriptions of domestic raisins are very light—scarcely enough, it is believed, to meet normal consumptive requirements until new goods arrive in any quantity. There is no improvement in the California situation on new raisins and practically no likelihood that there will be any change in the outlook before the end of the week at the earliest. At present it is very doubtful if any orders placed at the low prices named would be confirmed. A coast dispatch states that leading growers are seeking an injunction to restrain the Association and the packers from delivering raisins at the prices named and things are in a pretty bad mix up and buyers are anxiously awaiting the outcome of it all. Prunes are a little more active. Supplies are light and are very firmly held. Apricots are quiet. A little interest is noted in new peaches on spot, but buyers are holding off on offerings from California in hopes of lower prices. The coast market, however, is firm. Currants seem to be little wanted just now. Trade is fairly good, but for the most part sales are of rather small lots. New Smyrna figs are selling very slowly within quotations. A large portion of the present supply is very poor, showing the effects of the fig disease known as bassara, and the market has been depressed by this undesirable fruit. Old dates are in some request. Evaporated apples are quiet and a trifle lower. Stocks are beginning to come in more freely now and there seems to be more of a crop than was at first estimated.

Rice—The rice market is firm, with no quotable change in prices. Dealers report a fairly good demand and prices were well maintained for all grades. Arrivals of new crop domestic continue moderate and spot stocks remain small. Buyers are inclined to buy rather sparingly, as they are looking for lower prices when the receipts of new rice become a little heavier.

Teas—There is a good enquiry for almost all grades of teas, especially for green teas. Offerings of these grades were moderate and prices are firm, some holders asking an advance. The outlook is promising and, with the fall

demand gradually improving, an upward turn to prices is anticipated.

Molasses—The molasses market is practically unchanged. There was a general inclination to operate cautiously, pending a larger new crop movement. Reports regarding the new crop were favorable. It is expected the crop will be as large as that of last year. The outcome will, however, depend greatly on the future weather conditions. Grinding of sugar cane will not begin until about the 15th.

Nuts—Trade in nuts shows good activity, filberts and all descriptions of almonds being wanted. Spot stocks of filberts are said to be very light. The new crop is somewhat earlier than in previous years and small lots have already been shipped. The tendency of the market is easier. Very little business has been done in the local market on new California walnuts, the price being too high as against the prices for foreign nuts.

Rolled Oats—The rolled oats market is weaker and prices have declined 20c per barrel and 10c per case.

Ludington—J. S. Stearns will next year build new general offices to accommodate his increasing interests. The new building will be directly south of the present location and will be spacious and complete in equipment. Aside from the local lumber and salt business and electric light works, Mr. Stearns has other interests as follows: The J. S. Stearns Improvement Co., with enterprises at Epworth and Hamlin, the Ludington & Northern Railroad Co., the J. S. Stearns Preserving Co., successors to the old Pere Marquette Cannery Co., and the Stearns Lumber Co., of Grand Rapids. Besides these there are other enterprises which, while not having offices here, will be under the general supervision of Mr. Stearns, such as the J. S. Stearns Lumber Co., of Odanah, Wis., and the Lac du Flambeau Lumber Co. and varied interests in coal, oil and timber in Tennessee and Arkansas.

Petoskey—The Thomas Foreman Co., Ltd., whose hard wood flooring mill and stock of lumber were recently destroyed by fire, has sold its timber lands in the northern portion of Emmet county to Tindle & Jackson, of Buffalo, and will re-engage in the business either at Detroit or Toledo as soon as the necessary preliminaries can be arranged. The business men of Petoskey offered to subscribe for stock to the amount of \$50,000, if Mr. Foreman would agree to re-engage in business here, but he has decided that nothing short of \$200,000 will meet his requirements, which necessitates his change of base to a larger city.

Detroit—Articles of association of the American Vapor Stove Co. have been filed. The capital of the corporation is \$100,000, all paid in, and the majority is held by Wm. G. Hastie, with 5,600 shares. Two thousand shares each are held by Edward G. Mummery and Wm. J. Best, and the remaining 400 shares are held by Wm. F. Metcalf.

Business Wants

Advertisements will be inserted under this head for two cents a word the first insertion and one cent a word for each subsequent insertion. No advertisements taken for less than 25 cents. Advance payments.

BUSINESS CHANCES.

WANTED—TO CORRESPOND WITH VILLAGES wanting a newspaper. G. O. Currey, 90 Saranac, Mich.

FOR RENT—AN UP-TO-DATE DRY GOODS store, centrally located, in a growing prosperous town in Southern Michigan. Competition is not strong. Can give immediate possession. Address No. 89, care Michigan Tradesman. 89

FOR SALE—CANDY KITCHEN, ICE cream and soda parlors, including building. Will sell cheap for cash. Reason for selling, sickness. Address C. A. Hooker, Evart, Mich. 88

FOR SALE—STOCK OF GENERAL MERCHANDISE in the best town in Northern Michigan. Large mills, tannery, chemical works; surrounded by good farming country; stock of about \$2,000; will rent store and residence attached; will make price right. Address No. 87, care Michigan Tradesman. 87

POSITION WANTED AS TRAVELER BY man 32 years of age; experience as manager, owner and traveler; good habits; plenty of references. Address No. 86, care Michigan Tradesman. 86

FOR SALE OR EXCHANGE FOR STOCK of Merchandise—160 acre farm in Southwest Michigan; good soil, good buildings, good location; stock must invoice at least \$2,000; balance on long time if desired. Address No. 85, care Michigan Tradesman. 85

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-SORTED 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, 80 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

FOR SALE—A SMALL STOCK OF DRUGS in good location. Will invoice about \$800. 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—CONTINENTAL TOBACCO tags, \$1 per 100. Have 2,000 on hand. Carl Dice, Wyandotte, Mich. 65

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. 71

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 & Guetel, 128-128 Market St., Chicago, Ill. 6

FOR SALE—GOOD ESTABLISHED GROCERY business in town of 6,000; a bargain for the right person. Will not sell except to good, reliable party. For particulars address Grocery, care Michigan Tradesman. 983

FOR SALE—CHEAP—\$1,500 STOCK GENERAL merchandise. Address No. 945, care Michigan Tradesman. 945

MISCELLANEOUS

REGISTERED PHARMACIST, TEN YEARS city and country experience, wishes position in store or laboratory. A1 references. Address R. J. care Michigan Tradesman. 91

PHYSICIAN WANTED, REGISTERED pharmacist preferred. Drug business can be bought. Address Drug Doctor, care Michigan Tradesman. 40