

MICHIGAN TRADESMAN

Nineteenth Year

GRAND RAPIDS, WEDNESDAY, OCTOBER 16, 1901.

Number 943



Offices { Widdicomb 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 Litigation. Our credit advices will avoid making worthless accounts. We collect all others.

THE MERCANTILE AGENCY

Established 1841.

R. G. DUN & CO.

Widdicomb 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

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THE SOUTH AFRICAN WAR.

Goaded on by the impatience shown at home, as well as by the criticisms indulged in abroad, the British government has finally decided upon the drastic step of extending martial law to all of Cape Colony. This means that the constitution is now suspended all over the colony, although it is probable that modifications will be allowed wherever possible by the military authorities.

The motive in proclaiming martial law is not difficult to seek. It has been notorious for some time past that Boers, once released, whether on parole or not, were prompt to rejoin their commandoes in many cases, while the most determined resistance encountered recently has been from Cape Colony rebels. Moreover, information as to the British movements have been conveyed by rebels to the Boer commandoes. These traitorous acts could be handled only with great difficulty through the civil authorities, while the ordinary forms of trial by civil tribunals were non-effective in inspiring sufficient fear of the consequences of the breaking of parole or other such acts.

Recently a number of Boers have been tried by court-martial for various treasonable acts, and some of them have been executed and others condemned to various periods of imprisonment. It is this stern application of the laws of war to the whole of South Africa that it is now proposed to inaugurate by the declaration of martial law. The object sought is to bring about a speedier termination of hostilities by making it more dangerous for those Boers who have surrendered to take up arms again, and for those seditious and disloyal persons in Cape Colony who have kept the Boers advised of British movements or have openly aided them, by either taking up arms or providing supplies.

The declaration of martial law in Cape Colony is not the only matter which has recently arisen to annoy the British government. General Sir Redvers Buller, who commanded in South Africa prior to the advent of Lord Rob-

erts, and who personally directed the campaign for the relief of Ladysmith, which led to so many heavy losses before the town was finally delivered, has been making indiscreet disclosures. Not long since it was openly charged that, after the battle of Colenso, General Buller heliographed instructions to Sir George White, commandant at Ladysmith, to make the best terms of surrender possible. In a recent speech, General Buller bluntly admitted that he had issued such orders, believing that the exigencies of the war demanded such a sacrifice.

Such an admission from a man already unpopular, because of his defeats, has naturally aroused a storm of indignation in Great Britain. The surrender of Ladysmith, occupied, as it was, by a full army corps, would have been an everlasting blot on British arms, and it is difficult to understand that General Buller could have so despaired of success as to have imagined for a moment that the defense of Ladysmith was hopeless. Sir George White very properly refused to comply with his superior's decision, arguing no doubt that he, being on the ground, was in a better position to form an estimate of the actual condition of things. As a result, Ladysmith held out until relieved and made a splendid fight, driving off the Boers at every assault. That this success was achieved not only without the aid of General Buller, but actually in spite of his wishes, is now very apparent, and Sir George White's fame has been enhanced in proportion as the military ability of General Buller has been besmirched. The confirmation of the report that the surrender of Ladysmith was actually ordered will come as a great surprise to foreign countries and ought to make General Buller's further active connection with the British army impossible. No one will, of course, doubt his courage and dash, as both were proven long before the Boer war; but his utter incapacity to command large bodies of men in the field has been established beyond question. The British press, therefore, very properly call on him to resign from the First Army Corps.

If an office holder is a thief, or a bribe-taker, or guilty of other crime, it is the duty of those who know the facts to say so if they have the proof to sustain them. In this they are within their rights, and the law supports them as it ought to do. Indiscriminating denunciation of men in office is wrong, but just criticism is in the public interest. The prevalent fault is the lack of discrimination. Just criticism seldom leads to assassination. The lesson can not be too thoroughly learned that murder is not one of the resources of civilization, while criticism of men and measures subject to responsibility for its abuse is of the essence of liberty.

Instead of being the main cheese in after dinner oratory, Chauncey will soon play the part of large and enthusiastic audience at a course of after bedtime curtain lectures.

GENERAL TRADE REVIEW.

It is gradually dawning on the public that much of the demoralization in certain stocks in Wall Street is the result of the willingness of a class of operators to make changes that should give a chance for speculative advantage, and not by any unfavorable industrial or trade conditions in this country or elsewhere. Rumors of reactions in foreign centers were made to serve as pretexts, but there has been nothing to warrant any material change here. Naturally a few stocks that had been overboomed were the most liable to adverse influences, and no doubt some of these now represent nearer the intrinsic values than before their decline. It is to be remembered that in the recapitalization of many industries during the past two or three years a good deal of water has been used and it is not strange that some of this should get squeezed out.

In the meantime the general industries are everywhere booming. The unprecedented demands upon transportation facilities are such that serious blockades of freight are interfering with merchandise movement. Payments are prompt everywhere except that lateness in the cotton crop holds back collections somewhat in the South. Labor controversies are lessening in the textile industries and the prospect of a settlement at Fall River is good. In spite of the slow movement of cotton foreign exports continue heavy, and no doubt that staple will make up for its dulness later in the season.

Manufacturing industries continue active in most cases at full capacity. In many concerns night work is becoming the rule. Steel mills are several months behind with deliveries and often a considerable premium is given for spot supplies. The fact that furnace stocks have decreased 300,000 tons during the year argues that there is no over-production.

Factors which insure the distribution of plenty of money for business needs throughout the West are the heavy grain crops, which are selling well at high prices. Cotton has scored another advance, assuring good returns to the growers of that staple. Cotton goods are held more firmly. Woolen mills are well engaged, with strong pressure for early delivery of winter goods. The prospect of an advance in footwear on account of the rise in hides and leather stimulates the shoe industry and complaint is made that winter goods can not be obtained fast enough.

The bicycle has declined in popularity in this country to quite an appreciable extent, but the American wheel-makers continue to find good markets for their products abroad. The value of shipments made thus far this year exceeds that of last year. It is a field of manufacture in which Americans are peculiarly fitted to succeed. They entered it early and are holding it against the strongest kind of competition.

Chicago papers are asking if that city is infested by firebugs. We do not know about the firebugs, but there are others,

Getting the People

Concentration and Definiteness in Advertising.

A common error, the most common probably, in the preparation of general advertising is the omission to lay out a systematic plan of the work. The writer obtains such material as he can command and without regard to the future he makes as much of it available as will best fill the space he has selected, taking care that everything which may be of interest, or which he may wish to sell, shall be mentioned. The result is a conglomeration which if it is so fortunate as to gain perusal leaves the mind distracted as to any definite feature it may contain.

The work of the merchant is continuous. While it may be his ambition to make his gains to-day, or this week, as great as he possibly can it is of more importance that he shall prepare to secure increasing gains for the future. To this end he will make his plans to extend for months ahead, not only in his buying goods for his trade, but in the preparation of that which will gain the ear of the public in his advertising.

The judicious merchant then plans as to what spaces he shall occupy at different seasons. If he wishes to make some stir as he receives the season's stock he will use increased spaces, not that he may enumerate all he is buying, but that he may give the greater prominence to that which will arrest and gain attention.

It may be laid down as a principle that the eye is gained in inverse proportion to the quantity of reading. I do not mean that the best advertising is that which uses but a word or two in a large space, for although that may catch the eye most quickly, there is more to be attained than merely catching the eye or gaining attention.

There should be something in the advertising to interest, to bring buyers to the store. If in regard to a new line of goods there may be the shortest and most positive and so most attractive statement of its general advantages. Another issue may take up some branch of it alone, a later another, and so on, with an occasional change to generalizing so as to keep the extent of the business and its general character before the public.

In some department store work it may be found desirable to divide the space among a number of lines, especially where the publishing of priced lists is made a feature. This may be desirable where the advertisement is intended as a means of information as to just how the purchase can be made. In many of the larger cities this is made a feature and is good advertising for that special kind of trade; but even here the value of concentration is fully recognized. The judicious manager is constantly studying to keep the number of lists as small as possible and to limit the items in each to the most salient and desirable prices that will be popular to the buyers and profitable to the seller. Some advertisement writers seem to think that the enumeration of a vast quantity of items serves to give an impression of the extent of the business, but it is far more apt to give no impression at all.

Concentration does not mean the omission of that which will interest. Thus in publishing prices, say of shoes, there is no value in the statement from "\$1.50 to \$6." Not many buyers will want \$1.50 shoes and possibly no more

GREAT REDUCTIONS IN Summer Goods and Slippers.

I want to make a clean sweep and if prices count for anything, then I shall certainly succeed well. You must see the goods and prices to appreciate them.

All New Goods

All New Prices

CRISS KRYGER.

The Air-Tight Florence SOFT COAL BURNER,

Burns soft coal without soot or smoke, consuming the gas: a perfect soft coal burner, and also good for hard coal or wood.

THE OLD RELIABLE AND GENUINE

Round Oak,

FOR ALL KINDS OF FUEL.

The Favorite and Garland Base Burner Hard Coal Burners!

The finest in the land, beautiful in finish, perfect in workmanship and design, economical of fuel, powerful heaters.

STEEL RANGES.

We have the Born, Garland and Favorite.
First Quality, Reasonable Prices.

IRA G. CURRY, - 113 E. Main Street.

JAMES BALBIRNIE & CO.,

FURNITURE AND UNDERTAKING,

MUSKEGON, MICH.

GREAT FALL SALE

Great Reduction Sale of Furniture,

Call and inspect our fine stock.

We will pay railway fare one way, for a purchase of Six Dollars and full fare for a purchase of \$12 with Freight Prepaid.

95 AND 97 W. WESTERN AVENUE.

HARNNESS!

Many kinds of Harness look alike, but after all there is a vast difference. Coloring and finish cover up many imperfections in the cheap machine made Harness, often sold as hand made.

We make all of our Harness and stand back of it with a guarantee. We know what goes into every Harness made and can warrant both materials and workmanship.

Don't invest a dollar in a harness until you have inspected our line. Buy where you wish after that.

See Our Plush Robes.

Jesse H. Granger

West High Street, St. Johns

GO TO W. C. HOVEY

111 East Main St.

FOR

Horse Blankets

Plush Robes

...and Harness...

They have a large line to select from and will quote you better prices than can be obtained elsewhere. Try them.

W. C. HOVEY

111 E. Main St. Benton Harbor

HOG CHOLERA CURE

UNITED STATES GOVERNMENT

RUNNERS'S

This celebrated formula is now being used with Great Success as a preventive and in most cases a Cure, even where hogs are very far gone with the disease. While a few have not succeeded with it we are confident that its timely use will save millions of dollars to the country. Farmers Bulletin No. 24 with the formula free, also the remedy in 10 pound cans for \$1.00 at

We Will Convince You

It isn't always the biggest man who says the wisest things, but other things than size will give you an impression of the standing of one who makes the remark. We only talk of groceries to give you to understand how

THOROUGHLY PREPARED

we are to supply your wants in this line. We watch the markets and buy the best we can obtain. We are always glad of the opportunity to get values for our customers, because we know how much they will be appreciated.

GEORGE LAUG,
GROCER.

Dropping Mercury

Makes us all think of our stoves and speaking of stoves calls to mind the fact that we have on hand a fine line of

Wood and Coal Heaters and Base Burners,

which we desire to exhibit to the people of this section.

See us for Robes, Blankets and Fur Coats.

BLISS & DANE,
FOWLER, MICHIGAN.
Detroit White Lead Works Mixed Paints.

If Not Why Not?

Are you satisfied with your laundry work, if not why not? Bring it here and watch the result. It will please you. Can't help but do so. Expert help, care, best of material used and anti-septic methods. Try us.

New Process Laundry,
South Burdick.

will be interested in \$6 shoes. Instead specify say three prices in most popular demand, with a word designating the kind, when this will aid, and the interest excited will bring many to the store, but not necessarily to buy only the shoes listed.

* * *

Criss Kryger makes a good announcement of his reduction in summer goods, which the printer has handled pretty well considering the introduction of so many kinds of type. The writer has studied his space well and has not said too much. The printer should have omitted the rule over the signature and the artistic effect would have been helped by placing the dashes with which he spaces out his border at the center of the sides and equi-distant from the corners at top and bottom.

The next announcement, that of stoves, by Ira G. Curry, appears to have been written and composed during the first half of the last century, and it is not the most effective even for that period. In the writing the quantity of matter and the modes of expression show an exceedingly undeveloped condition of the advertising art. There is in it much of repetition, indeed, to a most curious extent as in "Soft coal burner, burns soft coal. * * * A perfect soft coal burner." Then the conventional, old-time phrases, "Finest in the land," "first quality," "reasonable prices," are characteristic of an early stage of the advertising art. The printer has sustained his part well—the type was made a hundred years ago. His display shows the confusion of antique crudity and he tries to introduce all the type that was made at that period. I would not intimate that there was not better advertising done at that time—this is a fair sample of the other kind.

James Balbirnie & Co. are trying the plan of offering to refund fares or purchases of a certain amount. Of course he can tell by trying how the scheme will work, but it would seem to me that it introduces an indefiniteness in all his prices that must seriously affect his trade. If I lived in his city and wished to buy a table I would make him allow me as much fare as he does any one else. In writing the advertisement I would strike out the line, "Call and inspect our fine stock," as having no meaning and weakening the rest. The printer has mixed his styles of type too much for artistic effect.

Jesse H. Granger makes a good argument and it is handled fairly well by his printer. Less styles of type would have been better.

W. C. Hovey writes a good advertisement of harness goods, but his printer uses too much large type for his space, giving a mixed up effect.

Runner's writes a good announcement of a specialty, which is well composed and printed.

George Laug introduces his talk by an expression which is possibly somewhat ambiguous and labored for his space. Less length would have secured more readers. The printer's work is good.

Bliss & Dane make the mistake of spoiling a good stove advertisement by introducing another subject at the close. This could have better gone into another issue or another space in this. The printer's work is very good, especially the delicate suggestion of a thermometer.

The New Process Laundry makes a fair use of the hackneyed phrase at the beginning and the argument is well sustained. The printer's work is fairly good.

TENDENCY OF THE TRUSTS.

The Inevitable Drawing Near With Fearful Rapidity.

The default by the United States Rubber Co. of the dividend on its preferred stock, the fearful losses sustained by the American Bicycle Co., which will evidently result in its dissolution; the disastrous showing recently by the Republic Steel & Iron Co. in its annual report; the great loss shown by the annual report of the American Linseed Co., and last, but not least, the Amalgamated Copper Co. fiasco—all these and more which can be recalled are portentous as regards the ultimate outcome of most of the trusts. Commenting on the situation, the Wool and Cotton Reporter draws the following conclusions:

All this is instructive. The industrial trusts are showing their hand a great deal sooner than their keenest critics had expected. It was generally thought by those who perceived the fallacy of the trust idea that quite a number of years might elapse before the inevitable occurred, but it looks now as if the inevitable was drawing nigh with rather fearful rapidity. As we examine the facts in the cases before us, we find that the trust movement is breaking down by reason of conditions which have been outlined from the beginning of the movement by this paper. These conditions are over-capitalization, inability to restrict the output and maintain the price of commodities, lack of carefulness and honesty in the management of the trusts, and failure on the part of the people who sold out their plants to the combines to live up to their agreements. The experience of the English Cotton Co. is typical. The fact has been brought to light that combinations in England have been weakened by taking in a mass of badly organized or unprofitable plants, and that they have not succeeded in annihilating competition. On the first of these points unexpected evidence was afforded by Mr. Lawton, the vice-chairman of the English Sewing Cotton Co., at a recent stockholders' meeting. He remarked that the combination had brought together a "number of businesses which were confessedly in serious difficulties," and he threw valuable light on the question of management when he said that "it was an awful mistake to put into control of the various businesses purchased by the company the men from whom the businesses were purchased, because these men had got into one groove and could not get out of it." Yet, notwithstanding the purchase of unprofitable plants in order to exclude competition, it is now complained that small establishments, many of them new, are injuring the business of the combination. Practically the same story is told by the United States Rubber Co. and other American trusts. The Amalgamated Copper Co. presents us with a combine whose officials appear to have worked the enterprise as a purely private venture; or, to state it otherwise, as a means of "milking" the public.

Revelations of this sort are bound to continue. Heretofore it may have been possible for the ordinary observer of what goes on in the business world to convince himself that the industrial trust movement was not without merit as at present conducted, but in the light of what has taken place in the last few weeks it will hardly be possible for the dullest mind to deceive itself any longer. So many big combinations could not of course come to grief in so short a space of time without the fact being indicated that something was fundamentally wrong with the entire industrial trust movement. Bear in mind that the past year, a year of great prosperity in this country, has witnessed the practical undoing of a great number of trusts; and then consider if it is likely that years of lessened business prosperity—which are bound to come in time, and perhaps before very long—will improve the condition of the trusts. On the contrary, we are pretty sure to wit-

ness from now on an acceleration of the tendency towards a complete dissolution of the trust movement. How long it will take to reach the end we are unable to predict; but one thing can be predicted without much hesitation, and that is that eventually the industrial trusts will have to be as generally and as completely reorganized as were the railroads of the United States a few years ago.

Is It Not Possible to Raise the Average of Life?

Written for the Tradesman.

About the time "the threads of silver gleam among the brown" the owner of said threads becomes deeply interested in the probable number of years that are still before him. For this reason no item, for years, that the papers have furnished has received greater attention than that lately published declaring that the duration of life is on the increase. The average age at death in 1890 was 31.1 years; in 1900 it was 35.2. Without yielding to the temptation of giving a list of diseases and a long line of per cents., together with their localities, it is better to say at once that death from all the principal diseases since 1890 shows a decrease, the most notable being in consumption, which decreased 54.9 per 100,000, a fact furnishing comfort to those who are hastening towards the sunset.

The result is accounted for in various ways, all adding something, however slight, to the general sum. Without question the medical fraternity have been at work to some purpose. Disease is better understood and so better methods of treatment have been followed, with pronounced success. Many of those once considered incurable are so no longer. Those once looked upon as contagious have been reduced in number and the establishment of germ existence, with the discovered means of their destruction, has done much towards alleviating human suffering. Surgery has insisted on coming to the front and, with the aid of the anaesthetic, has succeeded in reducing the duration of the disease and so has hastened the recovery.

The chief agent, however, in this remarkable lengthening of human life is without question improved sanitation. The location of the dwelling is now a matter of the utmost importance. Less often do we hear now of the healthy days of old, when it was no uncommon occurrence to wake in the morning in the attic of the old farm house and find the snow sifting down through the cracks in the roof and the floor covered with snow. Those were the good old days, too, when it was considered womanish for a man to put on underwear, and even an overcoat too often indulged in exposed him to ridicule. The appetite, then, received no pampering, cost settled the food question. Salt pork and codfish were the staples of the table and these, washed down by the ever-present hard cider, made up the food that fitted the sturdy New England farmer to battle with the cold. All this has now changed. Shelter and nourishing food are found the country over, appropriate clothing has taken its place among the essentials of daily life and now even in the farm house the bathtub is no longer considered a piece of extravagance, indulged in as a sign of increasing prosperity. With all these changes for the better it is not surprising that there has been this gain in the length of life.

It is not for a moment to be supposed that the limit has now been reached.

The startling fact is that, great as the gain has been, it ought to have been much greater; and it would have been if lawlessness had not been successful in making money at the expense of human life. The house may be well built and well warmed, water pure and sparkling, with the most careful plumbing, may be supplied and clothing warm and abundant may be put on; but if, with all this, the food be poisoned physician and sanitation may work together until doomsday and the death list will not be rapidly reduced. There is no need to write down here what these columns have again and again affirmed—that our food to-day is so adulterated that we know not what we eat, beyond the fact that we buy and pay for the pure and get the impure. We no longer eat good wholesome bread and butter. Our milk and sugar and tea and coffee are everything but that. Adulteration appears in everything we eat until it is not too much to say that the common food of the average-circumstanced American has hardly more nourishment in it than the old-time boiled salt pork and codfish.

Now, then, isn't it time for the consumer to resolve himself into a committee of one and, by insisting upon eating what he pays for, help the physician and the sanitarian in their efforts to lengthen his life? If in the last ten years the two have made the average age 35 instead of 31, without his assistance, may not the efforts of the three make it 39 during the next ten years? That it is possible, under the circumstances, no one can doubt. Until it is entered upon it is submitted that the purpose aimed at is certainly something to think of. R. M. Streeter.

Good Words For Birds.

From Success.

The thinking people of this country are gradually awakening to the fact that the mania for killing birds, which has existed for over a century, needs a substantial check to prevent the absolute extermination of the feathered friends of humanity.

The first intimation that something would have to be done to protect American animal life was the rude shock caused by the announcement that the vast herds of bison were no more, and the pitiful and abortive effort of the Government to protect a few isolated specimens in Yellowstone Park. In the past five years a similar sentiment has led to the creation of Adirondack Park in New York, and much-needed restrictive legislation for the protection of deer.

What statistician will compute, what orator will present, and what legislators will provide the data, formulate the bills and pass the laws necessary to

save the wondrous bird life of this continent from the fate of the bison and the deer?

The economic value—the appeal to sordid commercial ideas—even if no other phase of humanity should be reached in this age of commercialism, should speedily bring about the passage of laws protecting bird life.

Come out into the woods with me, and watch a pair of busy wrens or a hundred other birds; as they toil from daybreak until sunset, and sometimes later. Try to count the number of trips they make during the day, and estimate, if you can, the quantity of destructive insects that is required as food for the family. You will find yourself growing tired of counting and will gradually multiply the insects brought in at each trip by seconds, minutes, hours and days, until the number will appall you. Then you will have a new idea of nature's law of compensation; you will begin to realize that the birds you imagine were such a menace to your berries, cherries, apples and other fruits are really the protectors; and you can thank them for every sound, wholesome piece of fruit that is marketed, and also for the product of your flower and vegetable gardens.

Booker T. Washington tells with much humor how he got his mouth filling name. He says that he was called "Booker" and had no other name, and no hat until he went to school. Then the daily roll call made him realize that it was good form to have two, or preferably three names and so he appropriated the finest surname he could think of—that of the immortal Washington. The middle letter, "T." was added just for filling and style. The man has proved by his ability that the name he selected as a boy is none too large for him.

Are you not in need of

New Shelf Boxes

We make them.

KALAMAZOO PAPER BOX CO.

Kalamazoo, Michigan



ATTRACTIVE CATALOGUE "SAVE TIME AND STAMPS"

PELOUZE POSTAL SCALES

THE HANDSOMEST AND BEST MADE

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

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

THEY SOON PAY FOR THEMSELVES IN STAMPS SAVED

PELOUZE SCALE & MFG. CO., CHICAGO.

SOLE AGENTS: HARDWARE & STATIONERY DEALERS

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 house-keepers and afford the dealer a good profit.

Worden Grocer Co., Grand Rapids

Around the State

Movements of Merchants.

Union City—Arthur Fenno has sold his grocery stock to C. B. Rogers.

Empire—Geo. Esch has sold his furniture stock to Ackerman & Horen.

Ypsilanti—Mrs. Eva Geise has opened millinery parlors on Congress street.

Belding—G. W. DeWitt has sold his furniture stock to C. L. Staley & Co.

Owosso—F. G. Oatman has added a line of dry goods to his grocery stock.

Brockway—James H. Rose & Co. are removing their harness stock to Peck.

Saginaw—D. M. Gilmour has closed out his stock of crockery and groceries.

Akron—Isaac Berkovitz has purchased the general stock of Franks & Berkovitz.

Cedar—Amos Bartlett, of Northport, has engaged in the meat business at this place.

Dowagiac—A. J. Cleveland has purchased the boot and shoe stock of John F. Muffley.

Cadillac—Chas. E. Pulver has sold his meat market to E. E. Budd and H. J. Hotel.

Watrousville—Clarence Crysler has purchased the general stock of Mrs. John E. Handy.

Standish—Francis & McRae succeed Francis & Grow in the grocery and crockery business.

Otsego—W. D. Kennedy has purchased the dry goods and grocery stock of James Kennedy.

Detroit—Neugarten & Voelker succeed Louis Neugarten in the shirt manufacturing business.

Charlotte—Chapin & Rue, hardware dealers, have dissolved partnership, Mr. Rue succeeding.

Peck—The State Savings Bank has been established at this place. It is capitalized at \$20,000.

Escanaba—Sam Pouliot has opened a grocery and notion store at the corner of Fannie and Ayer streets.

Port Huron—F. A. Hall & Co. are closing out their branch general merchandise store at Lakeport.

Kalamazoo—Hoffman & Piotter have purchased the grocery stock of J. G. Phillips, on Portage street.

Sault Ste. Marie—The Cornwell Beef Co. has engaged in the meat business, with a capital stock of \$5,000.

Tecumseh—Wm. Leckinger has removed from Ypsilanti to this place and engaged in the meat business.

Flint—Chas. F. Goodwin has engaged in the grocery business, having purchased the stock of James L. Moore.

Alma—John S. Caple & Son is the style of the new concern which succeeds Caple & Hall in the hardware business.

Petoskey—Herbert Hamill has returned to this place and engaged in the meat business in the Montgomery building.

Stanton—Thomas Evans has sold his meat market to James Weaver, of South Bend, Ind., who will take possession Nov. 1.

Shepherd—The Shepherd Hardware Co. is the style of the new firm which continues the hardware business of E. A. Wisdom.

Burlington—John Wood has sold his stock of meats and groceries to J. L. Morgan, who will continue the business at the old stand.

Jackson—Carl G. Trumble, proprietor of the Athanaeum pharmacy, will be married this evening to Miss Hannah Philemena Welch at the residence of the sister of the bride, Mrs. E. F. Lowery, 226 Third street.

Traverse City—Thomas Gunton and W. A. Harrington have purchased the market on West Front and Division streets of Geo. G. Gwatkins.

Elk Rapids—J. W. Slater has purchased the warehouse at 414 Front street from Q. E. Boughay & Co. and is having it remodeled and enlarged.

Manton—Morris C. Baumgarth, of Pewamo, has engaged in the clothing, dry goods, furnishing goods and boot and shoe business at this place.

Mayville—Dimond & Hopkins, dealers in hay, grain and produce, have dissolved partnership. The business will be continued by Geo. F. Dimond.

Detroit—The estate of Wm. H. Elliott is succeeded by the Wm. H. Elliott Co. in the dry goods, carpet, millinery, shoe and children's clothing business.

Manistee—H. D. Bradford & Son have purchased the undertaking and furniture business of W. P. Switzer and will continue the business at the old stand.

Kalkaska—W. H. G. Phelps will add a baking equipment to his grocery stock. An oven will be built at the rear of his store building and an experienced baker placed in charge.

Holland—J. DeKruyter has purchased a half interest in the harness, implement and vehicle business of H. Takken. The new firm will be known as Takken & DeKruyter.

Burlington—W. W. Bishop has taken possession of the boot and shoe and grocery stock of Amsbaugh & Chapin on a chattel mortgage held by the L. A. Dudley Rubber Co., of Battle Creek.

Detroit—Weil & Co., the Woodward avenue furniture dealers, have purchased from Partridge & Walsh all of the furniture stock in the Majestic building recently owned by C. A. Shaffer.

North Lansing—Chas. F. Musgrove has opened a new grocery store at 406 Franklin street under the style of the Pearl Grocery Co. He will handle produce in connection with groceries and provisions.

Ishpeming—W. J. Reid, of Chicago, succeeds M. G. Calef as manager of the local branch of the Swift Packing Co. Mr. Calef has removed to St. Paul to accept a position with the company in that city.

Detroit—Articles of association have been filed by the Rumsey Wool Stock Co., organized for the purpose of buying, selling and sorting woolen rags. The company is capitalized at \$25,000, and is organized by Anna R. Rumsey, W. Rumsey, H. D. Rumsey, Frank W. Olds and J. B. Godfrey.

Belding—The grocers of Belding have reached an agreement which means that a change will be made in their methods of doing business. Heretofore the business places of that town have had no regular hours for closing, but now the grocers have reached an agreement among themselves by which they will close their stores at 8 o'clock each evening, Saturdays and pay days excepted.

Hudson—W. E. Keister has purchased the interest of E. E. Cole in the firm of Cole & Keister, dealers in groceries and crockery, and will hereafter conduct the business on his own account. Mr. Cole will devote his time to the hay and grain business and carry on this enterprise on a more extensive scale than it has been possible for him to do while a considerable portion of his time was occupied in giving attention to the grocery business.

Manufacturing Matters.

Lansing—The Michigan Vending Machine Co. has filed articles of incorporation. The capital stock is \$8,000.

Owosso—The Owosso Creamery Co. has the foundation nearly completed for a new building north of its main building.

Saginaw—A. L. Morris has purchased the interest of his partner in the cigar manufacturing firm of Sonnenberg & Morris.

Rapid River—The Michigan Oil & Improvement Co. is the style of a new corporation at this place. The capital stock is \$25,000.

Niles—The Merrill Stevens Manufacturing Co., manufacturers of steel cattle guards and snow shovels, has removed its plant to Kalamazoo.

Detroit—Amended articles of association have been filed by the William W. Vaughan Co., increasing the capital stock of the company to \$100,000.

Detroit—A new food preparation is being manufactured by a firm organized under the style of the Lata-Manna Food Co. The capital stock is \$50,000.

Constantine—The J. F. Eesley Milling Co. has merged its business into a corporation under the same style, with an authorized capitalization of \$20,000.

Battle Creek—The Allen Gaslight Co. plant has been removed from Jackson to this place. M. B. Allen is the originator of the Little Giant gasoline generator.

Monterey—The Monterey Creamery Co. has been purchased by H. H. Strood, formerly connected with the Martin Creamery Co., and will be operated to its fullest capacity.

Ypsilanti—The Phoenix Reed Co. has removed its plant from Detroit to this place. A bonus of \$6,000 was recently voted the company in consideration of its locating here and employing at least forty men.

Hancock—The candy factory of Ed. H. Lee is being removed from Quincy street to the building recently secured by him on Hancock street. He has also purchased the ice cream outfit of R. G. Lee & Co., of Houghton.

Fowlerville—The Livingston Sugar Co. will locate its factory here providing the farmers in this vicinity will agree to plant 4,500 acres of beets. It is said 3,000 acres have already been promised. The plant will cost \$600,000.

Detroit—The National Can Co. has filed articles of incorporation, with a capital stock of \$100,000. T. D. Buhl, W. W. Warren, D. M. Ireland, F. W. Eddy, F. T. Ducharme, F. E. Waldsworth and E. H. Nelson are the incorporators.

Owosso—The building formerly owned and occupied by the Michigan Package Co. on the D. & M. track west of Washington street has been purchased by the Owosso Carriage Co. and will be used as a warehouse. It is being raised four feet and a wall will be built under it.

Lapeer—Through the efforts of Robert King, J. Armstrong, G. T. Hargreaves, J. J. Graham, A. G. Barber and B. F. Loder, Lapeer is to have a tomato pulp factory. The deal was closed and the factory will be built in connection with the Vaughan pickling works.

Battle Creek—There are now about a dozen health food companies in this city and nearly all of them are erecting large and commodious buildings, which is giving employment to a large force of carpenters and bricklayers, with the expenditure of nearly \$1,000,000 in new factories.

Lansing—The Hall Lumber Co. has re-organized as the Hall Lumber Co., Limited, and will hereafter be managed by H. A. Hall, B. F. Hall having retired from the active management of the concern. A building for storage purposes will be erected near the present mill. The mill will not be rebuilt.

Detroit—The Phoenix Foundry Co. has filed articles of association, with a capital stock of \$25,000. The purpose of the company is to manufacture and sell all kinds of iron and other metal products. The organizers are Maximilian Wendland, John F. Shaening, George N. Reimold, William H. Flynn, Frank Zannotby and William H. Flynn, trustee.

Detroit—The Clenolithic Chemical Co. has filed articles of association. The purposes of the company are the manufacture and sale of "Clenolith," a solution for cleaning all kinds of stone. The capital stock is \$5,000, and the organizers are William Malcolm Corse, Dorothy Louise Van Slyke and Josephine Van Slyke, of Detroit, and W. G. Young, of Clinton, Ia.

Buy the Most Perfect Talking Machine Made



"HIS MASTER'S VOICE"

Buy it of us. Prices \$12 to \$25. Until Dec. 1 we offer extra inducements, besides prepaying expressage. Write for particulars.

POST MUSIC CO.,
Lansing, Mich.

POTATOES WANTED

Will pay cash; write or see us before selling.

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

WROUGHT IRON PIPE

We have a large stock of 1/2 to 8 inch Black, 1/2 to 3 inch Galvanized, including 2 inch Galvanized Plugged and Reamed Pipe, and can fill orders promptly. Malleable and Cast Iron Fittings, Valves, etc. Mill and Well Supplies.

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

Grand Rapids Gossip

Holgren Bros. have opened a grocery business at 272 West Bridge street. The Ball-Barnhart-Putman Co. furnished the stock.

H. Cox has engaged in the grocery business at 272 West Bridge street. The stock was furnished by the Olney-Judson Grocer Co.

Hon. Wm. Alden Smith has secured a franchise to furnish Petoskey with gas through a local representative and has entered upon the work of organizing a company to erect and maintain the necessary works.

John Caulfield has received a full complement of machinery for coffee roasting and spice grinding, which is being installed on the fourth floor of his block on South Ottawa street. Business will be conducted under the style of the Home Mills Coffee & Spice Co., which corporation will be organized in a short time. It is expected that the new house will be in the market with a full line of goods by Dec. 1.

The Produce Market.

Apples—The best fruit, such as Baldwins and Northern Spys, readily commands \$3.50 per bbl. Other varieties range from \$3@3.25. Cooking stock fetches \$2.50@2.75.

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

Butter—The receipts of dairy grades are very heavy—all claimed to be June goods, which leads the local dealers to infer that no butter was made by the farmers during July or August. The quality of most of the receipts is very poor, which necessitates its classification as packing stock, which now commands 12c. Choice grades find an outlet at 14c and fancy grades meet with eager demand at 16c. Extra creamery is stronger and a trifle higher, commanding 21@22c.

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.

Cranberries—Jerseys command \$6.50@7 per bbl. Cape Cods range about 50c per bbl. higher.

Eggs—Fresh command 18c and cold storage fetch 16c. One storage house manager says that up to the present time 40 per cent. of the eggs in his house have been moved and that he looks for a 20c market before Dec. 1. It is believed that the stock of eggs at the present time in the coolers is about what it was a year ago.

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

Grapes—Wardens fetch 13@14c for 8 lb. and 10c for 4 lb. baskets. Niagaras, 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.

Lemons—Verdellis range from \$4.50 for 300s to \$4.75 for 360s. Maioris command \$5 for 300s.

Lettuce—12½c per lb. for hot house.

Maple Syrup—\$1 per gal. for fancy.

Onions—90@95c for choice red or yellow. Spanish command \$1.50 per crate.

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

Parsley—20c per doz.

Pears—Keefers are in fair demand at \$1. Duchess have declined to \$1.25.

Potatoes—55@60c per bu. on the local market. There is considerable uncertainty yet about the price of potatoes for the winter. The idea is abroad that the price will be high. Report of rot in New York State gives the market much uncertainty. The supply must come from Maine, Michigan, Wisconsin and Minnesota. Iowa is buying

outside and the Southern crop is short. The late crops of Wisconsin, Minnesota and Michigan are all good. The large dealers have buyers in the fields of Michigan and Wisconsin, paying 50c at loading station. Minnesota has the largest crop for years, but Iowa and Nebraska will take most of the surplus. Colorado has a fine crop, but the South will take most of this. Seed potatoes are scarce.

Quinces—\$1.40 per bu.

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

Squash—Hubbard commands 2c per lb.

Sweet Potatoes—Virginias have declined to \$1.85. Baltimores command \$2 and genuine Jerseys \$3 per bbl.

Tomatoes—50@60c per bu.

Watermelons—14@15c for home grown.

Hides, Pelts, Tallow and Wool.

Hides are high in value and above tanners' views. The manipulation of country hides indicates a big darky hid in the trade somewhere. Stocks are fully up to previous offerings. The demand is good, but the price is not satisfactory. A change is looked for and lower values.

Pelts have been in good demand. Prices are advanced, but have not been sustained the past week. Buyers are not so anxious as previously.

Tallow is firm at late advances and all offerings are readily taken for home consumption. The export demand has fallen off.

Wool has sagged off during the past two weeks. The market can not be said to be any lower, but trading is not so brisk. The demand is good, but no advance can be obtained at present. Large quantities are being used and what is on sale will soon disappear at the present rate of manufacture.

Wm. T. Hess.

Lansing Grocers Conclude to Co-Operate.

From the Lansing Republican.

Thirty of the fifty grocers who are doing business in Lansing were present at I. O. O. F. hall last night and effected the organization of a Retail Grocers' Association. The plan has not yet been fully developed, but will follow quite closely the lines of such associations elsewhere. E. A. Stowe, of Grand Rapids, editor of the Michigan Tradesman, was present and addressed the meeting.

C. E. Cady was elected President, and H. C. Milne Secretary and Treasurer. A committee of five, consisting of the President and Secretary and H. E. Turney, Clyde Christopher and E. A. Gilkey, was appointed to draft a constitution. The next meeting will be held Thursday, Oct. 17. No arrangements have yet been made for a permanent place of meeting.

The Boys Behind the Counter.

Torch Lake—Vern Chamberlin, who has been clerking for the Cameron Lumber Co. for several months, has resigned his position to accept one in Holland.

Ypsilanti—Harry Darschner has resigned his position in the Ferguson & Snyder grocery store to take a similar position in the grocery department of D. L. Davis & Co.'s store.

Battle Creek—The Hygienic Food Co. has been organized with an authorized capital stock of \$250,000, of which \$135,000 is paid in. The board of managers are: Theodore Swift, William I. Fell, Charles J. Argubright, David Sillers and Wilfred B. Phillips. The company has purchased the McLane, Swift & Co. elevator property on the Grand Trunk Western, on Hall street, and will set a force of men at work getting the grounds ready for the buildings. The product will be a flaked food, made by an original and entirely new process.

The Grocery Market.

Sugars—The raw sugar market is somewhat firmer. Prices are unchanged, 96 deg. test centrifugals being still offered at 3¾c. But few sales were made, as holders were firmer in their views and, having full confidence in the future, preferred to hold off for higher prices and consequently offerings were very light. Refiners apparently were willing to purchase fair sized lots at the current prices, but holders were not anxious sellers. The world's visible supply of raw sugar is 880,000 tons, against 510,000 tons at the same time last year. The refined market continues quiet, with list prices unchanged. Buyers, as a rule, purchased cautiously and general indications do not point to a more active demand in the immediate future. Most of the trade remain conservative, pending further developments.

Canned Goods—The canned goods market is in a healthy condition. Salmon and sardines show a declining tendency, but there is scarcely another article that does not show strength. Many jobbers are still lightly stocked and so orders keep coming in daily, helping to keep the market in good condition. The continuation of the remarkable advance in tomatoes was the feature of the market. Three pound standards, which in the previous week had advanced 2½@5c, went higher by steady jumps until on Saturday the Baltimore market was 7½c higher than on Monday. Even at the high range which prices have reached there is good buying, as many are looking for still higher prices and want to get in before any further advance takes place. The tomato season was late this year and the early frosts have destroyed field after field of tomatoes, causing many packers to be obliged to deliver only about 75 per cent. of their contracts. Tomatoes look like a good purchase, even at the present high price, for the pack all over the country is at least 40 per cent. less than it was in 1900, and that is putting it conservatively, and it will be remembered that the pack of 1900 was practically cleaned up before the opening of the present season. While the tomato market is improving, the conditions governing the corn market are slowly, but surely, changing. It is very rarely that there is such a wide difference between the price of corn and tomatoes.

The conditions controlling the corn market are of such a nature as to warrant the belief that there will be an improvement in the value of all the different grades. As a matter of fact, it will take but little to stimulate the market into action and bring about on a small basis the same conditions now controlling the tomato market. Peas and string and lima beans are in good demand at unchanged prices. Gallon apples are selling well at previous prices. Holders are very firm, many packers having sold their entire output already. Peaches are firmly held at unchanged figures, but with little interest on the part of the trade. Salmon and sardines are both slightly weaker and the demand is very light. There is nothing of special interest to report regarding the remainder of the market. Business is good, but the most of the attention is centered in tomatoes.

Dried Fruits—The dried fruit market is quiet, most of the trade buying in small lots for immediate use. Old prunes are scarce for all sizes, except 100-120s, and prices are held firm at quotations. New prunes are selling well

at previous prices. The California situation on new raisins is unchanged as yet. Seeded raisins are in good demand at previous prices. Peaches are steady and in moderate demand. Apricots are rather quiet. Currants are quiet and meeting with a slow sale just at present. Figs are selling rather slowly. Some of the goods now coming in are very poor quality, which forces the market down. Prices on new dates will be made soon and it is intimated that they will be moderate. Evaporated apples are coming in quite freely now and prices are slightly lower.

Rice—There is a fair business in rice at full prices. Buyers continued their purchasing of small lots and were generally conservative, but sales were of a sufficient volume to sustain a firm market. Stocks on the spot are light. Prices for foreign rice showed a rather hardening tendency and some dealers asked a fractional advance. The arrivals of new crop domestic continue small. There are no indications of lower prices in primary markets and prospects are that the present firmness will be maintained for some time.

Tea—The tea market continues to improve and sales are increasing every day, as dealers show a better disposition to take hold. In sympathy with the continued strength of prices for green teas, black sorts are steadily improving and prices show a hardening tendency.

Molasses and Syrups—The demand for molasses was fairly steady, considering the time of the season. Buyers, as a rule, purchased only sufficient supplies to meet immediate wants. As is usual at this time of the year, there is a great disposition on the part of the trade to carry light stocks, pending the appearance of the new molasses crop. Stocks in dealers' hands are getting low and prices, particularly for the lower grades of domestic sorts, are stronger. The statistical position throughout the country is strong and much interest is manifested by the trade in reference to the new molasses crop movement. Prospects now are favorable for a large crop. The corn syrup market is weaker and prices have declined 1½c per gallon and 6c per case.

Fish—The mackerel fishing season is over. Stocks in first hands are light. We do not think prices will be any lower and think now is a good time to purchase.

Nuts—There is a fair business in nuts of all descriptions. Brazils are scarce and in light request at the prevailing high prices. Filberts are in small supply, but unchanged in price. Tarragona almonds are in good request with very light stocks.

Pickles—The shortage reports regarding pickles have been confirmed and, in consequence, prices have advanced \$1 per barrel.

Gottlieb Hitzemann, Secretary of the Retail Merchants' Association of Ft. Wayne, Ind., was in town one day last week and paid his respects to the Tradesman. There are about 150 grocers in Ft. Wayne and ninety-six of them are enrolled on the membership book of the Association.

H. N. Parker, who recently engaged in the drug business at Hamilton, was in the city last Friday, accompanied by his bride. Mr. and Mrs. Parker were married last Thursday at the residence of the bride's parents, who reside near Tekonsha.

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

Village Improvement

The Wide-Spread Application of a Common Idea.

Written for The Tradesman.

A thought that would be amusing if the consequences of it did not mean so much is that too often the members of the Improvement Society think that their endeavors would be surer of amounting to something if they lived somewhere else, the village organization believing that in the city the best results can be looked for where there is much more to do with and so many more to do for; while many a city society member wishes he could be in the country where one's individuality is more distinctly and strongly felt. The truth is push and determination tell anywhere and, be the locality in city or in village, there are the same obstacles to overcome and the same agents must overcome them, each society seeking the methods best adapted to its purpose.

It may possibly be interesting to know that I am at this moment trying to influence a small Nebraskan town to take itself in hand and think enough of itself to "spruce up and be somebody." It doesn't want to. A few years ago it had a "boom" and when that went down, with the inevitable rush, most of the life of the town went with it, and what was left seems to be of that discouraged sort whose only comfort consists in telling what a "wonderful city we had here when times were flush." That is a pleasant story to listen to just once—after that one doesn't want to hear it from a man leaning against a gate with a broken hinge, with the weeds high enough to hide his fence, especially so when this same citizen, urged to join hands with his neighbors to make the town attractive, declares the uselessness of the undertaking on account of the inevitable cost and the depleted condition of the public treasury. That it is not money that is wanted, but simply an application of hands and back to weeds, is little to the purpose. It has not dawned upon him yet that his are the hands and his the weeds that ought to come together and that now when the winds are busy with their seedtime he is helplessly leaning against his gate and waiting for a second boom to come and cut his weeds for him—an event which, from the very nature of the case, will never happen until he and those like him are food for the weeds that ought to be making the most of him even now. When a man can do the town he lives in more good by being six feet under the ground instead of on it, it does seem a great pity that a law should be lacking which in any way prevents him from being put where he can do the most good!

The fact is there is plenty of work for the Improvement Society, and it remains for each to turn to practical account whatever comes in its way. An idea which will bear repeating until it has had a hearing in the obscurest corner has lately found expression in a resolution petitioning the authorities of the St. Louis Exposition for an exhibit of civic art. What it asks is for the Fair to have a department that will contribute to the bettering, and so to the beautifying, of the places in which men spend their days—the streets they walk in, the houses they live, play and worship in, making it so practical and so attractive that the beholder will see, be impressed and go away with the thought of realiz-

ing in his own home surroundings the ideal which the highest art has there brought out. If the resolution be acted upon the benefit resulting from it will be incalculable, for the reason that just now the country as a whole is giving its best thought to the development of this idea. The improvement of the village and the town, large and small, is everywhere under discussion and this, brought out at its best, would give the movement an impetus that would at once be felt in every nook and corner of the country.

A Boston paper, earnestly urging the adoption of the idea, recommends a sort of civic "Midway Plaisance" upon a scale that will be large enough to illustrate modern citymaking in all countries in all its phases. There can be a Civic Arts building, with models, plans, maps and photographs showing such things as public buildings and artistic street equipments. The outdoor section can represent ideal city streets and public places, with opportunities for street pageantry, for showing street-lighting methods, with types of the best designs for lamp-posts as they are seen in European cities; systems of sanitation; the treatment of various kinds of formal areas in crowded centers, including the intelligent grouping of public utilities; legitimate and inoffensive ways of providing public advertising which can be commended for daylight and nighttime purposes, and the showing of the proper architectural and decorative surroundings for parks and other departments of city organization. Whatever will help in any degree the work of the Improvement Society is what the resolution calls for.

All this is good and it is the hope of every earnest person having village and city improvement at heart that the Exposition management will adopt it and carry it out in letter and in spirit. Is it not possible to bring it out in some form that shall be lasting? Those who stood in the Court of Honor at the Chicago Exposition will never forget that realized ideal of architectural beauty and he will never think of it without the regret that it vanished all too soon. Is there not some way of making this ideal village or city not a matter of crumbling staff to be looked at once and then to disappear forever? Are not the suburbs of St. Louis large enough, and is there not some part of the city itself that needs just this permanent city ideal that the nations of the earth—and especially this nation of the earth—are today suffering for? I know of more than one state in this wide-reaching West whose eager people are wanting just that model village and city to copy in the places beginning and growing within their limits, and I do not know of a greater municipal ambition than to be the Mecca of such a widening circle of admiration and imitation as such a town would be sure to become long after the Exposition had lived its glorious day. "It is a consummation devoutly to be wished." We can only hope it will be both wished and realized.

R. M. Streeter.

Modeling Wax.

Work up pure beeswax, either the natural yellow or bleached, as desired, in twice its weight of spirit of turpentine. Color with yellow or red ochre, or with alkanet. Put the ochre into the turpentine at the same time as the wax, steep the alkanet in the essence for twelve hours or so before, and decant off the clear colored liquid. No heat is used.

IN THE DUMPS.

Germany Suffering From an Era of Commercial Depression.

Germany's industrial progression started in the year 1894, and until 1900 continued with wonderful uninterruptedness. The demand for German articles was prodigious, and orders accumulated and increased so rapidly that the markets of the world were flooded with the products of German industry. Prices, however, remained normal, and the extraordinary sale of German goods was probably due to the low price. In 1900, however, occurred a famine in coal and iron, which constitute the fundamental bases of all industries. Considerable anxiety ensued as to what would happen, and several interesting debates were held in the Imperial Diet concerning the question. Public confidence, however, was restored, and a continuance of prosperity was anticipated.

There has been a remarkable increase in the number of industrial enterprises, the result of which was fresh and more work for great and small industries. The other reason resulted from the formation of numerous syndicates. As this country is the land of trusts, so Germany is the country of syndicates. There is scarcely a ramification of trade the members of which have not combined for the regulation and control of prices, and even the quantity of output has been regulated by them. Protected by tariffs the syndicates have been enabled to inflate their prices to that limit which just renders foreign importation and competition impossible. Another means of preventing foreign competition is that the syndicates refuse to supply any customers who purchase similar articles from foreign manufacturers. The retailer must obtain all his goods from the home manufacturer, or be boycotted. The result of this industrial despotism is that the retailer is considerably limited in the choice of his source of supply, while the foreign competitor finds no market for his goods. Another serious phase of the situation is that the home retailer discovered that while he was paying tremendous prices for his goods, the same articles were being placed upon the foreign markets at a ridiculously low figure, which absolutely precluded the manufacturer from reaping any profit. In short, the retailer was not only paying dearly for his goods, but he was also paying for the loss that the manufacturers were incurring in the foreign markets.

Such a condition of affairs could have but one outcome. The inevitable result has ensued. The manufacturers, secure from foreign competition by the protective tariffs, have increased their prices to such an extent that now they have attained an unenviable and absolutely untenable position. The retailer refuses to pay the exorbitant prices, with the result that the demand has considerably decreased. The commercial depression which at first was considered to be only temporary in character has now developed into a matter of grave importance. In the early part of 1900 it was impossible to obtain sufficient labor to cope with the orders in hand. Now it is difficult to find adequate work for the laborers. Some industries, such as coal mining, are still fully occupied, but others, such as the iron trade, are experiencing serious times. The staffs are being considerably reduced, and wages are declining. Unless something unforeseen happens in the near future to revive the prosperity of the country serious situations will develop. The un-

employed problem will become acute. The government has endeavored to save the situation by levying new tariffs and increasing old ones, but reprisals from other countries are promised if such drastic measures are enforced. And for all this the syndicates are entirely responsible. Had they not assumed such an intolerably despotic attitude no such crisis would have developed. Money has become so dear that it is impossible for any profits to be made. The first industry to suffer from this tendency was the building trade. Builders were unable to raise on mortgages at a rate that would leave them even a small margin of profit. The result was that work in this line came to a standstill. Cessation of work in this trade affected the iron, glass, cement, stone, and cognate industries. Once the canker set in it has rapidly spread, and all efforts to stem the tide of depression have so far been completely nullified. The public have now painfully realized that the syndicates have failed to bestow those benefits which for times of trouble had in theory been anticipated, and their power and influence on the markets is now regarded as an evil rather than a blessing.

Francis Oppenheimer.

Fishing With Green Corn for Bait.
From the Indianapolis News.

For some reason, German carp never took kindly to the waters of the Ohio, and very few have been caught in this locality. Floods in some of the upper streams recently have run the fish into the Ohio, and some very fine catches have been made in the last few days; the carp all being of large size, weighing from twenty to thirty pounds. In catching the fish, green corn is used for bait, several grains being placed on the hook, which the carp bite with avidity.

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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

COLD STORAGE.

Development of a New Trade in the Last Few Years.

When you buy yellow, juicy peaches or luscious strawberries in season and out and other fruits at comparatively low prices practically all the year around you probably do not remember that you are more fortunate in this respect than your grandfather, and even than your father, for the change brought about by modern methods of refrigeration has become so familiar that people do not think much about it.

The influence of refrigeration on the fruit industry is treated in an article prepared by William A. Taylor, assistant pomologist in the Department of Agriculture and printed in the year book of that department. In the first part of his article Mr. Taylor reviews briefly the development of fruit culture as a feature of the agricultural progress of the world in the last century. One hundred years ago, he says, there was little commercial fruit culture except for wine and for local needs, except in the districts where prunes and raisins were grown for drying.

Even oranges and lemons were carried abroad with difficulty, and no longer ago than 1871 there were, according to an authority, only half a dozen fruiterers in London. As transportation facilities were increased the trade grew rapidly, so rapidly indeed that over-production set in and was not relieved to any great extent until refrigeration both for storage and transit was perfected, or nearly perfected.

Some of the most remarkable work of refrigeration as a means of preserving fruits has been shown to all visitors at the Pan-American Exposition, where grapes, apples and other delicious things were kept sound, fragrant and edible for months.

The records of early attempts at refrigeration, says Mr. Taylor, are exceedingly fragmentary, but enough is said by the ancient writers on the subject to show that ice and snow were stored by the early Greeks and Romans in pits protected from the sun. The ice and snow, however, seem to have been used more for cooling drinks and foods than for retarding the decay of perishable fruits. Other chemical agents were probably used as early as 1607. Fahrenheit used an ice-and-salt mixture in 1762. In this country ice was used early and trade in it developed in the eighteenth century to some degree.

In 1799 a man in Charleston, S. C., chartered a vessel to convey a load of ice cut in New York to Charleston and in 1805 the brig Favorite took 130 tons of ice from Boston to the Island of Martinique for use in a yellow fever epidemic. The shipment was a total loss, and a similar shipment to Havana in 1810 was a failure; but after the war of 1812 Mr. Tudor, of Boston, who made the shipments, experimented some more and built up a large trade in the South Atlantic and Gulf States and later in South America and Asia.

By 1834 American ice was shipped to the West Indies, Rio Janeiro, Ceylon, Calcutta, Bombay, Madras, Batavia, Manila, Singapore, Mauritius and Australia. This trade continued until about 1880, when a very short ice crop in New England, in conjunction with the growing use of practical ice-making machines, gave an impetus to the making of artificial ice in the tropics. This killed the importation of ice into these regions.

Mr. Taylor says that the Rev. Ben-

jamin M. Nyce, of Decatur county, Ind., began the real experimental work in controlling temperature and humidity in ice chambers. He patented a process of construction in 1858. Large sums were offered for the use of his patents in New York and other states, but he did not accept them and met with ultimate loss.

In 1865 a distinct improvement was made by an employe of a Fulton Market firm in this city by which a mixture of salted ice was placed in V-shaped galvanized iron tanks which were suspended from the ceiling. This method allowed the holding of poultry and game at a low enough temperature to preserve them for some time. Of this Mr. Taylor says: "This appears to have been the nearest approach to the modern cold-storage establishment prior to the introduction of mechanical refrigeration."

According to the author of the article, Jacob Perkins, of London, in 1834 invented an ether machine which was the forerunner of the compression machines of this day. In 1850 Carre in France invented the ammonia absorption process, by which at the Paris Exposition in 1867 he made six tons of ice a day. Other inventors got at work quickly on the new idea and new machines kept appearing almost every day. Mechanical refrigeration soon became a real fact to be reckoned with. The transportation of fresh meat from Australia almost revolutionized the Australian meat trade.

In the early 70s mechanical refrigeration was extensively applied to the chilling of meats in this country, and in 1878 a Greenwich street firm in this city fitted up a building for the cold storage of fruit. About 1881 a Boston company started a big building on the same plan. In 1878 the Western Cold Storage Company, of Chicago, opened a warehouse in which in 1886 a semi-mechanical system was introduced. Fruit was stored in that house from its opening.

Ever since 1890 there has been a marked yearly increase in the number of cold storage warehouses in apple-producing regions, new houses with a capacity of from 10,000 to 50,000 barrels being built every year. The number of the fruit storage houses was estimated in March of this year to be 600, with a total capacity of 50,000,000 cubic feet. The total estimated capacity of all of the cold storage houses, including meat storage places, is 150,000,000 cubic feet.

Of the summer fruits, such as berries, peaches, plums and early pears, relatively small quantities are stored except in the event of a glutted market. Of later fruits, such as Bartlett pears, single houses in the western part of this State have sold as many as 25,000 barrels at one time. In this city the quantity sometimes reaches 4,000 barrels.

Apples are stored in immense quantities, that fruit being stored more than any other because it is so generally liked and is easily kept without losing its natural appearance and flavor. It is estimated that 1,225,000 barrels were stored last year.

Even more important than storage of fruit growers in some regions are facilities for transporting fruit in sound condition for long distances. Ordinary freight cars were early found of no use for long shipments. Ventilated cars were then used and they met with some success. Then the shippers began to make experiments for chilling the cars in transit. The first patent for a refrigerator car was taken out in 1867 by J. B.

Sutherland, of Detroit. Many early experiments were failures because of the inability of the shippers to replenish the ice in transit.

To Parker Earle, then of Cobden, Ill., Mr. Taylor gives the credit for the greater part of the work in developing the refrigerator car service in the Mississippi Valley and Gulf regions. F. A. Thomas, of Chicago, joined Mr. Earle in 1887 and they revolutionized the business, providing a through service with special cars under one management.

Strawberries were first transported by them to the Chicago markets from Tennessee. The next year they shipped them from Florida. Some of the cars were early taken to California and in June, 1888, a carload of ripe apricots and cherries was taken from Suisun, Cal., to this city without re-icing. In 1889 Mr. Thomas went after the Michigan peach crop with two big steamers, especially fitted up with cold storage plants.

Development after that was rapid. In 1888 the company which Mr. Thomas organized had sixty cars. In three years it had 600. There are now fifty or more different private car lines and many of the railroads operate specially made cars. An estimate of the number of refrigerator cars places it at 60,000.

On the ocean steamers corresponding progress has been made in cold storage. Mr. Taylor says that the most promising feature of the export outlook is for increased shipments of American apples and oranges. He concludes thus: "In the production of both of these fruits America stands first in quantity as well as in beauty and quality of product. Both ship well when properly handled, and meet with ready demand

throughout Northern and Western Europe. Both need ocean refrigeration during portions of the season, at least, and present facilities for this are inadequate. Where apples have been stored in refrigeration during the winter, serious risk is involved in shipping in common storage toward spring, when the prices are usually highest, while, with refrigeration on cars and steamer, shipments can be safely made at almost any time of year.

"For Pacific coast products, including both apples and oranges, the long and expensive haul by rail will probably militate against a large development of exports of these fruits until the construction of an isthmian canal shall make possible the forwarding by cheaper water transportation without re-handling. Speed is of less importance for these fruits than uniform temperature and freedom from unnecessary jarring and bruising. Both of these conditions can be obtained in a properly regulated steamship service, as has been demonstrated in the Australasian trade and will probably soon be witnessed in the Canadian experiments, where a chain of cold storage houses in the producing sections has recently been supplemented by a frequent ocean service affording refrigeration in compartments of convenient size."—N. Y. Sun.

Caught in His Own Trap.

"Oh, my!" she exclaimed, impatiently, "we'll be sure to miss the first act. We've been waiting a good many minutes for that mother of mine."

"Hours, I should say," he replied, rather tartly.

"Ours?" she cried, joyfully. "Oh, George, this is so sudden!"

Fine Calendars

Nothing can ever be so popular with your customers for the reason that nothing else is so useful. No housekeeper ever had too many. They are the proper things for New Years' Greetings.

We manufacture positively everything in the calendar line at prices consistent with first-class workmanship. Tell us what kind you want and we will send you samples and prices.

Tradesman Company,

*Grand Rapids,
Michigan*



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

E. A. STOWE, EDITOR.

WEDNESDAY, - - OCTOBER 16, 1901.

STATE OF MICHIGAN } ss.
County of Kent

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

I am pressman in the office of the Tradesman Company and have charge of the presses and folding machine in that establishment. I printed and folded 7,000 copies of the issue of October 9, 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 twelfth day of October, 1901.

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

GRAND RAPIDS INDICTED.

Several public officials and other citizens equally reputable or disreputable stand indicted before the grand juries of the Kent Circuit Court and United States Court for offenses against the city and the federal laws.

Likewise, Grand Rapids as a city stands indicted in the eyes of the people of Michigan for attempting to obtain money under false pretenses, by causing to be published broadcast the fact that visitors would be entertained on a magnificent scale during the carnival held here last week, which promises were violated in both letter and spirit. If a man suffers in reputation by being indicted by a jury of his peers, certainly a city must suffer in the eyes of the people by making promises which are not fulfilled and by holding out inducements which the committee in charge evidently had no intention of making good.

A careful survey of the situation, now that the carnival is over and the cost has been counted, leads to the belief that the city is fully \$100,000 out of pocket as the result of turning the town over to an irresponsible committee whose sole ambition seemed to be to invite the people into the city in crowds in order that they might patronize the street car line, the saloons, hotels, cigar stands, etc. As a result of the unrest peculiar to the carnival, many manufacturing enterprises were obliged to shut down a half day or more and, in many cases, building operations and other work of an industrial character were practically suspended, as it was not found possible to obtain a complete complement of men. Estimating the loss in a most conservative manner and adding thereto the damage sustained by the merchants through decreased trade, it will be found that \$100,000 is a very low estimate to place on the interruption to business which ensued as the re-

sult of a week given over to hilarity and license.

And for what?

Simply and solely in order that the reputation of Grand Rapids as a wide open town might be further enhanced; that the city might stand disgraced in the eyes of decent and law-abiding people; that saloons and worse places might enjoy a season of unusual prosperity; that the people of a certain class might indulge in a degree of license which should be restrained instead of encouraged; that the streets might be filled with suggestive sideshows and the sidewalks blockaded by peanut stands and candy booths.

Now that it is all over and the people have settled down to sober reality again and the cost has been counted, it has been found that no reputable citizen of Grand Rapids wanted such an upheaval; that the clamor for the carnival came solely from representatives of the liquor element, and that the only people who profited by the reign of drunkenness and disorder were the liquor dealers and their cohorts.

These facts being conceded, the question naturally arises, How long must Grand Rapids suffer in pocketbook and reputation by reason of the predominating influence of the saloon? How long must she continue under the stigma of being a wide open town, while her people are mainly composed of sober and law-abiding citizens? How long will the men who should be real leaders continue to remain in the background, while the incompetents, the venal and the unscrupulous keep to the front?

The Tradesman feels no hesitation in recommending to its mercantile friends the method of organization embodied in the working plans published on page 11 of this week's issue. It will be noted that the by-laws provide for an Information Bureau, which is based on the systems of Dun and Bradstreet, as well as the numerous retail credit associations now doing business in many of the larger cities of the country. The adoption and maintenance of this system will enable the merchants in any town to reduce their losses to the lowest possible limits. Retail dealers who would like to investigate the system will be furnished, on application, with a complete set of blanks and with full information and directions as to how to proceed to organize for protective and defensive purposes. If deemed necessary, the Tradesman can send a representative to explain the modus operandi of organizing and maintaining a protective association. There are some features of the work which are never printed, but are transmitted by word of mouth from organizer to officer and from member to member. The complete system has been copyrighted as a protection against piratical imitators, but the merchants of any town will be permitted to use the system, if desired, without charge.

Students of philosophy are coming forward to tell us that the true anarchists are not advocates of violence, but endeavor to spread their doctrines by peaceful means. We hear very little of the anarchists of this type. The ones in evidence are those who are militant, who want to end the Government by killing its representatives. They have made anarchism identical with assassination.

Czolgosz's being held incommunicado and being compelled to take a bath is a terrible blow to anarchy.

THE DEMAND FOR COLONIES.

The business of modern statesmanship is to keep the masses of the people employed at good wages in the production of useful articles of daily life.

How to do this requires the application of the most important principles of political economy. In order to keep the people properly employed in earning fair wages, it is necessary to find markets for their products. There was a time when this was not difficult, because hand labor, which was the chief industrial dependence, was not able to create any large surplus of products. To-day, however, the application of machinery to every branch of industry has so multiplied the power of production that in many cases the factories must stop work until the surplus stocks are sold off, or else new and ever expanding markets must be found for the excess of products.

To shut up the factories means the cutting off wages and the corresponding reduction of the earning power of the workers. Therefore the urgent necessity arises of finding new and wider markets. For a long time British statesmanship has been addressed to the solving of this problem, and with a great deal of success. Thus it is that the nations which are engaged in the quest of more markets have begun to study the methods of the British statesmen, and they find that the solution is the colonization of new countries.

Probably, of all the other European nations to-day, Germany is most in need of new outlets for her excessive products. Germany, which was to a large extent devoted to agriculture, has within the past few decades turned towards manufacturing, until she has become one of the large producers of manufactured goods. The Saxon Commercial Treaties Union, organized for the securing of reciprocity commercial treaties with other countries, in a public address recently issued by it, sets forth that for many years the industries of the German Empire have become more and more dependent upon the export of manufactured products. Under the present tariff the nation has enjoyed unparalleled commercial prosperity. During the past ten years the exports have increased \$261,800,000. One-fifth of the entire population is directly dependent for existence upon the export industries. If these are permitted to decline, the empire will no longer be able to maintain her position as a commercial and political world power.

In the meantime the German Emperor is devoting himself to the idea of acquiring new markets for German products in the way that has proved such a success to Great Britain. The German statesmen realize that if the people can not be properly employed at home they will emigrate. This reality has come home to all the European nations which are so rapidly losing the able-bodied young men of their populations. If those nations had colonies to which the emigrants would go, there would be the beginning of new markets, like those of England.

Therefore it is that the governments of Europe want colonization under the home flag. They want new territory in which their subjects shall retain their allegiance, while making the few land politically and economically a part of the home country. Politically, the German must remain a German; the Austrian an Austrian. The new land is expected to be simply an extension of the home territory, to absorb the surplus

population and supply the old country with the necessary new markets and an independent source of food-stuffs. The colonies would still be available as soldiers, and the industrial and military drain of emigration would be prevented. This is the dream of Europe in the matter of emigration.

Prof. David Kinley, writing in the October Forum on the European feeling towards the United States, notes, as have many other observers, the great desire of the continental nations of Europe to secure foreign colonies wherever they are to be had. He finds that the desire of the nations of the continent for colonies has been strengthened by the recent experience of England. At the beginning of the South African war continental opinion of the military strength and resources of England was very low. It was generally thought that her colonies would hold aloof if she became involved in war. The magnificent exhibition of loyalty on the part of the colonies not only surprised continental Europe and gave her such an increased respect for England's strength as to put a damper on the desire to interfere in the war, but it also stimulated the desire of several countries for a similar source of strength.

Our own expansion into the West and East Indies has stimulated the European demand for colonies, and the main question is as to where they are to be got. It can not be doubted that, sooner or later, the Chinese empire will be made a prey to the land-hungry nations of Europe. Africa is already pretty well divided out, and Asia will share a like fate, or at least such an enterprise will be actively attempted. The Monroe doctrine still protects Central and South America, but Europe regards this great hemisphere with eager eyes. The demand for colonies among the European nations threatens to become a consuming fire.

The New York Supreme Court has decided that the law taxing public franchises is constitutional. Because franchises have been given away, the idea prevails among many corporations owning them that they should be considered valueless and exempted from taxation. Because the gift is made by a municipality, it is none the less property, and all forms of property should share the burdens of taxation.

The young Vanderbilts exhibit the family fondness for things that are related to conveyance and transportation. One is out for fast automobile records, and another is after coaching honors. It does not appear that anything useful will result from their performance but it is possible that their inclination to activity may eventually be turned to some account.

Russia and Germany think they can gain prosperity as the United States has done under a high protective tariff. Their conditions are not, however, the same as ours. They have not within their borders all the varied resources to be found in this country. Germany in particular can not become sufficient unto herself.

An English nobleman has arrived in Philadelphia on a tramp steamer. He will probably go back on an ocean greyhound with an American heiress.

A New York girl dropped dead as she played the last note of a tune she was rendering on the piano. "The mills of the gods grind slow."

A NEEDLESS ALARM.

Because the Emperor of China, recovering from the effects of his drubbing, has "got a move on himself" and has issued decrees which, if carried into effect, will overthrow the old order of things in that kingdom of stagnation, the rest of the world, who have been praying for just that result, are now beginning to question whether that is going to be the best thing, from a commercial standpoint, after all. If the 400,000,000 wake up some fine morning and start in for a new order of things everything inside of China, and outside, for that matter, is going to be upside down. It has been a very fine thing for the United States, for instance, to send through that much-talked-of "open door" no end of millions' worth of goods to the benighted Chinaman, but if the Chinaman, thoroughly awake, begins to do his own manufacturing and to send out through that same open door the surplus that is coming as sure as fate, then what is the United States to do? We can undersell Europe through our inventions and our ability to reduce prices, but when China starts with her minimum wage scale we will have reached the end of our rope and will stand biting our thumbs at the invasion of China as Europe is doing now at the invasion of her markets by the United States.

Admitting all this, there is still little cause for alarm—at all events, not in the immediate future. In the first place, a nation does not wake from the sleep of centuries and settle down at once to active work. It takes time to get its eyes fairly open and considerable rubbing of optics will be gone through with before that act, simple as it is, is accomplished. It will be followed by yawns and stretches and breakfast and then the real work will begin. It must be borne in mind, however, that China's 400,000,000 will continue to be a consumer as well as a producer, and so will buy as well as sell, and that the consuming power will be enormous. The consumption, too, will not be in the old lines. The old has passed, all things will have become new and China, like Rip Van Winkle, will discard his shattered gun, will stop whistling for his dog Schneider, will have an up-to-date hair cut and a new suit of clothes. His fields will be plowed by the modern plowshare, his chopsticks will give place to the knife and fork and, while rice will remain his favorite cereal, the rat will cease to appear upon his table. These are a few changes. Others, quite as radical, will follow, but long before the four hundred millions are furnished with modern outfits the trade of all countries will have adjusted itself to existing conditions and the world's industry will go on without friction or jar. It is not hard to guess what part the United States is going to take in these readjusted conditions. If good will has influence in trade the tide has already set in in our favor. The grab game in the China difficulties was not the policy of the United States. China will not hate us for that. If we have beaten Europe in the price and quality of manufactured goods we are still more confident of success in these new trade fields, where these conditions will tell. Even half-civilized China will buy and sell in the best markets, and it will be the American policy to have her find those markets with us; and that is what she has already found. Our locality in respect to our customer has been and is now

receiving due attention. The struggle for the coming trade has begun and increased facilities for trans-continental transportation have commenced. Several ships are now building for the Pacific, in every respect equal to those engaged in the trans-Atlantic trade, and there is now every prospect that in China, as elsewhere, the excellency of the American goods will settle the question of supremacy.

Admitting that the subject is a serious one, it should occasion no alarm. A great nation seems determined to break away from the fetters that have bound it for ages to the past. It may, in the language of Milton, "arouse itself like a strong man from sleep and shake its invincible locks," but that in every sense of the word is occasion for congratulation only. The arousing could not have been much longer delayed and what remained and remains for this country is, without alarm or thought of it, to be ready for the change, be it coming afar off or near at hand.

TO TEACH THE ART OF WAR.

One of the plans which Secretary Root has in mind is to establish at Washington what shall serve as a model military post. The idea which the War Department proposes to put into practical operation is the establishment at the National Capital of what will really be the nucleus of an institution which might be called a war college, in many respects like what the navy has at Newport. It would afford the opportunity for all the officers of the regular army, and as well all the militia, to learn the latest and most modern methods of military work which could be exemplified by object lessons at the camp. The only possible objection which anybody has raised against this proposition is that it is fostering the military notion.

The objection raised is on its face a poor one. The talk about militarism, imperialism and all that sort of thing was all gone over very thoroughly in the campaign of a year ago, and the election proved that the people of the United States had no fear on that account. The war with Spain made very clear the fact that this country ought to be constantly prepared to meet any emergency. One of the things which will help us to preserve peace is being continually in the condition to resist successfully any attack. Knowing the arts of war and having always ready thoroughly adequate military defenses does not involve the necessity for rushing into conflict. Such a camp and such a school as Secretary Root suggests would be a very valuable adjunct and prove extremely valuable. What the Secretary of War wants generally comes to pass, and that will probably be the case in this instance.

It is well known that wasps do much injury to fruit, and complaints have been numerous this season from many quarters in this country; but it appears that the possible injury to fruit by bees has been the subject of an exhaustive investigation by the California experiment stations. The conclusions arrived at are that although the mouth parts of bees are so constructed that they might be used for both eating and injuring fruit, all the evidence obtainable points to the fact that it is very seldom that any injury is done. In this country the bee has rarely been accused of doing any injury to fruit, but in the fruit-growing districts premiums are offered for the destruction of wasps' nests.

THE MECHANICAL PREACHER.

Innovations in church services are frequently introduced by clergymen as a means of increasing the attendance and thus bringing more people within reach of the gospel call. A novelty resorted to by a Methodist clergyman in Chicago at a recent Sunday evening service was having the entire service conducted by a graphophone. Into the machine the scriptural selections had been read, the prayers made, the music played and sung and the sermon preached. When the congregation gathered the mechanical device was set in operation and it proved an enjoyable entertainment, whether or not it aroused and awakened any souls to a sense of their sinfulness. The people seemed to like it for once, although it might grow monotonous if too often repeated.

The Chicago clergyman ought to be reminded that he has indulged in a dangerous experiment. The news of his innovation will not be well received in the scores of theological seminaries all over his country which are educating young men to carry the gospel message and who can not earn a livelihood thereby unless some church will pay the salary. This new fangled mechanical minister may, perhaps, prove a menace to the profession. It would be entirely possible to have records made for weekly use by the ablest and most eloquent preachers, aided by high salaried choirs whose melodious voices are better than those usually gathered in small parishes. A rotary system like that of the book lovers' library might be established so that the oratorical sermons and the musical praise could be provided for churches, one after another, at less cost than even the small salary paid to pastors of moderate attainments.

The stumbling block to the success of this mechanical preacher comes in along the line of pastoral work. It is a part of the business which the shepherd of the flock is expected to transact that he shall call upon the sisters of his congregation, speak words of enthusiastic praise for the newest baby, regret the absence of the matron and the master of the house from last Sunday's service and, more particularly and especially, to sympathize with the ladies somewhat advanced in years who suffer from influenza every winter, from "rheumatiz" and like afflictions. Even Edison, with his wizard-like ingenuity, could scarcely invent phonographic records to fit every case and to carry just the ministerial compliments which the popular pastor is expected to provide for the members of his flock. The phonograph can be taught to say at the proper time, "The usual collection will now be taken," and to repeat appropriate scriptural selections as the offertory is played or sung, but it can scarcely be made to enquire after Susan's measles, John's whooping cough, the baby's teething and grandma's numerous ailments. The manifest obstacles will presumably prevent the Chicago innovation from general adoption.

WILL CUBA ASK FOR ANNEXATION?

The Cubans have been busy with plans for the establishment of a republic. A constitution has been adopted and an election is to be held to choose officers to set the new government in motion. The expectation is that the United States will give its approval of the form of government perfected and that its functions may begin early next year. In their eagerness for independence the Cubans have lost sight of some

things which are quite as essential. They have thought that the one thing needful was freedom to govern themselves and they have been inclined to be restive when the Washington Government delayed the attainment of that end. It was necessary that there should be some delay in order that peace and order should be accomplished and that the feelings engendered by years of strife should be cooled and calmed.

Now that independence is in sight and it is plain that the United States will allow them to have their way, the Cubans begin to see that by themselves they may be neither happy nor prosperous. They have begun to clamor for reciprocity. Unless they can have access to the American markets for their sugar and tobacco on better terms than those allowed foreign countries they realize that their condition will be decidedly unfavorable for the trade development they wish to witness. Monster petitions have been presented and monster parades have been held to emphasize the popular demand of the Cubans for reciprocity. In the next Congress the reciprocity question will be discussed, and possibly some reciprocity treaties will be adopted, but there is much uncertainty about it. Certainly there is a general feeling among Americans that the Cubans should be generously treated, but the tobacco and sugar interests may be depended upon to oppose any concessions on those products coming from Cuba.

The sure way for Cuba to gain a share of American prosperity and to remove all doubt for its future is to be found only in annexation. If the Cubans express a desire to join the American Union they may gain admission. Forcible annexation by this country will never be proposed unless the island relapses into a condition that is perilous to American interests. It is represented that the Cuban movement for reciprocity is but the forerunner of a Cuban movement for annexation. There has all along been a strong sentiment in Cuban trade circles favoring the continuance of Cuba under the American flag. It is a question for the Cubans to decide and it is one to which they are likely to give more and more attention as they consider the situation that confronts them.

In 1816, the German empire had 24,833,000 inhabitants; in 1855, 36,111,000; and in 1900, 56,345,000. There are 442 cities with a population between 10,000 and 100,000 each. The population of rural communities has declined, while that of the cities has increased. The masses of the people are engaged in industrial occupations and they are the ones who are vigorously opposing the proposed high tariff on food stuffs.

An expert of the United States Agricultural Department, after spending several years in the study of wheat, with special reference to its growth in different parts of the country, says that the best wheats in the world are of Russian origin, particularly those that come from Eastern and Southern Russia. They not only resist cold and drought and leaf-rust, but have the best quality of grain.

Just the same mistake is made in giving the scum of Europe absolute freedom in this country the moment they arrive as was made in giving the negro the use of the ballot the moment he became free. Neither were fitted for this sudden change in their condition, hence it is not strange that they grossly abuse it.

Clothing

Requires Constant Thought, Push and Intelligent Direction.

The clothing department in a general store is either a source of considerable profit or else it is at a standstill. It should be a source of profit, and will be if it is under the right management and any enthusiasm is displayed in purchasing and pushing this line of goods.

The location of the clothing department should be such as to afford a light at all times. During the day the department should receive an abundance of sunlight, and if the store keeps open evenings it should be well lighted, either with incandescent gas or gasoline lights, or with electricity. Where the latter is available it is an ideal light, as it enables customers to distinguish colors more easily, but in the absence of electricity an incandescent gasoline or gas lamp will fill the bill very nicely.

In many stores the clothing department is at one side of the building. The better way, if possible, is to have the department located in the center of the store and to remove all counters. Place small tables in a row, with aisles running lengthwise of the store between them, and arrange the clothing on these. This will prevent it from becoming mussed up, full of wrinkles, and will enable customers to look over the stock to better advantage. All the different lines of coats can be arranged on one series of tables, the vests on another and pantaloons on a third whether they are to be sold separately or in suits. A fourth table may be used for heavy duck clothing, mackinaws and heavy goods, and a fifth table for the clothing for the

children, or if the stock is a very large one several tables may be utilized for each one of these lines. At one side may be the counter or showcase devoted to gents' furnishings, etc., and this should be very convenient to the clothing department.

There are various fixtures which can be used for the display of clothing in this department, such as neckwear display stands, and a few dummies for the display of whole suits of clothes, etc.

In buying the stock of clothing care should be taken to purchase most heavily of goods that will sell at medium prices. A line of complete suits that will sell at \$12.50; another at \$15, and a third at \$17 or \$18 a suit will make the best assortment for general use. There should be a few suits of clothes that will sell at \$10, and a few that can be sold at \$20, or \$25, the latter for the better class of trade. Quite frequently retailers who buy all, or the larger part, of their clothing at one house can make arrangements with the firm with whom they deal to make alterations in clothes that do not fit. A large clothing store can of course employ its own men for this work, but this is impossible with general merchants. It makes it much easier and more desirable when the retailer makes a sale of a good suit of clothes if he can say to his customer, "This does not quite fit you, but I will have alterations made in it, and it will fit you perfectly." The merchant should mark where the goods need to be altered and if he has such an arrangement with his jobber or manufacturer, he will get the suit back, after sending it to the manufacturer, in such good condition that it will give entire satisfaction. This is a strong point, especially for those who take pride in their clothing.

If no arrangement of this sort exists between the retailer and the wholesaler, the former can frequently enter into an arrangement with his local tailor to make alterations at a nominal expense. The general merchant who deals in clothing will make many friends in the trade if he can guarantee to fit any reasonable figure, and it is worth while sometimes to pay out 50 cents or a dollar on a suit of clothing on which there is a profit of four or five dollars, or a larger sum, for the purpose of making the customer satisfied. These little matters are not of great importance but they all help in winning trade for the retailer.

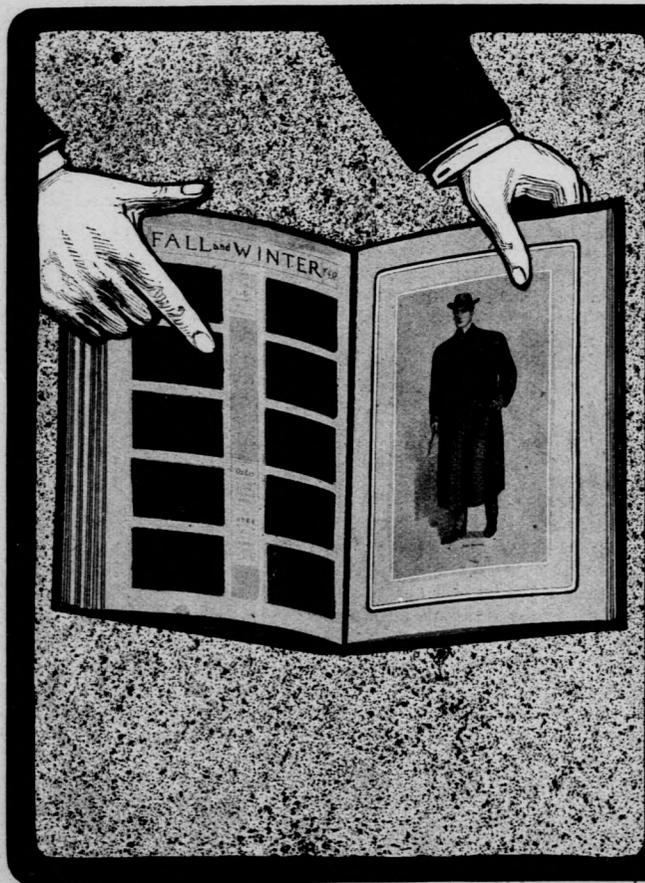
Now, as to who should have charge of the clothing department. If the merchant is interested and has the time to give to it, he may devote a large share of his attention to the clothing trade, but generally it will be found that the merchant is too busy with the aggregate details of his business to give this department the attention which it deserves. In that case he should take one of his most likely clerks in hand and instruct him with regard to clothing, the different fabrics and makes, and all the good talking points in the stock. This clerk should be given charge of this branch of the business and should thoroughly understand it rests with him whether the department is made to pay or not. Consideration should be given to his judgment in buying stock, and if possible, he should be taken to market during the principal buying seasons and should look over the lines of goods in company with his employer. He will be able to help in making selections through the fact that he is closely in touch with the trade, and his judgment should be such, if he develops into a competent clothing manager that through

preventing his employer from making mistakes in buying he will earn enough money for the business to pay his passage and expenses.

No line of business will stand any more advertising than the clothing department. The talking points in an advertisement are the same as in the store, the quality of the goods, the style and the prices at which they are offered. These should all be embodied in a good clothing advertisement, and attention in this connection may also be properly directed to the use of an attractive cut of a stylish suit or stylishly dressed person in some instances with good effect. The advertisement in the daily or weekly newspaper should, and usually does, require large space and it is oftentimes better to advertise the clothing department liberally once a month, than to take a small amount of space four times a month.

Garments that are going out of fashion, that are unsuitable as to size or fabric, after they are purchased and do not sell readily, should be marked way down and sold at the clothing clearance sales. A customer may be found at that time who will be glad to purchase them at a lower price, and the money invested in the clothing stock is thus kept constantly turning over. It is very easy for the man who is not posted to tie up a large sum of money in his clothing department and keep it tied up. If any unsalable stock is on hand dispose of it as quickly as possible at the best price possible, but whatever you do, get rid of it.—Commercial Bulletin.

Queensland, in Australia, grows great quantities of sugar cane and has thousands of acres yielding grapes, bananas and oranges.



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.

THE MODERN METHOD.

Complete Protection Without Publishing a Delinquent List.

The Tradesman has never been much of a friend to the delinquent list, because of the liability which attaches to its publication and distribution. It has for nearly twenty years persistently preached the doctrine of protection, instead of retaliation, believing that any plan which prevents the making of bad debts is worth a dozen machines for squeezing money out of dead-beats, because both experience and observation lead to the conclusion that the time, worry and money expended in collecting doubtful accounts are seldom compensated by the trouble involved in making such accounts. In other words, the merchant is money out whenever he trusts a customer who compels him to resort to radical measures to enforce collection. At the request of merchants located in all parts of the State, the Tradesman has prepared a set of blanks intended to cover the protective feature of a retail dealers' association, samples of which will be sent on application. The following draft of working plans has been prepared to use in connection therewith:

Constitution.

ARTICLE I.

Name.

The name of this organization shall be the Lansing Retail Grocers' Association.

ARTICLE II.

Objects.

The principal objects of this Association shall be as follows:

1. To reform trade abuses.
2. To increase acquaintanceship and foster the highest commercial integrity among those engaged in the retail grocery business.
3. To take concerted action against discriminations by railway and express companies.
4. To secure immunity from inferior and adulterated goods, short weights, counts and measures, fictitious brands and labels and misrepresentation in public and private.
5. To influence legislation in favor of better collection laws, affording more safety to creditors in general.
6. To guard against unnecessary extensions of credit to unworthy persons, through the interchange of information gained by experience and otherwise.
7. To protect ourselves against wholesale grocers and commission merchants who infringe upon our legitimate retail trade.
8. To compel the peddler to assume a portion of the burdens borne by the merchant.
9. To discourage the demoralizing practice of cutting prices and encourage the maintenance of legitimate profits.

ARTICLE III.

Membership.

Section 1. Any grocer or grocery firm doing business in Lansing may become a member of this Association by paying to the Secretary \$2 annual dues (the fiscal year to be the same as the calendar year) and agreeing to abide by the rules and regulations of the Association.

Sec. 2. Any one connected with the grocery business, either wholesale or retail, but not actually engaged in the retail grocery business, may become an honorary member on the payment of \$2 annual dues. Honorary members shall have no vote, but may be given a voice at any meeting of the Association by unanimous consent.

ARTICLE IV.

Obligation.

Every person becoming a member of this Association shall be honorably bound to conform to the rules, regulations and by-laws.

ARTICLE V.

Qualifications and Duties.

Each individual member shall pay one annual dues and be entitled to one vote. Firms may join by paying one annual dues and be entitled to one vote. In the event of differences of opinion between partners, the vote of the firm may be received by halves, thirds or quarters, as the case may be. The membership of a firm or any member thereof binds every member of the firm to conform to the rules, regulations and actions of the Association and its authorized committees.

ARTICLE VI.

Non-payment of Dues.

Any member of this Association who shall neglect or refuse to pay his dues or any assessment ordered by the Association shall thereby forfeit his membership.

ARTICLE VII.

Expulsion.

Any member of this Association doing an act which tends to bring the Association into disrepute may be expelled by the two-thirds vote of the members present at any regular meeting, after thorough investigation and due notice being given.

ARTICLE VIII.

Officers.

Section 1. The officers of this Association shall consist of a President, Vice-President, Secretary, Treasurer and an Executive Board of five members, of which the President and Secretary shall be two. These officers shall be elected annually by ballot, and shall hold office until their successors are elected.

ARTICLE IX.

Duties of Officers.

Section 1. The President shall preside at all meetings if present. At the annual meeting he shall present a report of the proceedings for the year, its present condition, and any suggestions for its future management which may be gained from his experience. He shall be ex-officio member of all committees, shall see that all officers and committees perform their duties, and shall, through the Secretary, call together the Executive Board at any time deemed expedient.

Sec. 2. In the absence of the President the Vice-President shall preside.

Sec. 3. The Secretary shall receive all moneys due the Association from any source and pay the same to the Treasurer, taking his receipt therefor; keep a record of all meetings of the Association and the Executive Board, and cause a full report of the same to be prepared for publication; issue vouchers on the Treasurer for all bills approved by the Executive Board; conduct all official correspondence; act as Secretary of the Executive Board and ex-officio member of all committees; have charge of the books, papers and other property of the Association; notify all committees of their appointment; notify the members of all regular and special meetings of the Association at least four weeks in advance of meeting; also perform such other duties as may be required of him by the Executive Board, which shall decide upon a suitable compensation for his services.

Sec. 4. The Treasurer shall receive all moneys from the Secretary, giving his receipt therefor; pay all bills on the presentation of vouchers signed by the President and Secretary; preserve such vouchers and all bonds and securities belonging to the Association; make a full report of receipts and disbursements whenever required by the Executive Board, to whom the report shall be referred for approval; furnish such bond as the Executive Board shall require; at the expiration of his term of office he shall turn over to his successor all the books and property of the Association.

Sec. 5. The Executive Board shall have general management of the Association, and shall have charge of all matters pertaining to the Association not otherwise assigned; shall audit all bills against the Association; shall be authorized to employ legal services whenever necessary; shall appropriate such sums for the proper prosecution of

the work as may be deemed necessary, and shall make a detailed report of the work accomplished and in progress at each regular meeting of the Association.

ARTICLE X.

Meetings.

Section 1. The annual meeting of the Association shall be held the second Wednesday in January of each year, at such place as the Association or Executive Board may designate.

Sec. 2. Special meetings may be held on the vote of the Association or the call of the Executive Board.

ARTICLE XI.

Amendments.

Amendments to this constitution and by-laws may be submitted in writing at any sitting of any regular or special meeting, to be voted on at a succeeding sitting. Amendments receiving a two-thirds vote of the delegates present shall become a part of the constitution and by-laws.

ARTICLE XII.

By-Laws.

By-laws not in conflict with this constitution may be established for the government of the Association on the two-thirds vote of the members at any sitting.

ARTICLE XIII.

Rules of Order.

Questions not governed by this constitution and by-laws shall be decided according to Roberts' Rules of Order.

By-Laws.

ARTICLE I.

Quorum.

Five members shall constitute a quorum.

ARTICLE II.

Order of Business.

1. Reading minutes of last meeting.
2. Reports of officers.
3. Reports of standing committees.
4. Reports of special committees.
5. Reading of correspondence.
6. Unfinished business.
7. New business.
8. Good of the Association.
9. Election of officers and appointment of committees.
10. Adjournment.

ARTICLE III.

Recommendations.

Any member shall, at any time, make such recommendations to the Association as may seem to him desirable.

ARTICLE IV.

Information Bureau.

Section 1. It shall be the duty of every member of the Association to assist in the maintenance of the Information Bureau, in which shall be kept a record of the name and address of every person seeking credit of members of the Association, to assist them in forming a correct conclusion as to the character and standing of applicants for credit.

Sec. 2. It shall be the duty of every member of the Association to report to the Secretary or such other person as may be designated by the Association the names and addresses of those who

are owing him past due accounts and who persistently neglect or refuse, after due notification and demand, to liquidate their indebtedness. These reports shall be made on blanks furnished each member for the purpose and shall include the full given name of the debtor, his address, occupation, place of employment, amount of indebtedness and length of time the account has run. This information shall be classified and summarized on cards which can be readily filed for future reference.

Sec. 3. It shall be the duty of the Secretary to arrange and keep these cards in alphabetical order, so that he can promptly respond to a request for a report on any person who has been reported to him as delinquent by some other member or members of the Association.

Sec. 4. Reports shall not be furnished to any one not a member of the Association, nor shall the substance of a report nor any portion thereof be communicated by any officer or member of the Association to any one not a member, on penalty of expulsion.

Sec. 5. In the event of the payment of any account which has been reported to the Association it shall be the duty of the member to immediately report the payment to the Secretary, so that the record can be corrected.

Sec. 6. It shall be the duty of the Executive Committee to supervise the work of the Information Bureau, adjust any disputes which may arise between members or between members and their customers and to see that the work of the Bureau is kept up to date.

Trees Greatest Food Producers.

Chestnut groves, with full grown trees, produce six times as much food per acre as any cereals, and Humboldt estimates that a banana orchard will feed twenty-five human beings, where a potato field of the same size would support two, and a wheat farm only one. A time may come when the staples of human food will be chiefly derived from trees, thus increasing the life-sustaining capacity of our planet more than five-fold, not to mention the saving in drudgery, nor the beneficial climatic influences of tree plantations. No plowing, hoeing and mowing, no worrying about winter food for hungry cattle, no deserts overspreading vast areas of tree deprived territories.

M. Wile & Co.

Famous Makers of Clothing

Buffalo, N. Y.

Samples on Request Prepaid

Ask to see Samples of

**Pan-American
Guaranteed Clothing**

Makers

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

Our Specialty:

Mail Orders

G. H. GATES & CO.

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

Shoes and Rubbers

Selecting a Pair of Shoes in a Central Lake Store.

Written for the Tradesman.

They had come in from the country. Anybody could see that. Of course, there is nothing criminal about living out of town—nothing wrong, nothing unusual—but the country folks are growing to be so much like everybody else in appearance nowadays that when one comes across a regular "Rube," with milk on his boots, his hair stiff with mutton tallow and a red cotton handkerchief hanging from his coat tail pocket, things are sure to be said.

These parties had come in for a good time. Their hearts beat as one and they were so afraid of losing each other that they kept hold of hands nearly the whole day long. This not only consoled them, but it furnished amusement for the small boy and knocked in the head the old adage that "the course of true love never did run smooth."

For a long time they stood in front of Vaughan's drug store, watching the trout play in the big glass carboy in his show window. After that they had some soda water flavored with vanilla, and then started out to buy a pair of shoes for the lady.

"What kind of a shoe will it be?" asked the clerk, trying to size up the maiden's foot. "Something like this, perhaps?" and he handed out a pair of vicis of recent style and prepared to note the effect on the damsel.

"My! What wide toes them's got! I don't want them. Them'd make my foot look awful big. Hain't you got none with peaked toes?"

The clerk suddenly remembered that he had a few pairs of "peaked toes" left over and was not slow in producing them. They were the very extreme, too.

"Pshaw, Mary Ann, you don't want them air," volunteered her escort.

"Mebbe I do."

"What fer?"

"Cat fur." And then they both giggled gleefully, for it was such a good joke.

"But them won't fit yer foot," he pursued presently. "Them's sharp enough to pick a bile. I'd hate to git kicked with them air."

"Then you jest wanter behave yourself, and there won't nobody never hurt you."

"But if you jam yer toes into them air they're lible to kill ye. I heerd tell on an old woman in New York what died from wearin' shoes jest like them air."

"Aw, 'tain't no such a thing."

"'Tis, too. It was in the paper."

"Was it, honest?"

"Honest Injun, cross m' heart an' hope to die."

"I want to know! But say, Tommy Jim, New York's a long ways off an' I don't b'lieve it's ketchin'. I'll get 'em good an' big, an' it'll be all right then. I'm tough anyway an' can stand lots. Besides that I jest hate them kind with the wide toes."

"Wall, I don't care what you git. It's you's got to wear 'em, not me."

"I'm goin' to try it on, anyhow," and with that she essayed to put the shoe on her foot. It was a large boot, but not equal to the emergency.

"Hi, yi," laughed Tommy Jim, boisterously. "I knowed it. Can't git yer big toe into them air! Say, mister, git her a thin sock an' let her try on the box they come in. Hi, yi. Haw, haw, haw! I told yer."

"Now you shet up," admonished the lady good naturedly, smiling appreciatively at the joke. "A feller with a shoe like your'n hain't got no leave to holler 'big feet' at nothin' less'n a number thirteen."

By this time the clerk had a larger size ready to try on, but this, too, proved to be a "leetle snug."

"Hi, yi, haw, haw!" bawled her escort, slapping his thigh. "Jest what I tol' yer. Gotter wait fer a spell o' fair weather so's't they kin make ye a pair out doors. Th'll be a short crop o' cowhides, too, time they git a pair big enough fer you!"

The lady seemed a bit nettled, but holding her temper beautifuly, and in the most guileless manner imaginable she said:

"Say, Tommy Jim, did you see Pap Peterson yesterday?"

"No. Why?"

"O, cus he was a lookin' fer you."

"Him a lookin' fer me?"

"Yep."

"Gee! that's funny."

"That's what I thought, so I as't him what he wanted."

"An' did he tell ye?"

"Course."

"Wall, what did he want?"

"Wall, what de you s'pose?"

"O, I d'no."

"Guess."

"Pull peas?"

"Nope."

"Cultivate corn?"

"Nope. You'll have to guess harder'n that if you git it right."

"O, I know. I reckon he wanted me to drive them new span o' bays o' his'n. The' haint' no one around our parts but me kin handle lines over a decent team of hosses an' do it right, an' you bet Pap knows it if anybody does. When it comes to the pinch they allers have to call on Tommy Jim, an' don't you fergit it. What did you tell him?"

Tommy was so filled with self-esteem and so elated at the prospect of a good job at the one kind of work in which his soul took pride, that he did not observe the twinkle in the eye of the woman he loved as she answered:

"O, that wa'n't what he wanted at all."

"I-t w-a-'n-'t?" said he with a note of disappointment mingled with incredulity quavering in his voice.

"What was it, then?"

"Why, he was wantin' to know if he could horrer them pair o' snag proof rubbers. The ones you had left over from last winter, yo' know."

"Them rubbers?"

"Yep."

"Them snag proofs?"

"That's what he said."

"Wall, Gee whiz! He couldn't begin to wear 'em. They're too big fer him."

"That's what I told him. But he said he didn't care. Bigger the better."

"Wall, but what was he agoin' to do with 'em?" asked Tommy Jim, innocently.

"Why, you know all about the Sunday school picnic at Uncle Sam's Island next Thursday?"

"You bet."

"Wall, Pap Peterson he wanted them rubbers fer canoes to take the Bible class down the lake in."

And the silence that followed was broken only by the sharp taps of the "peaked toed" shoes that the lady had decided to buy. Geo. L. Thurston.

Western railroad managers are putting on more trains to accommodate increasing passenger traffic.

"OLD HICKORY"

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

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

For sale only by



THE WESTERN SHOE CO., Toledo, Ohio

LEGGINGS



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

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

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

HIRTH, KRAUSE & CO.
MANUFACTURERS
GRAND RAPIDS, MICHIGAN

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	general	assortment
ever	line	of
which	shown	styles
is	on	and
saying	the	prices
a	road	ever
lot	to-day	shown

BRADLEY & METCALF CO., Milwaukee, Wis.
Manufacturers and Jobbers of Shoes and Rubbers

HALF A CENTURY.

Reminiscences of a Pioneer Shoe Salesman

My first knowledge of traveling salesmen selling shoes to the retail trade was in 1852, when, I believe, the first salesman took out the first line of shoes from the jobbing houses as a business. I understand some manufacturers sold a few goods to Western jobbers by sample a little previous to that time.

The retail stores selling shoes distinguished them as "ready-made shoes," and the business was largely done by general stores throughout the country, and they bought their shoes whenever they came to market to buy the general stocks for their stores. At that time they went to the jobbing houses and picked out such shoes as they wanted. There were quite a number of small manufacturers in the country who would make up a few hundred pairs and take them around and sell them to the general stores, so when a salesman started to take orders for shoes they were slow to give them, as they had been in the habit of going to the jobbing houses and picking out their goods and never failing to get the best in the case of goods, since most of the women's shoes were made and put up in 60-pair cases and packed in layers so they could sort them over as they pleased. Men's shoes were packed in 12-pair cases; but as few shoes were made for men, the output being mostly in brogan, goat, calf and grain, packed in 12-pair cases, the assortment was quite small, as compared to that of the present time.

There were but few who dared try the experiment of selling shoes by sample, and really one of the first to conceive the idea, who proposed to his firm that he would like to try it, was asked by his employer if he supposed people would buy shoes merely by seeing one shoe. He himself did not believe it, but upon persuasion told the young man that he might try it if he wished and he would give him one-half of the profits. As this young man had been a clerk in a shoe store in the country he conceived the idea of visiting his old employer, who would perhaps give him a showing simply because he knew that he had some goods that he needed, so the first traveling salesman packed up a few samples (perhaps twenty styles) and started off for the country, paying his own expenses. The old gentleman, his former employer, when visited, said: "Do you suppose dealers will buy a full line of shoes by seeing just one shoe of a kind?" But his son was there and said to his father: "This young man knows what we want and would send only what is right." This argument had its weight, and the first traveling salesman secured his first order, amounting to about \$180.

This proved so much encouragement that he went to other dealers with similar results, and when he finally returned to Boston he had sold enough goods to pay his expenses and a fair salary besides. This was between seasons. In those times dealers would come to market twice a year, usually during March, April and May, and again in August, September or October. Trade was dull during that season of the year, the only orders being duplicates of goods bought the first part of the season. When the dull times came around again this jobber said to the young man: "Don't you want to try your luck again, you did so well before?" The young man did so with continued success, and that, I believe, is the first that I know

of selling boots and shoes by the sample on the road to the retail trade.

This same man has sold shoes on the road every year since. In a short time others were convinced, but not until about the years 1857 to 1860, when machinery came in and more kinds of shoes developed. Then traveling men began to go out regularly, and at the close of the war in 1865 there were many salesmen put on the road. We did not have such nice rooms fitted up for samples at the hotels as we do now, and we took our samples to the stores, showing them on the tops of flour barrel heads and on bundles of codfish. It was also quite usual to display samples in baggage cars, and, in fact, in any place where we could catch a dealer, as the trains did not run as often as now and we had to make time.

It was hard work to sell goods those days, as we had to ride a long distance in rickety wagons over bad roads and repose on hard beds at night. Now railroads are plentiful and trains dash everywhere through Massachusetts and elsewhere, so that traveling shoe salesmen are sent all over the land and almost all over the world. Selling shoes by sample is quite different from selling most other kinds of goods, as we do not have a standard, such as dry goods and kindred industries. Every factory has its own individuality, so that people have to see the goods before they know what they are.—Joel C. Page in Shoe Retailer.

The Value of Children's Trade.

A great error which many shoemen make is to underestimate the value of children's trade. In the grand average shoemen seem to believe that after the first school sale which they carry on in the month of September they have nothing further to do with the children until the same time next year; when, in reality, more shoes are bought for children than for all the rest of the family combined. It is often the case that the very best shoes placed before a customer for school wear have not half the life of the women's and misses', and are of a much inferior quality. This is because children are more active, and, consequently, their trade ought to be more valuable than that of their elders.

The first pair of children's shoes will last perhaps one month and a half, and at the end of that time mothers and fathers are looking around for heavier-weight shoes which are for wear in the fall and winter season and are dressy enough for Sundays, and at the same time strong enough to wear during the school days. Make a strong effort in regard to these children's combination school and dress shoes and the result will be far greater than you had ever anticipated. They are perhaps the best medium of advertising that a store can carry, for the heads of the house, well satisfied with their children's shoes, take it for granted that everything coming from the store is of superior worth, with the result that a free campaign, carried on from month to month, which at the same time is the best class of advertising, is given to you and your goods.

It is well known that shoemen who do not appreciate the value of this trade are willing to place their orders with a firm who make their women's and men's shoes, not considering for a moment if they are capable to make all lines with the same amount of proficiency. This has resulted in many customers being driven from the shoe store. It would be well when it is learned that your school

shoes are not as they ought to be, and when you are continually hearing complaints from the heads of families as to the wearing qualities of shoes, that you should look around and do everything within your power to get as ironclad shoes as it is possible to secure to sell the trade. It would also be a good plan to experiment, of course not too strongly, with various lines that you might hear of or see in the salesmen's samples from time to time. When you find one that is a winner, stick to it, and your children's trade will be the foundation of a business which you could not otherwise have obtained.

I do not believe, however, that all the complaints which you receive are justifiable, and I am positive that many customers who bring shoes into your store know full well that you are no more to blame for the lack of good-wearing qualities than they are. It is utterly impossible for you to find shoes that will withstand the hard usage given them by some school children. Consider, for instance, the child who uses a pair of roller skates, who lends one of the skates to his playmate and scuffs one foot on the ground. The shoes are bound to wear out quickly. You will again find children who are in the habit of holding on behind wagons and sliding down asphalt streets. These shoes can readily be detected by the polished condition of the bottoms and the decided wear on one spot, and when you find them you are certainly foolish to bother yourself or risk an open rupture with a manufacturer by reimbursing a customer with a new pair of shoes and sending the other pair to the maker.

It would be far better if some shoe stores did not carry school shoes at all.

The customary junk which some dealers foist upon the public in their efforts to prove what small prices they get for school shoes is not worthy of a position on the shelves of any reputable dealer. If you find that you are unable to get a sufficient price to warrant buying solid shoes, announce to your customers that you will not guarantee under any consideration the shoes which they purchase. They will have a tendency to assist you in building up a better trade, as you will find that 50 per cent. of your customers will be willing to pay a little more in order to get solid leather when you tell them that you will not guarantee the shoes.—Shoe Retailer.

Dealing in Futures.

Mr. Newed—I have an option on that Blank-ave house. How would you like it for our home, my dear?

Mrs. Newed—Oh, it's a pretty place, but you know it is said to be haunted. Mamma says she wouldn't set her foot inside the door for any amount of money.

Mr. Newed—That settles it. I'll close the deal for it the first thing in the morning.

The Pioneers
in the West for

Wales = Goodyear
Rubbers

are

C. M. Henderson & Co., Chicago

"Western Shoe Builders"
Cor. Market & Quincy Streets

You get a
Wear Proof Certainty

Not an experiment
When you buy our own factory
Made Shoes.

HEROLD-BERTSCH SHOE CO.

Makers of Shoes

Grand Rapids, Michigan

The Toughest Proposition

mortar, manure, mud, sand or stones ever run against is our VEAL CALF SHOE. Especially good for rough work in the shop or on the farm and over any sort of country where the walking is particularly bad. Made in Men's, Boys' and Youths' in our Grand Rapids Line.

Rindge, Kalmbach, Logie & Co.

Dry Goods

Weekly Market Review of the Principal Staples.

Staple Cottons—Brown cottons are quiet, and sellers show no anxiety for business. Prices are not at present writing showing any indications of stiffening, due to the fact that buyers are holding back. Bleached cottons have sold moderately, and manufacturers are taking more orders than the jobbers. Denims are well sold in nearly all qualities, and firm in price. Coarse colored cottons show no change in character of buying or prices, although the latter are held firm.

Prints and Ginghams—The position of staples interests most of the trade more, as they will need them right along. Efforts have been made in several cases by large buyers to place large contracts for future delivery, and in several cases it has looked as though these contracts were of a speculative character. However, the buyers seem to have good grounds for buying as heavily as they are able to, but sellers are not at all disposed to accept any such large business except "at value" only.

Dress Goods—Since our last report the dress goods section of the market has presented a decidedly more favorable aspect. Both the jobbing and manufacturing ends of the business have expanded and the size and number of orders have increased. So far there has been little change in the character of the business transacted, it running largely to the more staple lines of dress goods. This is more true of the jobber than the manufacturer, for the latter has chosen a better proportion of fancies. He has made pretty sure in his own mind that fancies will be wanted to a large extent by his trade and his only hesitancy is in regard to the precise nature of the patterns and colorings. The only line that he is positive of is stripes, but even there he dare not venture too heavily on anything but the quieter and more substantial styles. The enquiries in this section of the market indicate that both jobbers and manufacturers are ready to place orders for fancies if they can make up their minds as to what to take. Failing to be shown by their own business they are sounding the agents and commission men to see what others are doing, if possible to come to a decision from the experiences of others, who have, perhaps, been more fortunate. However, they get comparatively little assistance in this way for nearly all are situated about the same. Such effects as might be called "staple fancies" and those removed but a little from the staple have secured good business and are stepping stones to the more decided fancies.

Blankets—This season's blanket business has been excellent, and few, if any, goods will be carried over. As the blanket trade has practically but one season, and that is over by December, manufacturers see November approaching with apprehension if they have any stocks of consequence on hand. There is little to fear this season, however, for many blanket mills are already sold up. No orders are accepted at present for future manufacture at to-day's prices, but for any stocks on hand or that can be made up to deliver quickly, present prices are accepted. At present prices, even although wools have advanced, there is a fair profit, yet agents are looking for advances before another season. What the advance will

be they can not predict. At the present time blankets for the lumber districts are in lively demand from the mills making this class of goods. Heavy grades of good qualities are wanted—better qualities than usual. Browns and silver grays are chosen largely, for be it known that our lumberman, far up in the woods as he is, wants his blanket suit to conform to the prevailing styles of his section, and brown and silver gray are the colors chosen by the fashionable set.

Sweaters—A number of manufacturers informed us that the demand for sweaters has been brisk all along, and does not partake of the general dullness of other lines of knit goods. One house, one of the largest, too, says that it is already behind in its deliveries, and that the raising of the price of fall duplicates did not lessen the demand for the same in the least, and that the capacity of its mills in spring goods was already sold up. An unusually fine line of new and handsome fancy designs are being shown.

Carpets—The carpet trade has experienced a rather featureless week. As far as new business is concerned, the week under review has been a very quiet one, but new business at this time of the year is almost out of the question, and what orders are placed usually fall into manufacturers on the smaller scale. From the mills the reports are of a much different character. Those connected with the manufacturing end of the business find more work to do than they can comfortably take care of. All of the available looms have been put in operation, and many are turning out goods, both day and night. It would be difficult to predict at this writing at what time the present busy spell would begin to show a lull, but it seems safe to say that mills will continue to run on fall goods beyond the time usually taken up for preparing for the spring trade. Some of the mills to-day are beginning to get out their designs for the production of spring goods, but these instances are few and not general. As to the next season's prices, nothing of any consequence has transpired, and it is probable that nothing will be done for a month or more as yet. Some of the Philadelphia yarn commission men predict higher prices for the next season on carpet worsted yarn, and should their predictions turn out to be true, there would be no question that the fabric would show a like increase, if not a larger one. The whole situation, however, depends partly on the demand and partly on the condition of the market for the raw material. At present there is some difficulty experienced in procuring good selections of China combing wools, but by the time manufacturers are ready to purchase their supplies, the market may have a more favorable aspect. The demand for carpets constitutes practically the whole market. The only business of any volume is done now in the $\frac{3}{4}$ goods, and mills turning out the same are extremely busy. In the fine to medium grades, the call has been the strongest, more so in the fine qualities. Wiltons and velvets are in the best demand, with body Brussels and axminsters not far behind. In the axminsters, the demand from the public seems to be on the increase, owing to the pleasing designs and moderate cost. Tapestries of the fine and medium grades share a good deal in the season's business. Ingrains have shown no change since our last report, and it is not likely that they will show any ma-

terial change for the better now that the season is so well advanced. Manufacturers have their mills now on reduced time, and some are closed down entirely. Some mills running on the better grades, such as the three-ply and all-wool ingrains, report a fair business, but altogether it is unsatisfactory. Yarn spinners state that for next season the price of ingrain yarns must show a material advance because of the fact that there is little or no profit in to-day's prices.

Smyrna Rugs—Rug manufacturers are very busy at present turning out goods for their numerous orders, and they report that the prospects for a long continued good business were never better. The demand for carpet and medium-sized rugs continues good. In jute rugs there is a strong demand, and manufacturers of jute find the call so great that they have made a slight advance in prices on certain yarns.

Advantages of a National Bankruptcy Law.

The National Association of Credit Men has sent out from New York a circular regarding the proposed repeal of the bankruptcy law, in which it says:

The bankruptcy law of 1898 has: Put an end to chattel mortgage failures, fake confessions of judgment, and, in general, to the old-time race for the register's office; all now share alike.

Made preferences, where creditors are vigilant, rare, if not impossible.

Committed the administration of estates to trustees chosen by the creditors rather than by the failing debtor.

Increased dividends, and cut down the expenses of administration to a minimum.

Made, as a rule, credit more secure, without contracting it.

The circular then concludes as follows:

Repealing the law at this time would mean a return to the old system of state administration. There is no middle ground. Which do you want: The present system, conservatively amended, or a return to those systems which foster preferences and discriminate unjustly between favored and general creditors?

Equal to the Occasion.

Miss Jones—Professor, do you dare to look me in the face and then say that I originally sprang from a monkey?

Professor (a little taken back, but equal to the occasion)—Well, really, it must have been a very charming monkey.

New Kind of Cows.

Miss Citybred—What are those queer-looking animals?

Farmer Hayrax—They are the cows that supply us with milk and cream.

Miss Citybred—Oh, are they? And where are the cows that give the beef tea?

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.

Magna Charta Bond

The leader of all Bond Papers. Made from new rag stock, free from adulteration, perfectly sized, long fiber. A paper that will withstand the ravages of time. Carried in stock in all the standard sizes and weights by

Cradesman Company,
Manufacturer's Agents,
Grand Rapids, Mich.

American Thread

Made by new and improved methods, which give unequalled smoothness and resistance to friction. No other thread will wear as well; no other thread works as well, either by hand or upon the sewing machine. For sale by

P. Steketee & Sons

Wholesale Dry Goods, Grand Rapids, Michigan

Window Dressing

Seasonable Suggestions for Window Trimmers.

At this time retailers should be doing the most profitable business of the season. The window displays of fall goods are now bearing fruit and the daily sales furnish a reliable index of public opinion as to the brains and good taste shown in the selection of the fall merchandise and the manner in which it was displayed. The unflinching test of the window will have shown which are the things that bring purchasers into the store and which should be re-ordered, and will have clearly indicated the goods to be gotten rid of as early as possible.

* * *

An important point for the trimmer to keep in mind is the fact that it is insufficient to display goods temptingly in the window and to do nothing to further their sale when once the intending purchaser has been attracted into the store. Equally attractive displays of the same articles must be arranged inside of the store, at or near the counters where such articles are for sale. A customer who has almost decided to purchase some of the merchandise shown in the window may change his mind, and the sale be lost, if the articles which he came in to purchase are poorly and unattractively displayed, somehow conveying the impression of inferiority to similar articles in the window which gained his attention.

* * *

The foot ball season is now starting up and retailers catering to the athletic and collegian trade should make special efforts in their displays of articles for wear and other uses in request by devotees of arduous games. In the greater number of such articles there is little beauty of color or design, as they are constructed with the idea of affording hard service rather than mere prettiness, and the attraction (other than seasonable) in displays of such merchandise must depend largely on the originality of the display itself. Fix foot ball goal posts, of a size which will not be unwieldy, in your largest window, and take care that in material and construction they resemble the real thing as much as possible. A would-be sporty display which reveals an utter ignorance of the sport in question is in some vague way an annoyance to the man who knows how. He is apt to reason that, knowing so little of sporting matters, the retailer is probably equally wanting in that knowledge which would guarantee the worth of the sporting goods bought by him and shown in his

window. Fix a number of hooks into the posts, and on these hooks hang canvas jackets, moleskin trousers, spiked shoes, shin guards, sweaters and other foot ball accessories, as suggested by the stock carried and the window trimmer's ideas. The crossbar should be similarly decorated. Suspend a foot ball (by means of a bit of wire which will be invisible from outside) a little beyond and below the crossbar, trying to impart the appearance of a ball which has been kicked over the goal and is dropping. A number of other foot balls and athletic equipments should be arranged as a floor display. If the retailer using the suggestion enjoys, or desires to enjoy, the patronage of any college or athletic club in the vicinity of his store, it would be a good idea to introduce a bunch of artificial flowers or a little ribbon of the college or club colors. Fix a bunch of these flowers in one or two of the foot ball coats, as is done at most of the large colleges. Have a card in your window on which is printed the legend "Your Goal."

* * *

The most effective show cards are those that are seasonable both in method of display and reading matter. For the month of October show cards containing allusions to the harvest, fruits, elections, national and local topics, always attract attention. A comparatively new style of show card which is being used and creating much attention is an all white glazed card with a white two-inch beveled edge. The first letter is painted on a gold panel about two and a half inches long and one and a half inches wide. The entire lettering on the sign is in black. The effect is rich and highly attractive.

Where many hats are displayed in a window small signs, either round or oval, or varied fancy shapes occupying the space of about one and one-half inches square, having a projecting piece of cardboard pasted on the back about one and one-half inches long and one-quarter of an inch wide are much in use. The cards can be made in all colors and lettered in white or black. Show tickets on neckties are not considered desirable, neckwear as a rule being so showy that tickets lessen its beauty and attractiveness. One or two large cards with as little wording as possible in connection with the display of neckwear are the proper accessories thereto. Show cards, be they ever so cleverly designed, lose much of their effectiveness if the window trimmer lacks judgment in placing the same. Cards that are printed in small characters should never be consigned to the

rear of the window. A few well-worded show cards distinctly lettered are on the whole more beneficial than a large array of minor cards.

* * *

It is a good thing to have a card up your sleeve—an article or line of articles in reserve—in window trimming. These are the reserve forces to be called in when the battle becomes wearisome. But if everything new is rushed into the window as soon as it comes into the store—why, there is nothing for an emergency, nothing with which to pique and tantalize the public.—Apparel Gazette.

The Lost Bargain.

From the Chicago Tribune.

It is Monday morning. Down the street hurries a stylishly dressed woman.

Why does she hasten so? Why that look of intense excitement in her eyes? Is she going to the office of her lawyer, there to hear the will of her favorite uncle read? Or is she hastening to the bedside of the dying? No, none of these. She pulls a newspaper out of her pocket and reads again the announcement of the wonderful bargains to be had at the department store.

She rushes frantically into the store. Yes, she can see before her the remnant of pongee silk which is selling at only 15 cents a yard. What a crowd of excited women are clustered about the prize.

She forces her way into the thickest of the crowd. She is tossed this way and that. She cares not. Her hat is pulled off and walked on by the half-crazed mob. She cares not. She reaches the counter. Ten yards only of the silk is left.

"I will take it," she says, just in advance of four other women, all reaching for the coveted prize.

The clerk says, "It is yours." The woman feels for her purse. She has left it at home.

The other women exult. They buy the pongee. The wonderful bargain is gone. The bargain day is over. There will be no more bargain sales for one week.

The Smile Cure For the Blues.

The smile cure for blues is the latest remedy and it is the suggestion of a physician who has made a specialty of nervous diseases. His experiments are said to have resulted satisfactorily in numerous cases. "If you keep the corners of the mouth turned up you can't feel blue," is his dictum, and his directions are: "Smile, keep on smiling, don't stop smiling." When his patient is suffering from melancholia without any bodily ill he gives no medicine, but just recommends the smile cure. He first experimented on his wife, who was of a nervous and rather morbid temperament, and he used to jokingly say: "Smile a little," until the saying came to be a household joke. The result was so good, however, that the doctor determined to try its effects on his

other patients. "Laugh and the world laughs with you," is a familiar adage, designed to keep folks in good humor and spirits, and if just smiling will cure melancholia then it were worth while for morbid mortals to make an effort to keep on smiling, even although it does sound somewhat ridiculous.

Looked Worse Than She Felt.

From the Boston Herald.

She was richly but inconspicuously dressed, and would have attracted no particular attention as she stood on the corner of Tremont and Winter streets yesterday noon, had not her face, under a white veil, been writhing in a series of remarkable contortions. Several persons paused to watch her "make faces," and then came a feminine acquaintance.

"Why!" exclaimed the newcomer, "what upon earth is the matter?" The facial contortions ceased and were replaced by a smile.

"With me? Nothing." "But you looked as if you were suffering terribly."

"Never felt better."

"But your face—you were twisting it into all sorts of shapes."

The lady standing at the corner laughed and held out her hands, in each of which was a parcel.

"I was only trying," she said, "to work the edge of my veil down under my chin."

Garter Facts and Superstitions.

A young girl, blushing faintly, remarked at a theatrical performance the other night about the garter of a pale blue silk that a dancer wore below her knee.

"It is bad luck," she said, "to wear one's garters in that way. It is also untidy, but principally it is bad luck, and I, for my part, would not do it. It is also bad luck to wear white garters—they signify death—and yellow ones signify jealousy and love troubles. Garters tied in a true lover's knot are the most fortunate ones, and if they are jeweled that makes them still more fortunate. Suspender garters have no bad luck attached to them, but they are not very pretty. After the true lover's knot the black garter, fastened with a gold buckle, is the luckiest. My own garters always match my stockings, but you could never induce me to wear stockings of white or yellow."

They Were Seven.

"Say, ma."

"Well?"

"There are seven liars in our class at school."

"Oh, I wouldn't say that, dear. You might be mistaken."

"No, I ain't. Yesterday the teacher said that all of us that never told a lie should hold up our hand."

"And there were seven there who didn't hold up their hands?"

"No, there were seven that did."

The principal wheat growing states of Australia are Victoria, South Australia and New South Wales.

Bigger Box.
Same Price.



Enameline

THE MODERN STOVE POLISH
IMPROVED QUALITY



Liquid===
Best Yet!
Fire Proof!!

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

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

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

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

The Meat Market

Beef Prices Bound to Go Still Higher.

During the seventies and eighties it became the fashion to organize cattle companies in the vast Western territory, and to draw on the Eastern States for supplies of breeding stock. Our Eastern markets up to this time had been able to take very good care of the supplies of cattle, so that when the Western demand for Eastern she stuff set up, the normal supply of beef was curtailed, necessitating an increase of price for that which was marketed. Later, when the Western demand ceased, and Eastern she stuff found its way to the beef markets a normal condition was resumed for a while until the surplus of the new territory that had been recently stocked became marketable, then the markets were inadequate to the increased supply. The profits of these Western cattle companies not being up to those assumed in the prospectus, weakened their support and the surplus not being sufficient to pay dividends, whole herds were closed out. Falling prices, as a matter of course, followed this glut of cattle, and the low prices scared Eastern farmers into the belief that cattle raising would never more be profitable, and they sold short, thus still harder jolting the market, and the result was an avalanche of cattle which literally buried prices.

Such a condition of things can not occur again in this country, for the simple reason that there is no new territory tributary to our markets from which an avalanche of cattle can descend. The markets now absorb the product of the entire United States, and their demands have already drawn upon the surplus of both Mexico and Canada. Thus those people who remembered the boom of the eighties, and also the collapse, have been erroneously looking forward to a collapse of the present prosperous condition of the cattle business, without studying carefully the causes of the former boom and its reaction, and comparing them with causes of the present prosperity. We are glad to note that Secretary Wilson has recently come out with a statement that the present profitable prices for cattle will continue. With the statistics gathered by the census of 1900 set beside those gathered in 1890, it is difficult to see how a level-headed man can come to any other conclusion. But we can not refrain from contrasting the action of the present Secretary of Agriculture with that of his predecessor of an opposite political faith, who, during the depression when cattlemen were struggling for very existence, opened up the way for freer importation of Mexican and Canadian cattle, ostensibly in the interest of the consumer.

We are learning in this country by thorough and expensive object lessons that no one section of our population can prosper at the expense of another. We are inter-dependent upon each other, and as we become annually more and more expert in different lines of business, we become more and more specialists. A specialist is an expert in one particular industry or in a single branch of any industry. The specialist, while expert in his limited line, is dependent upon others in every other direction. Thus while in certain sections of the South cotton is supreme, they are dependent upon outside territory for all other products. Take, for instance, the stupendous iron interests of the East.

They are dependent upon outside territory for everything they eat or wear. What we may term as the grazing district of the West, that is given over entirely to sheep and cattle raising, is dependent upon the farming states farther East for everything except meat. While the farming States of Ohio, Mississippi and Missouri valleys alone could exist by and within themselves, they do not attempt to do so, and the lands of these rich farms have so increased in value that farmers, to be successful thereon, are compelled to bring them to a higher state of cultivation through the adoption of the most intelligent agriculture. As these lands inevitably increase more and more in price, and the demands of grain raising encroach more and more upon the grazing lands of these Central States, this territory will surely lose what little is left of its independence until in time we can expect to see this territory depend entirely and very properly upon the grazing districts of the West for its supply of live stock. Were it not for the ranches of the West to-day there would be a beef famine. Calves can be raised on the ranges when the proper blood is used of as good quality as can be raised in the more favorable agricultural regions, that is, as long as these cattle have their mother's milk and the grass to sustain them. But these calves can not be successfully wintered in the range country. That is to say it is impossible to winter these calves—or any cattle for that matter—upon the ranges without great loss of flesh. There will come a day when the demands of the beef market will compel the saving of the awful waste that now occurs annually in the winter throughout the range country. Ranchmen are turning their attention more and more to raising rough feeds and we predict that before many years cattle raised in the range country and destined directly for the beef markets will all be removed from the range for the farming districts at weaning time in the fall, and the feed that is provided in the range will be used for the development and sustenance of the she stuff. There is comparatively little loss in allowing the breeding herd to become thin in winter, so long as they are kept in a strong, healthy breeding condition, but in young animals destined for the feed lots every pound of flesh wasted will cost to replace it as much feed as would under more favorable circumstances produce two or more pounds of additional weight. Removing calves from the ranges at weaning time to the blue grass pastures, clover stacks and corn cribs of the farming states and immediately putting them in training for the beef market has more than one advantage. It has been demonstrated beyond dispute that a bushel of corn will make double the gain on a calf that can be gained by the same amount of feed on an older or stunted steer. The younger the animal the greater the gain for the amount of food consumed. A grade Hereford calf, raised on grass and milk alone, weighing from 350 to 540, at weaning time in October can be shipped to the corn states and by judicious feeding be made to raise 1,200 pounds or better at 18 months. A 1,200 to 1,400 pound Hereford bullock from 18 to 24 months old makes the best beef possible to be grown. The notable fact to be considered in reference to this Hereford beef is that its early maturity produces the very finest quality of beef at the minimum cost. Referring to the depression concurrent with the glut in

the beef markets, it is a notable fact that the average price of the best beef during all that depression was encouraging to the man who knew how to make it. Prime Hereford steers thoroughly ripened averaged better than six cents throughout the entire depression. The glut in the market, whenever there is one, has never been occasioned by really prime cattle. There has ever been "room at the top," and assuredly ever will be. It was the avalanche of cheap cattle that caused the glut and they interfered with prime stock only in so far as consumers would consent to substituting the inferior beef for the real good article. These prosperous times are causing more attention to be paid to good living and tend to increase the market for good beef, because there is nothing that man puts in his mouth that is so delicious or equal in nutrition to good beef, and when once a person has a taste of the real prime article he will never thereafter be satisfied with inferior. I have but touched in a crude and disconnected way on the present condition of the beef trade. Volumes could be written on the various phases of it. I have no desire to mislead myself or anyone else, as the cattle interest is my sole interest, and with it I rise or fall. Having no other business, and being dependent upon cattle, I can not afford to delude myself, and must of necessity try earnestly to look matters square in the face. But with decreasing numbers of cattle as shown by the census and with increasing home and foreign markets, we are unable to see, nor has anyone thus far been able to point out to us any probable method for the increase of the beef supply that will not be offset by the increase in the demand for beef. Therefore we can not but conclude that

the present prosperity in the beef trade is permanent, which prosperity must inevitably increase.

T. F. B. Sotham.

The expected increase in the world's visible coffee supply this autumn is estimated at 1,000,000 bags.

Good Light—the Pentone Kind

Simple and practical. Catalogue if you wish.

Pentone Gas Lamp Co.

Bell Phone 2929 141 Canal Street
Grand Rapids, Michigan

GOLD MEDAL, PARIS, 1900

Walter Baker & Co. Ltd.

PURE, HIGH-GRADE

COCOAS AND CHOCOLATES



TRADE-MARK.

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

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

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

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

WALTER BAKER & CO. Limited,
DORCHESTER, MASS.

Established 1780.

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Incandescent Gas Light and Gasoline Lamp Supplies
of all kinds.

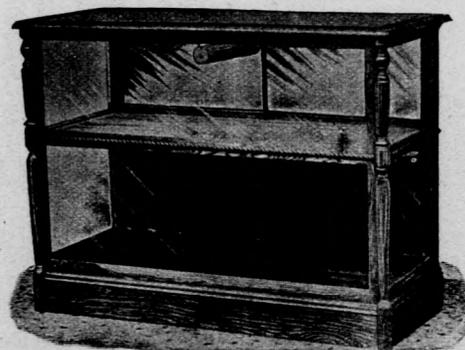
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Leaders
in
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Write us
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No. 52 Cigar Case

Corner Bartlett and South Ionia Streets, Grand Rapids, Michigan

Shipped
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Takes
First Class
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Poultry

Peculiarities Pertaining to the Handling of Poultry.

"Do you know that it is much harder to get the smaller shippers to follow instructions as regards dressing and packing than the larger shippers," remarked one of our poultry receivers. "Every receiver is willing to furnish instructions as regards killing, dressing, packing and shipping, but it is hard to get shippers to follow them. It would make a considerable difference to many shippers if they paid more attention to making their poultry show up an attractive appearance as we could get more money for it if it pleased the eye of the buyer more. The larger shippers seem to follow our instructions and reap the benefit but it is pretty hard work to teach some of the smaller shippers."

* * *

"Your remarks in the poultry gossip column a week or two ago regarding fancy nearby chickens going to special outlets and the medium and poor grades coming to the wholesale market hit the nail on the head," said one of our poultry men. "But were you impressed with the large proportion of these nearby chickens which are poor? It is just as easy to raise good chickens and get them in good condition before marketing as it is to ship the poor stock we receive from so many shippers. There is so much more profit in having your poultry bring the top quotation instead of the second or third quotation that I am surprised the shippers do not exert themselves more to get their poultry in condition to bring the highest prices. What is the use of being in the poultry shipping business unless you can get all there is in it?"

* * *

For several weeks past more or less of the dressed poultry due Wednesday has come in behind time and it is getting to be "somewhat of a nuisance," as one man put it. "You see," he said, "we have this stock placed very often and depend on it for our regular trade and when it does not get in we have to disappoint our customers or shop around and buy stock for them. We make no profit on buying this poultry and a few hours later our regular stock comes in and we have filled up our trade and have to seek new outlets and many times find it necessary to shade the price, although we must take it out of our commission, rather than make returns below top quotations. If it is the fault of the transportation companies it seems we should take steps to have it remedied."

A live poultry receiver complained that nearly all the turkeys received had small young turkeys mixed in, which weakened the price on them. He said: "If shippers would only separate their young spring turkeys from their large old turkeys they would command more money, as coops containing young turkeys have to sell at spring turkey price and often one or two springs bring the price of the whole coop down 1@2c per pound. They should be sorted out, but we have to handle so much poultry it is out of the question for us to sell the stock other than as received."

* * *

"We don't receive any really fancy squabs," said one of the large squab receivers. "We are not able to exceed quotations on any of our squabs, and in fact find it pretty hard to reach full prices," he continued. "One or two receivers get fancy squabs which run up to twelve and fourteen pounds to the dozen and for these fancy prices are obtained. It seems to me that these people making a business of raising squabs would see how much more could be realized by raising fine large white birds and would grade up their flocks accordingly. Feed and care are also important items, but if a grower had the right kind of birds for a foundation it would be easy enough to study up on the feeding and care, as the poultry papers are full of such information. The fancy large birds bring just about double the price realized for ordinary birds and it is impossible to get enough for the demand."

* * *

The scarcity of grain in the West will doubtless have more or less effect on the supply of poultry this season, especially later, and one of our poultry merchants expressed himself as follows: "I think the short grain crop in many sections of the West is one of the main reasons there is so much poor poultry in market. Farmers feel that it will be cheaper to get rid of the poultry now than to carry it until in better condition for a later market. This may cause so much stock to be cleaned up early that the market late in the season may be more favorable than usual." Another receiver held about the same views and added that he did not think the poultry crop was any larger than a year ago and at the present time the outlook for the fall trade was very favorable.

* * *

"I received a letter to-day from one of my old shippers," said one of our poultry merchants recently, "and he wants me to collect a claim from one of my neighboring poultry receivers. This fellow has been shipping me for years

and our business relations have always been most pleasant, but for some reason or other he has been induced to try another house and wants me to straighten out his account with this house. The house in question is all right and I do not feel like going to them with the claim. All of us commission men, however, have had this experience." When spoken to on the subject another merchant said: "Yes, we all have experiences like that and at times it is most annoying. I remember a very fine mark I received for which I had a regular weekly outlet. In fact the goods were always sold before arrival as I simply marked them up to one of my buyers and telephoned him. He paid me a premium over the top market price. My next door neighbor received them one week and while I never found out what inducement he offered, after two weeks we received them again. I am certain during these two weeks that the poultry sold for the market price and the worst of it was I had a hard time getting our regular man to take them again as I had given him another fine mark, which he seemed to like better."—N. Y. Produce Review.

Onion Salt the Latest.

"It's come at last," remarked C. D. Sellers, of New York. "What's coming? Why, the era of condensed things—condensed meat and bread and half a hundred other condensed things that have been on the market for years. Celery salt appeared on the restaurant tables a few years ago, and now you can not pick up a bottle and shake it over your soup plate without first examining the label. Then there is a lot of other condensed condiments and relishes; but the latest thing out in the East is condensed onions, or onion salt, as it is called. "Onion salt is about the last thing anybody would expect to carry a round

in a lunch basket, but it was evidently a luxury and I suppose it will have a big run after it gets started. It is not so bad, after all. The odor was condensed along with the vegetable fiber, and it's more pungent in that form than it is resting quietly under the satin coat of the innocent-appearing onion. If you want beefsteak and onions, all you do is to shake the box over your steak and you get it in such quantities that it will raise bigger blisters than tobacco sauce. Onion salt will knock all of those relishes before many moons have passed.

"I don't know how onion salt is prepared, but think the juices of the vegetable are evaporated some way and the dried article is bottled up ready for the market. This is getting to be the age of condensed things. After awhile we will have watermelons served in cream pitchers."

Value of Rice as a Food.

From the New Orleans Times-Democrat.

The discussion in the Northern and Western press of the value of rice as an article of food continues, and the sentiment is strong that the Southern cereal should be given a full trial, as it may supply a deficiency in the American cuisine. Some of the papers like the St. Paul Pioneer Press, Minneapolis Tribune and New York Sun express the opinion that rice may prove a substitute for potatoes, when the potato crop is poor, while others claim that it is even better than the vegetable. * * * The merits of rice are being well exploited over the country just now, and ought to have no little influence in doing what the Louisiana rice growers have been trying to do for years—improve the market for this Southern grain.

She Wanted Biscuit Butter.

New Wife—I wish to get some butter, please.
Dealer—Roll butter, ma'am?
New Wife—No, we wish to eat it on biscuits.



Sharp competition on "Package" Coffee has compelled the roasters to gradually reduce the quality until now its low price is about its only recommendation. "BOSTON BREAKFAST BLENDED" is not offered in competition with such goods, but is intended to meet the demand of a large class who appreciate a cup of GOOD coffee, and are willing to pay a trifle more for it. Compare its appearance with any of the regular "Package" Coffees and no further argument will be necessary.

Olney & Judson Grocer Co.
Grand Rapids, Michigan

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.

Butter and Eggs

Observations by a Gotham Egg Man.

The "loss off" quotation for eggs in this market has come to be a more or less arbitrary affair. There is so little business done on this basis—that is, where the buyer takes the goods and returns his own losses on them—that it is very difficult to find sales enough to establish an actual market value. There are still a few valued customers who insist upon buying "loss off," but they generally take some regular marks and the price paid is nearly always determined by the quotation made.

As a general thing the loss off quotation is determined by the case count value of such regular packings as are of known quality in respect to the loss shown, and is in turn used as a basis for estimating the case count value of other goods of varying loss. It has not been customary to base the loss off quotation upon the case count value of those few especially fine marks of candled eggs which command the highest prices of any Western eggs arriving in this market, first because such goods are never sold loss off, and second because a loss off quotation based upon them (that is made enough higher to cover the loss shown) would very often be above the actual selling value of such eggs as alone have any loss off movement.

This matter may be of sufficient interest to warrant an illustration. At this writing the very best Western eggs of the class from which any loss off sales are made are worth about 20@21c at mark; stock salable at those prices shows losses ranging from about three to two dozen to the case, so that these sales are equivalent to a rate of 22½c loss off. This is made the quotation "loss off" and such other lots of the same general class of eggs as are sold "loss off," showing irregular losses, if charged up at 22½c, are supposed to be placed at their true value. Also such other lots as show irregular losses may be estimated as to their case count value by a simple calculation. At the same time there are a few fancy candled eggs arriving which, by reason of their close grading as to size and cleanness and their freedom from seriously defective eggs, are salable up to 21½c and rarely even 22c at mark, although when dealers take these out they sometimes find that under a close candling the goods are dearer than if they were bought at 22½c loss off.

Some dealers have lately found fault with the loss off quotation in that it was not always high enough to cover the nominal loss off value of these candled and graded eggs; but it has been generally considered that to base it upon them would misrepresent the value of such goods as alone are ever sold loss off.

It would seem that so little business is done on the old loss off basis that it should now be entirely eliminated from our egg rules and from the market quotations. Values for medium qualities may be judged by reference to the value of highest grades at mark just as well as by reference to a loss off quotation;

only the shell of the old system remains and it might as well be cast out as obsolete.

* * *

The prevalence of badly shrunken eggs among the current collections of eggs in the West brings into greater prominence the importance of closer grading in the country. There has lately been a very slow market for fresh gathered goods which show a large proportion of shrunken country holdings, and this is perfectly natural because dealers who can use shrunken eggs at all would just as soon have refrigerators of equal shrinkage and refrigerator eggs that show as big air spaces, as these stale country holdings can be bought pretty cheap. Now the presence of a small proportion of nice full, fresh eggs in a larger proportion of stale, weak-bodied shakers does not improve the value of the whole to any appreciable extent, while if these few were culled out and packed separately they would bring a good price. I am satisfied that, at this season of year especially, shippers who get even a small proportion of nice fresh eggs mixed with the poorer qualities that form the bulk of their receipts would find it profitable to candle their receipts and pack the different grades separately.—N. Y. Produce Review.

President Roosevelt's Collar a Style of His Own.

"President Roosevelt is liable to revolutionize the collar business if he doesn't change his style," said a Broadway haberdasher the other day. "Since he became President we have had a number of calls for the Roosevelt collar. Of course, there is no such collar in the market either as to name or style. It is my opinion that the President has his collars made to order. Unquestionably there is more comfort in the kind he wears than in most others, but they are not becoming to everybody any more than the high turnovers would be becoming to President Roosevelt. The Roosevelt collar, if you care to get at its genesis, came in Presidential favor when Grant was elected the first time. But Grant wore a bowknot tie, which gave the collar a different appearance from that worn by President Roosevelt.

"Lincoln was the first of our Presidents to discard the old-fashioned stock, which if worn now would make a man look as if he had a sore throat. Lincoln's collars when he became President were part and parcel of his shirt. 'Sewed on,' as a woman would say. I am told that Lincoln was not noticeably tidy in his collars. They had a wilted look always. His favorite neckwear was black silk tied in a careless way quite becoming to him. When Andrew Johnson succeeded to the Presidency the old stock returned to the White House. He wore the wide stand-up collar, which was encircled by a black satin stock with a short, stiff bow.

"Mr. Hayes' collar was a broad turn-down with long points, but it was not high. It didn't make much difference what sort of tie he wore, as his shirt front was covered by his beard. Garfield's collar was rather tasteful, a turn-down with square points. His tie was black satin with a square bow.

"Mr. Arthur was the most correct dresser of recent Presidents. He wore a high collar with points slightly turned out. The fit was always perfect. He was the first President to wear a fancy scarf, which was always set off by a handsome but never loud scarf pin. He had, so I am told, the biggest stock of neckwear of any of the Presidents. He was rather partial to black with white dots.

"Mr. Cleveland's collars and style of neckwear looked as if they had been made from the same patterns as those worn by Andrew Johnson. However, Mr. Cleveland never confined himself to one kind of collar. I saw him at his second inaugural ball when he wore a plain, wide turndown, under which was a white string tie.

"President Harrison wore a turndown collar, broad and simple, and a plain black tie, except on state occasions, when his neckwear was conventional.

"President McKinley usually wore a standup collar with slightly flare points. He looked to be at ease and that's the sort of collar for a man to wear if he wants to feel comfortable in a standup. Mr. McKinley's neckwear was in keeping with his character, simple and unaffected.

"There have been a good many changes in Presidential neckwear since 1825, when John Q. Adams wore the high collar which was completely enveloped by the great bundle of material

that was the fashion of the statesmen of the early period. I think he was the last President to appear in that style. But for plain, common sense, unconventional style the Roosevelt collar is, like its wearer, a style of its own.—N. Y. Sun.

The Meanest Man in Kansas.

Not long ago the wife of a Western Kansas politician asked him to lay aside politics long enough one day to dig the potatoes in the garden. He agreed to do it. After digging for a few minutes he went into the house and said he had found a coin. He washed it off and it proved to be a silver quarter. He put it in his jeans and went back to work. Presently he went to the house again and said he had found another coin. He washed the dirt off of it. It was a silver half dollar. He put it in his jeans. "I have worked pretty hard," said he to his wife; "I guess I'll take a short nap." When he awoke he found that his wife had dug all the rest of the potatoes. But she found no coins. It then dawned upon her that she had been "worked."

In a commercial sense, Puerto Rico is almost entirely without forests.

Geo. H. Reifsnider & Co.
Commission Merchants

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

Geo. N. Huff & Co.

WANTED

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

55 Cadillac Square, Detroit, Michigan

"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.

We are making a specialty at present on fancy

Messina Lemons

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

E. E. HEWITT,

Successor to C. N. Rapp & Co.
9 North Ionia Street, Grand Rapids, Mich.

LEADING PRODUCE HOUSE ON EASTERN MARKET

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

BUY AND SELL

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

DETROIT, MICH.

BRANCH AT IONIA, MICH.

The New York Market

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

New York, Oct. 12—General conditions in the grocery trade remain pretty much unchanged. There is a good contingent of buyers here and an active business is going on in almost all lines.

There is said to be rather more strength in the coffee market and that this is founded on unfavorable crop prospects for the next year. It is said that not only will there be a smaller Brazil crop than is generally anticipated, but that Central American countries, and, in fact, all mild-coffee producing countries, will have a small output. These matters relate to a time so far ahead, however, that the advance that is taking place here and now is rather premature, and it is likely that it will soon subside. There has been a fair demand during the week from jobbers and roasters. Arrivals have been liberal and the stock in store and afloat aggregates 2,260,041 bags, against 1,054,415 bags at the same time last year. Rio No. 7 closes at 5 1/2c. Transactions in milds cover some 2,000 bags Maracaibos. Good Cucutas are worth not over 7 1/2c, but seem to be firm at this. Padang Interior, 18@19c.

There is a steady, moderate demand for refined sugar here, but buyers are not taking supplies ahead of current wants.

The tea market retains its lately-acquired strength and adds thereto almost daily. Teas that were put in storage before the tax went into operation must now be fairly well reduced. On Sept. 1 the amount was 38,000,000 pounds, and if every retailer on an average will take only 250 pounds it will about use up the stock. The crop of China and Japans is said to be light—is known to be, in fact—and all these things tend to make the seller of teas wear a broad smile. It is a good time to buy.

The activity recently displayed in rice is hardly as marked as it has been. The potato crop promises to be larger than anticipated and it seems almost a certainty that the potato crop has a direct influence on the rice market. The demand is of a sorting-up character and prices, while not quotably lower, are hardly as firm as a week ago.

One finds rather light offerings, taking the spice market as a whole. The demand is fairly active and altogether the situation favors the seller.

The molasses situation generally favors the seller. Stocks are certainly light and the new crop will arrive in a market well cleaned up. New Orleans reports a few arrivals of new crop and within ten days there will be free receipts at that point. Good to prime centrifugal, 17@30c. Syrups are in fair request and, with rather limited supply, the market favors the seller. Prime to fancy, 20@30c in round lots.

Canned goods are active. Tomatoes are sought for at a price less than \$1, but if they are found they are not the sort that will stand the closest inspection. New Jersey 3s are worth \$1@1.05. California fruits are selling freely at quotations and, looking over the whole market, there seem to be no weak points whatever. It seems evident that the tomato pack will be small this year and already are heard plans for many new canneries to be started next year. This will be a good thing—for the makers of canning machinery.

Fancy seeded new crop raisins are said to be established at 6@6 1/2c f. o. b. coast, but there are so many "rumors" and "it is said" and "an authority reports" that no one can tell much about the dried goods market except in a

vague sort of way. Prunes and apricots meet with fair request.

Lemons are dull and quotations sag. Sicily fruit ranges from \$2.75@4.50 per box. Higher for very fancy. California lemons range from \$3.75@5.

Fancy apples are in excellent request and rule firm at \$4@4.50 per bbl. Under grades are seemingly in abundant supply and sell all the way down from \$3.50@1.75 per bbl. Pears are very plenty and sell within the range of \$2@4.50 per bbl. Quinces, \$2.25. Cranberries, fancy Cape Cod bbl., \$6.25@6.50; medium, \$5.50@5.75.

Best Western creamery butter continues in fair request, but not over 22c can be named. Grades other than the best are not wanted except in an every day manner and prices are "shaky." Western imitation factory, 15@18c. Western factory, 14@15 1/2c.

Cheese receipts are light, but the demand is likewise, so there is enough to go around. Exporters are doing very little. Full cream fancy small size are worth 10 1/4c. Large size, 1c less.

Fresh gathered eggs are in light supply and quotations have advanced to 22 1/2c for best Western fresh gathered, best candled, 21 1/2c; regular pack, 18@20c.

Changing From Credit to Cash.

The following reasons are given as the basis of a letter that might be sent out by a merchant who has decided to adopt the cash system:

January 1 will see an important change at our store.

This is what the change will be:

On and after that date we shall pay spot cash for everything we buy.

Everybody who buys anything from us will be obliged to pay us spot cash for it.

These words "everybody" and "everything" mean exactly what they say—there will be no exceptions made.

These are the reasons why:

If we sell on credit, we must buy on credit.

If we buy on credit we must lose the discounts cash buyers get.

That means that we must sell the goods for a trifle more than we ought to.

If we buy and sell on credit, it calls for a large amount of expensive book-keeping.

That means that we must sell our goods for another trifle more than we ought to.

If we sell on credit, we are sure to lose a certain amount a year on bad debts.

That means that we must sell our goods for still another trifle more than we ought to.

Under a credit system, those who pay for what they buy must help support a cumbersome and expensive business system and help pay the bills of those who don't pay.

Under a credit system, we can't snap up the special bargain lots that are always on the market.

We can't buy the sacrifice stock of the man who must have money.

We can't buy closely and turn our stock quickly.

We must buy regular lines of regular goods at regular seasons.

All these things will be different now—in our store.

The change for the better will be immediately seen on every counter, every shelf and every price-tag.

We shall carry more goods, fresher goods, better goods, more stylish goods.

We shall save a lot of money, and we shall divide the saving with you—with the lion's share for you.

Two hundred carloads of steel have just been sent to supplant the wooden bridges in the Sacramento canyon, California.

Something New to Eat.
From the Baltimore Sun.

One of the dainties served up to Mayor Hayes and his friends while cruising on the yacht Ivanhoe last week was a specimen of the fruit of the *Monstera deliciosa*, from the conservatories of Clifton Park. It was the first specimen ever eaten by those on the trip and was probably the first ever served in Baltimore. The plant at Clifton Park which produced the fruit has been there about seven years and is about twelve feet tall, although much longer, as it is a vine and is climbing around a post in the conservatories. There is said to be no other specimen in Baltimore so large. The *Monstera* finds some favor as a potted plant in large greenhouses, but can never produce unless given more room for action. Mr. Noah Flitton, superintendent of Clifton Park, took hold of the small potted plant he found there and placed it in a large plat of open ground in the greenhouse with the

result that it is now bearing large quantities of its fruit.

The fruit is about the size and shape of an ear of corn, being covered on the outside with a stiff brush, which is all in one piece and splits off in a boot-shaped shell, leaving what may be called a cob filled with grains, or berries, which, in turn, are covered with green scales. These scales also drop off and then the fruit is fit for food. It takes about a year for the fruit to progress from the bud stage to the edible stage. The leaves on the specimen in Clifton Park are about four feet long and two and a half feet broad, shaped something like those of a palm, only they are much coarser, and are filled with small holes, as if worm eaten.

How much trouble he avoids who does not look to see what his neighbor says, or does, or thinks, but only to what he does himself, that it may be just and pure.

WHOLESALE

OYSTERS

CAN OR BULK.

F. J. DETTENTHALER, 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

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.

BUY BEANS, CLOVER SEED, FIELD

PEAS, POTATOES, ONIONS,

Carloads or less. If any stock to offer write or telephone us.

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

ESTABLISHED 1865

L. O. SNEDECOR

Egg Receiver

36 Harrison Street, New York

REFERENCE—NEW YORK NATIONAL EXCHANGE BANK. NEW YORK

All sales case count.

Remittances made daily.

Special trade for fancy marks. All our receipts receive personal attention.

Woman's World

Study the Art of Being Bored Gracefully.

The older I grow, and the more I see of the world, the more convinced I become that the true secret of popularity lies in the ability to bear a boring gracefully. Intelligence is a good thing, beauty is better, amiability is always a trump card, but all of these virtues pale into insignificance in winning friends before the Spartan courage that enables a person to listen for hours at a stretch to one who drivels of his own affairs or to smile and smile over the guest who never knows when to leave instead of pushing her down the front steps.

Now, the bore is one of the afflictions of life that none of us may hope to escape. At home and abroad he—and he's just as often a she as any other way—is always with us, and although we should take the wings of the morning and fly to the uttermost parts of the earth when we got there the bore would be waiting to receive us. The chief reason so many of us are persona non grata, as diplomats say, with our fellow-creatures is because we have never learned to make a virtue of necessity and, inasmuch as we had to be bored, to stand it gracefully and with composure.

We suffer, and we take no pains to hide our sufferings. We wriggle and squirm, but the bore goes placidly on. We interrupt his long stories of personal reminiscence and when we have the courage of our feelings, we are downright rude and insulting, but it is all to no purpose. The bore sees our efforts to escape and hates us for them, but it never causes him to remember mercy and spare us. It is as futile and useless a protest as the last despairing wriggle of the worm on an angler's hook.

On the other hand, no effort in the world is rewarded with such a rich harvest as the complaisance of the person who not only suffers himself to be bored, but appears to like it. You might give your body to be burned and all your goods to feed your neighbor, yet if you showed that you thought him prosy and tiresome he would turn from you to the deceitful wretch who paid him the compliment of listening to his long-winded yarns with absorbed attention. Do a person a genuine injury and he may forgive you, but tell him that you won't listen to his chestnutty stories another time and you have made an enemy for life.

If I should give one piece of advice, more valuable than any other, to a debutante, starting out in her social career, I should say that inasmuch as you can't escape being bored, study the art of being bored gracefully. Never let a man see that he wears you. Hang upon his words as though they were Delphic oracles. Never let your attention waver while he holds forth, and you may snap your finger at beauty and give odds to cleverness and still win the matrimonial prize.

You may not know a golf link from a plowed field, but listen, without interrupting, while Tommy Fozzle reels off the Iliads of his own prowess. You may not care a cent about the profits of the grocery business, but never betray your indifference while Johnny Businessman gives you a heart to heart talk on butter and eggs. You may regret that the war was not like Thermopylae, where there was no single survivor left to tell the tale, but never let old Colonel Fighem

suspect that you are not pining to hear his tales of battle and hair-breadth adventure for the millionth time.

Do this, and your dance card will be filled; young men will crowd around you like bees around a honey-pot, and old ones will speak well of you in the market places. The spinster records contain the name of no maidens who were good listeners.

The trouble with most young girls is that they start out in life under the impression that men are interested in them, and want to hear what they have been doing and thinking. Terrible and fatal error. No man cares what a woman thinks or knows. He wants to tell her what he thinks and knows. The masculine ideal of the perfect woman is one who holds up a mirror in which he sees a flattering reflection of himself.

There is an old story, but it is good enough to bear retelling, of a woman who was famed far and wide for her fascination. So far as people ordinarily could see, there was nothing extraordinary about her. She was not particularly good looking, and she made no pretense to wit. At last it was discovered that her secret for winning all hearts consisted in always standing near the door, and as each guest appeared, she would murmur in a joyous tone: "At last, but so late," and as each departed she would tragically exclaim: "Must you go so soon?"

Sometimes I think that the place where women have excelled men most conspicuously is in being tiresome. There are plenty of men who are bores, but when it comes to variety and types and kinds of bores, women take the cake. Men who are bores generally run along three distinct lines—the one

who tells you over again the funny stories out of the papers, under the impression that he is the only person who can read; the man who thinks he is the greatest ever, and wants to convince you of it, and the man who has remarkable children, and who goes about primed and loaded with nursery wit.

From all of these, good Lord, deliver us, but they are not a circumstance to the woman bore, because she comes in so many more shades, and having nothing to do, she has so much more time in which to make herself a nuisance. The mother bore is, of course, a companion piece to the father bore. Then there is the clothes woman bore, who wears you to death telling you of the clothes she ever had or expects to have; the club woman bore, who tries to inveigle you into joining everything under the sun, and who is always running over with the last club fight; the religious bore, who preaches at you in season and out of season; the anti-things bore, who belongs to all sorts of ribbon-bedecked leagues, and thinks everything she doesn't do is wrong; the weepy bore, who comes and sprinkles you with her tears every time anything goes wrong with her; the seen-better-days bore; the bragging bore; the woman who is going to do something, or has done something she considers remarkable, bore; the woman who has had a surgical operation bore, and who ever after details the symptoms and—but why pursue the list any further? You all know whom I mean. You have suffered from her, and can mingle your tears with mine.

Now, unhappily, as I remarked before, we can not escape this sort of people, and the best thing is to brace up and bear the infliction gracefully. This

is not easy, but we can train ourselves not to show how weary we feel, and can keep our eyes from wandering from the bore's face, and perhaps the pleasure we thus give will be accounted unto us for righteousness. It ought to be anyway. I know that when I have managed to listen, with an expression of rapt joy, to a tiresome old woman's three-hour account of her daughter's splendor, and seen how pleased she was, that I have felt I deserved the Victoria cross for distinguished personal courage and forbearance under great provocation to cut and run.

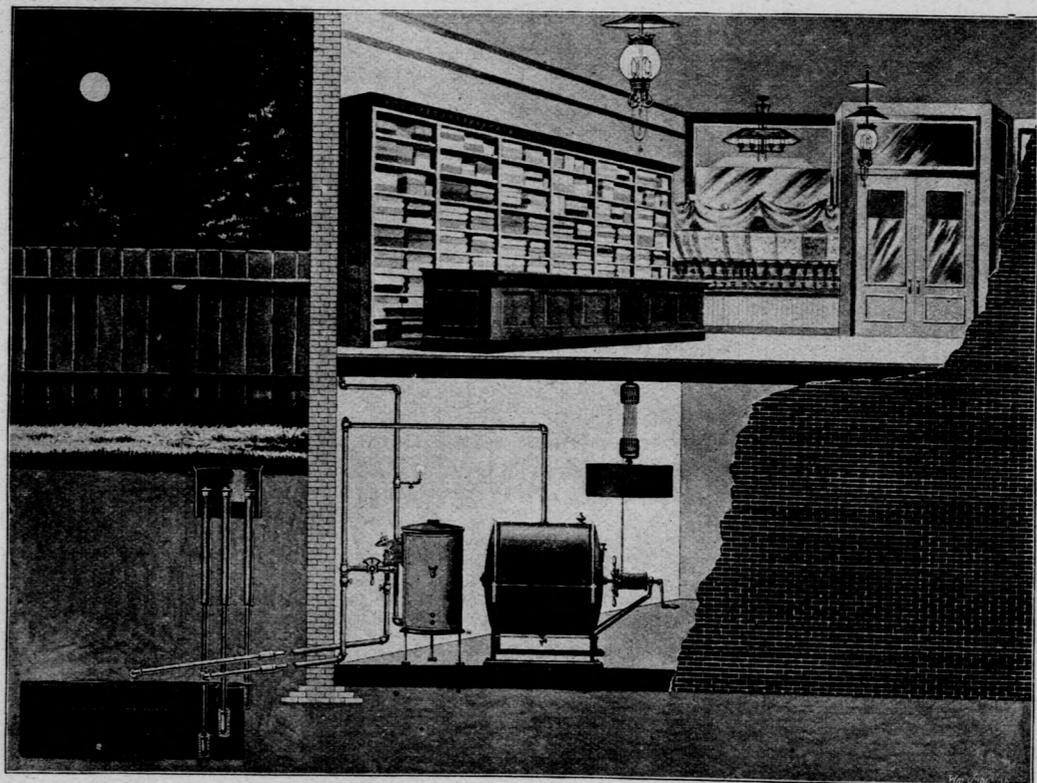
If you don't think this is a sensible view of the situation, however, there is a comfort in knowing how to rid yourself of a bore, and here is a bit of experience I was told the other day:

"The way to get rid of a bore," said this woman, "is to take David Harum's advice and do him as he intended to do you, and do him first." If the bore is fond of telling stories, tell stories yourself, and he won't stay three minutes. If he likes to talk about himself, jump in on an autobiography of yourself that looks as if it would last to the crack of doom, and your visitor will depart at once.

"Being an old maid, I used to suffer untold things at the hands of the mothers of infant prodigies, but I have invented an imaginary child I call little Katie, and the minute a fond mamma commences telling me what her Mary Jane said, I drag little Katie and her newspaper bon mots into the conversation, and it simply paralyzes her and she gets up and leaves the first time I stop to draw breath. It is a rule that never fails to work."

Doubtless bores have their uses in a

Michigan Gasolene Gas Machine



The above illustration shows our system for store lighting with 2,000 candle power arc lights. Send for our catalogue.

MICHIGAN BRICK AND TILE MACHINE CO., Morenci, Mich.

world in which we are told nothing is made in vain, and I confess that personally the deadliest and coldest fear that ever strikes at my heart is—suppose that I am a bore myself.

Dorothy Dix.

The Strenuous Kansas Woman.

Even Kansas, in all her prosperity, is not exempt from the troublesome servant question. When the golden wheat is ripe, the farmer says to the wife of his bosom, "Well, mother; I will begin harvesting day after to-morrow." "Mother" is not taken by surprise; she has come to expect it every year, and knows something of what she may expect. Fortunate is she if she has buxom girls of her own to aid her in the mammoth preparations to feed and house the harvesters. Many times it happens as an instance noted in the Sunny South. The hired girl, Barbara, the daughter of a thrifty Russian neighbor, has just announced: "Mees John, I must go vay home to-morrow." "To-morrow, Barbara! Why, we are to have the harvesters to-morrow. You must not think of going," gasps the frightened Mrs. John, for she is not a very strong woman, and has not daughters to call to her assistance. "You must be joking, Barbara." "No, Mees John, mine fader send for me. He mus' cut his wheat dis week." "But, Barbara," pleads Mrs. John, "you have nine sisters; they can help your father, and you promised when I hired you to stay with me over harvest." "Ja, Mees John, but mine fader did not know he would have so good wheat, and he vant me to drive de header box und save tree dollars de day. Four ob us girls drive de header boxes und four ob us stack, und Mary help de mutter cook. See, Mees John?" Poor little Mrs. John saw—and all through the harvest, from "cutting" to "thrashing," cooked for the harvesters, with only the help of a 10-year-old boy. Cooking for the harvesters means hard work and long hours. There is no corner grocery to run to for a can of this or a box of that. The vegetables must be dug, picked or pulled, prepared and cooked. Bread, cakes and pies must be baked, and plenty of them, for there is no bakery at hand that may be called upon in case of a shortness in the pantry. Breakfast must be had before daylight; then a light lunch sent out to the field at 10 o'clock; a heavy dinner at noon; lunch or some cooling drink sent to the field again about 3 o'clock, and a heavy supper prepared between 6 and 7 o'clock. Then, often in case of a coming storm, or if it has been too hot to work for several hours in the afternoon, and the harvesters work until 9 o'clock, there is an extra "snack" to set up; then, the mountains of dishes are to be washed and the dozens of little things done toward the early breakfast before the weary head can seek its pillow. Is it possible for one woman to get through with so much hard work? Yes, and the women of Kansas who have faced the harvest cooking alone for years until the "mortgage was raised" are countless. Perhaps they are old and worn before their time; perhaps they are broken in strength and health; but they have helped to make the State a good place for their children to live in, to stick to and to die in. The struggle is over now, and the Kansas farmer, as a rule, can afford to keep help for his wife, but the only thing that troubles him now is where to find this help. Not many years ago the Russian, Bohemian and

other poor farmers, who had more girls than dollars, were very glad to have them "hire out," but now, when so many years have been good ones, and no mortgages hang like dark clouds over the farms, the girls are needed at home, for they very often do a man's work, especially in harvest time, thereby saving to the family fund a good deal more than their wages outside would amount to.

The Ideal Wife.

The ideal wife does not make the ideal husband. When man reaches a marriageable age his habits have taken firm root and his tendencies are so closely knit they admit of little stretching. But the ideal wife has a great deal to do with the ideal husband of the future; for mothers are the women who make men.

There are more sons pampered into selfishness by the overindulgence of their mammas than ever can be coaxed or threatened into generosity by the wives who must bear with them.

Men, even the unworthy ones, who will make sacrifices in the big things which women can not nerve themselves to meet are proverbially selfish in all those little things that make or mar the life of every day. Yet men do not realize that they are selfish, because it has come to be a part of them, made so in the days when their mothers, not they, were responsible for their ethical acquisitions.

A safe rule for the seekers after the ideal to follow is to marry in their own set. It is rarely that the millionaire makes the mill girl happy. It is equally important that a girl who has been carefully reared and gently bred should marry a man who understands the necessities of life. When such a girl marries a man who has not had the advantages of gentle birth and breeding, and who has not acquired an understanding of these things' worth, her future happiness is bound to be marred by a series of daily shocks, sufficiently petty in their nature to wear off all the romance from her love. For of petty things are the hours and days of lives of women made up, and the little kindnesses or the little hurts are what constitute her happiness or misery.

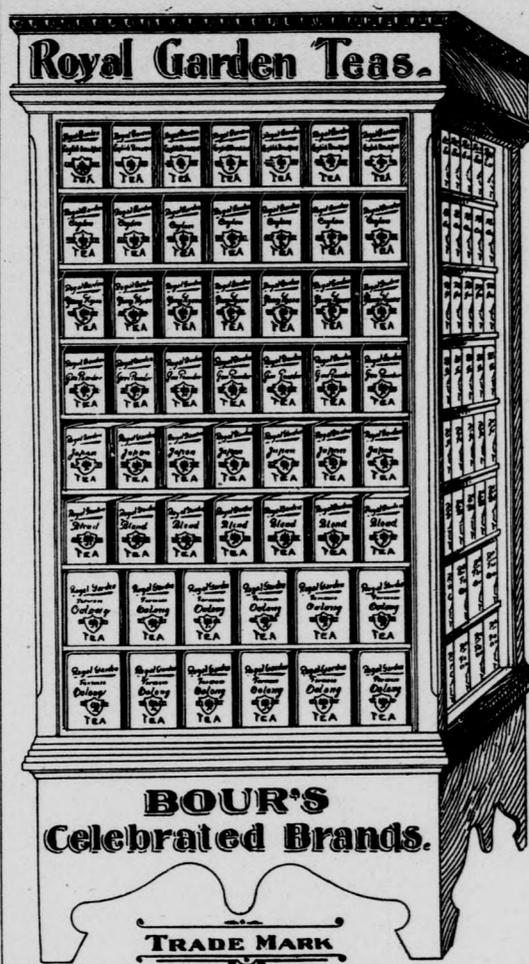
When a gentle, refined girl marries a man of gruff habits and coarse ways she begins her married life by chiding herself for noticing such little things, and ends it with nervous prostration.

Another important consideration is the matter of money. Human love is for human beings, and must be regulated by human necessities and conditions. The man who is worthy to win a woman will work for her. There are means to every end. If a woman wants you she will wait. If she won't wait she isn't worth working for, but someone else probably is.

The ideal husband is essentially a provider. The feeling of protection he maintains toward his wife is one of the best feelings he has. A good woman will live within her husband's income. A good husband will supply an income sufficient to provide for his wife.

Ideal marriage has no more insidious foe than debt. It eats at the roots of content; it poisons the whole family tree. It is only when the practical is neglected that it jars. If we do not wish the squeak of machinery to interfere with the pleasure of our ride, we must oil well the wheels of our motor.

Lavina Hart.



Bour's Cabinet of Royal Garden Teas

In pounds, halves and quarters.

- JAPAN
- B. F. JAPAN
- YOUNG HYSON
- GUNPOWDER
- ENG. BREAKFAST
- CYLON
- OOLONG
- BLEND

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

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

Write for particulars.

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

Sears Bakery

Grand Rapids, Michigan

Please send sample of your Grand Combination of

New Cakes

- Hazelnut**—Round with scalloped edge, fine flavor, mellow and exquisite..... 10c
- Spiced Sugar Tops**—Round, very rich, attractive appearance, spiced just right..... 8c
- Richmond**—Nearly square, Richmond jam filling, popular with all..... 10c

Dealer.....

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

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

Hardware

Believes the Present Range of Prices Will Prevail.*

In olden times when a nation or body of men desired to know the prospects of the future they consulted sooth-sayers and astrologers, who derived their power from their supposed ability to read the stars and their association with the devil.

The business man of to-day must go it alone, and when in search of like knowledge must derive it from his judgment of the condition of crops, raw material, factory capacity and domestic and foreign demand.

The farmer is well known to be a large consumer of all lines of manufactured products, and the abundance of his crops and his ability to market them at a good price go a long way toward the assurance of a prosperous year.

The agricultural reports for this year are favorable for a good wheat crop and an average corn crop in this country, and for a shortage in South American and Russian cereals. This should assure the maintenance of the present prices for American food products.

The reports on the cotton crop are not so favorable, and should the shortage be as heavy as some authorities claim, prices on cotton will probably be materially advanced.

The past two years have been exceptionally good among our farming community, and the farmer is to-day a man of means and is buying new tools and machinery, and remodeling old or building new buildings.

The agricultural implement makers began manufacturing for the coming season fully four to six weeks in advance of the usual time, and they are making goods that are already sold.

The malleable iron trade, an industry that is closely allied to the agricultural implement business, and is an industry that in iron circles is considered a very good barometer of the trade, report unusual activity and large contract orders. They are pushing the furnaces for pig iron and are not getting their raw material as promptly as they desire. This shows a shortage in certain irons; in fact, as we all know, the mills, especially those that produce material used by the hardware trade, such as pipe, wire sheets, etc., are far behind on orders to-day. It will be months before they will be caught up so that deliveries will reach the normal conditions.

The recent strike of the Amalgamated Association curtailed the output of tin plate, sheets, hoops, pipe, bars, etc., at least 250,000 tons, and caused a very marked shortage in this line. In the case of some, markedly sheets and tinplate, this shortage allowed the few factories that had any stocks on hand to obtain a large premium for immediate deliveries. This abnormal condition can not exist much longer, and prices in these lines must return to their normal level.

Good authorities claim that had the strike not occurred and thus curtailed consumption, certain grades of pig iron would, owing to the scarcity, certainly have advanced in price. Within the last ten days foundry pig has advanced fifty cents per ton, and I am informed on good authority that an additional advance of from fifty cents to one dollar may be expected. Two of the large furnaces in this section that make a specialty of Scotch irons are practically

sold up for the next six months, and the balance have no surplus in this grade. The stock of pig iron has been largely reduced of late, and all grades are very active.

Nearly every day large companies are being formed and contracts are being let for the construction of electric railroads. It is an accepted fact that the electric railroad is the coming road for short distance travel, and in a short time the more thickly populated states will be covered by a network of these lines connecting every city and town of any importance. These roads are a vast factor in the trade to-day, and will continue to be for some years to come. They consume both in their construction and maintenance large quantities of iron and steel, both in rail, bridge and track supplies and in those lines of manufactured articles so well known to the hardware trade.

The transition from the old style wood and iron freight cars to the modern pressed steel car is going steadily forward, and with increased rapidity. One company in this line of business is alone consuming 1,600 tons of steel daily, or a yearly consumption of over half a million tons. The new steel car is one of much larger capacity than the old wooden car, and the use of these large cars has necessitated the use of heavier rails, and the construction of stronger bridges. Larger and more powerful locomotives are in order, and the strictly up-to-date railroad will have engines capable of hauling as large a number of the new type cars as they formerly hauled of the old type.

Steel rails are being contracted for to-day for 1902 delivery at an advance of \$2 per ton over present year prices, and mills report the outlook very favorable for all lines of railroad material.

The ship building industry throughout the country is very busy; that of the Great Lakes being taxed practically to its full capacity for the entire winter and spring season.

The ore industry has been very heavy this year; in fact, larger than ever before, and it is conservatively estimated that over twenty million tons will be brought down from the upper lake region before navigation closes, and that the amount of ore at the mines and on docks will be less than for several years past. This, in view of the fact that it has been a year where ore users have bought for immediate use only, and not on a speculative basis, would tend to show an exceptionally good outlook for next year. The ore men are taking a conservative but firm view of the 1902 market, and while it is impossible for any outsider to say just what prices they will determine on for the coming year, the compass points to at least as good, if not better, prices than this year.

Hardware stocks throughout the country are badly broken in many lines, and must be filled up before the spring season begins, as ability to fill orders is to-day one of the important adjuncts to success; and no line of trade more thoroughly appreciates this than our hardware friends.

Concentration of industries is the order of the day, and it seems to me that this is much more of a benefit than a curse to the country at large. Where the power to fix and maintain prices on a large percentage of the industries of the country is centered in the hands of a few gigantic corporations as it now is, and these corporations continue to show the fair and conservative spirit they have maintained so far, both toward the

buyer and the laborer, it acts as a most reliable governor on the entire business of the country and assures a much longer season of prosperity than the old regime, where the timid manufacturer thought to fill his factory with work at just a little under the prevailing market, and by so doing carried the market down with him.

The foreign trade has fallen off quite largely, especially in the iron line. Germany, Austria and France are in the throes of one of the periodical trade depressions that sweep over a country from no seemingly explainable cause. England, who is our best market to-day, has reduced prices on her home products to meet American competition, and Russia's retaliatory tariffs have for the time blocked our trade there.

The new American possessions will no doubt use more of our goods next year than ever before, but this will in but a very small measure make up for the large European deficit. The Oriental trade, especially that of China, is bound, in the near future, now that the wall has been torn down, to be a great benefit to this country, but this can be counted on to but a limited extent for the coming year.

We were stunned when the news of the death of our great citizen and President, William McKinley, was flashed over the wires, and business stopped for the moment. Under his administration we knew a universal prosperity, greater than any before in the history of the country; under his administration our relations with foreign nations were the best, and our domestic affairs in flour-

ishing condition. The assurance given us by our present President, Theodore Roosevelt, that it is his firm intention to continue the wise and just policy mapped out by his great predecessor, sets all our fears at rest, and we can move forward with confidence.

Taking the foregoing as a basis we may, I believe, safely conclude that the prices for the first six months of the coming year will be fully up to those now ruling. This year we have not experienced the usual midsummer depression; this may be expected next year, and will not be considered unusual. The prices for the last six months of 1902 are problematic, but I am of the belief that while there may be, and probably will be an averaging up, they will continue throughout the entire year to be well maintained.

Ways of Suspicious Girls.

New salesman—That young lady in front wants to look at some rings exactly like that she has on; says she is thinking of purchasing a duplicate for her sister.

Old jeweler—Nonsense! You needn't waste any time on her. The ring she has is an engagement ring, and she merely wants to find out what it cost.

Her Dearest Friend.

May—Jack was saved by a bullet striking my picture, which he carried in the breast pocket of his tunic.

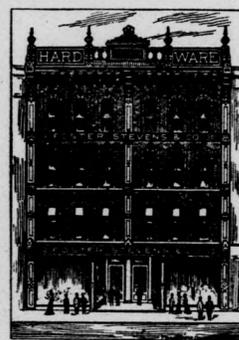
Lucy—Is that so? Well, I should say your picture would stop a four-inch shell.

The poets write of the angels who weep, but are there not some fat little cherubs who laugh?

WORLD'S BEST

S.C.W.

50 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.

*Address before the American Hardware Manufacturers' Association by J. C. Bralnard.

CONFIDENCE IN HUMANITY.

Tendency to Underestimate Honesty in Our Fellowmen.
Written for the Tradesman.

How calmly and without resentment do we accept the general belief that people must be treated as though they were dishonest and untruthful. The old adage, that a man is presumed to be innocent until found guilty, seems not to hold in business relations. We tacitly assume that everybody would be dishonest if he had a chance. We try to make a man tell the truth in a court room by having him lay his hand on the Bible or by holding up his right hand and "swearing." But Bibles and taking oaths do not make a truthful man any more truthful nor an untruthful man any less so. A man is dishonest who pays a bill simply because it is collectible and not because it is a just debt.

A woman ran into my house the other day, but would not sit down, "because she had left all the doors unlocked," although we live in a very quiet neighborhood and it was midday. She probably had no very definite idea of danger from thieves, but simply felt safer when her house was locked. When I told her that I did not care whether my doors were locked, even at night, she declared "she could never sleep a minute if she did not know that her doors and windows were securely fastened." But facts prove that thieves, professional and otherwise, have a way of ignoring locks, and I told her that the only time I ever had anything stolen was when my house was locked and I had the keys with me in another city. But, even with this experience, I told her that I could not afford to hold the thought of fear and suspicion. One had better be robbed once in a lifetime than to be a lifetime expecting to be.

An honest looking farmer comes to town with some butter. His wife has weighed it and told him the amount, but the grocer pays no attention at all to his statement, but finds out for himself. In fact, the farmer is so used to having his knowledge of the matter ignored that he does not seem to feel at all annoyed by it. This same grocer would be quite indignant if his customers should ask to see everything that he sells them weighed or measured. They are not only expected to take his word concerning the amount, but also concerning the quality of the goods. If he says a jar of butter is good they are expected to take it on his recommendation, as well as to accept his statement of its weight. If a customer ventures to object to some article purchased at his store she is dubbed disagreeable and hard to suit. Yet he will taste and reject, haggle with the poor farmer and get the best of the bargain always.

The tendency to want a little more than one's money's worth is a somewhat universal evil. The world is calling for bargains and to read the advertising columns one would suppose that nothing is sold, from a house to a handkerchief, except at a "great bargain." "One-half off," "One-third off," "Great closing out sale," "Immense reductions," etc., etc., fill the advertising columns of our papers. Read the list of houses and lots for sale. Each one is offered at "a great sacrifice"—in fact, for less than it would cost to build the house and have the lot thrown in, or less than to buy the lot and have the house thrown in. But everybody is looking for a bargain and the unreasonableness of the advertisement is not thought of. We may not get the house nor the hand-

kerchief for a cent less than its value, but we certainly hope to do so, and take great satisfaction in believing that we have. "Getting rid of stock before inventory," "Goods slightly damaged by fire," "Moving into new quarters," "Going out of business" and many other reasons are given for great reductions and blue ribbon tags. Just how the poor merchant makes a living it is difficult to imagine, but the readiness with which the public respond to these generous offers suggests a great willingness in human nature to get as much as possible for as little money as possible.

But it was not of this inordinate love of bargains that I started to write, but of the deplorable lack of confidence we have in one another. And just as many a child has been taught to lie by not believing him, so do we make liars of people by wanting to get more than the worth of our money. In fact, lying for selfish ends is so common in business that it does little harm except from a moral standpoint, because we do not believe the statements that are made, or take at least commercial statements at a heavy discount. This common tendency to overstate or understate facts has doubtless its foundation in the avarice of the human race, and both lead to dishonesty. Hence are employed expert accountants to look over ledgers, milk inspectors, examiners of scales and measures, plumbing inspectors, pure food promoters—now and then, to our sorrow, we employ poor food promoters in our kitchens. We have testing apparatus of all description. We have mortgages to make a man keep the promise he has made in his note. It never occurs to him to ask for money with simply his signature under "I promise to pay, etc.," unless he has something back of his promise in the shape of security. We have lawyers to ferret out frauds, to defend the innocent and prosecute the guilty—although frequently matters are badly mixed, the innocent being prosecuted and the guilty defended. Many things are in vogue to protect us against so-called respectable people, and we have double locks, intricate safe combinations, watch dogs, loaded pistols, policemen, detectives, etc., to protect us against people not called respectable.

But the question often comes to me, Would not the world be far better without being so closely watched? I was once told by the Superintendent that one of the young men I had in my school room would require very close watching as he was always a disturbing element. I made him, instead of watching him, a sort of assistant. I left him in charge of the room if I had to leave it. I showed him, in every possible way, that I depended on him and trusted him, and I never had a more exemplary pupil.

I have often wondered at the condition of fair dealing that must have prevailed in a primitive town in Ohio.

One of the "oldest inhabitants" tells this for a fact: The farmers about there used to come in with one or two bushel baskets of berries, a quart measure and a little box for money and leave them in some central place, returning at night for their empty baskets and money. Whoever wished would measure out what he wanted and deposit the change in the paper box, that was not guarded by any one all day. Whether this is merely an old settler's yarn or not, it is true that the world would be vastly better if people were assumed to be honest and upright. Two statements that metaphysicians often make are worth thinking about: One is that we only see those bad qualities in others that exist in ourselves; the other is that, by constantly affirming the good and not the evil, the latter will in time cease to exist.

H. A. Randolph.

A Great Railway.

The Chicago, Milwaukee & St. Paul Railway Co. owns and operates 6,600 miles of thoroughly equipped railway. It operates its own sleeping cars and dining cars, and the service is first-class in every respect.

It traverses the best portion of the States of Illinois, Wisconsin, the Upper Peninsula of Michigan, Iowa, Missouri, Minnesota, South and North Dakota.

It runs electric lighted, steam-heated trains.

It has the absolute block system. It uses all modern appliances for the comfort and safety of its patrons.

Its train employes are civil and obliging.

It tries to give each passenger "value received" for his money, and

It asks every man, woman and child to buy tickets over the Chicago, Milwaukee & St. Paul Railway—for it is A Great Railway.

Time tables, maps and information furnished on application to Robert C. Jones, Michigan Passenger Agent, 32 Campus Martius Bldg., Detroit.

From Experience.

Mrs. Enpeck—I learned to-day that "Bob" Smith and Mary Jones were secretly married ten months ago. Just think of it! Married nearly a year and nobody the wiser!

Mr. Enpeck—Oh, I don't know. I'll bet Smith was a whole lot wiser before he had been married a month.

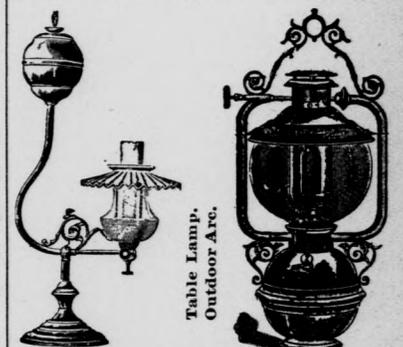
A harvesting firm in the West has made an automobile grass mower that cut twenty-two acres of grass in nine hours, using a five-foot sickle bar.

Double the Stock

of Robes and Blankets are here for you to choose from as we had last season and we thought we had a pretty good stock then. Especial, good things in blankets. If you have not a price list we will send you one. It is a good time to place your order if that important thing has not already been done.

Brown & Sehler,
Grand Rapids, Mich.

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.

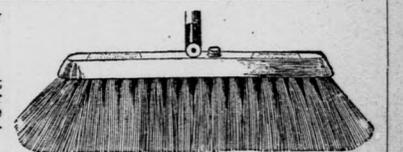
ADVENT OF DUSTLESS SWEEPING

Dustless sweeping is now made possible by the use of The "World's Only"

SANITARY DUSTLESS FLOOR BRUSH

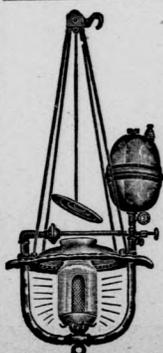
This brush contains a patent reservoir that distributes kerosene oil throughout the fiber of the brush, causing the dust to roll in little pellets instead of rising. Special inducements to dealers. Write for particulars.

MILWAUKEE DUSTLESS BRUSH CO., 121 Sycamore St., Milwaukee, Wis.



PASSING OF THE STRAW BROOM

Halo Lamp, 400 Candle Power



Cheaper than a Candle

Many hundred times more light from the

Brilliant and Halo Gasoline Gas Lamps

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

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

George Bohner

100 Candle Power



Clerks' Corner.

The Whistle as a Means of Commercial Reform.
Written for the Tradesman.

Jim Hapgood, a bachelor, middle-aged and crusty, kept the village store over in Coventry. His clerk left him "all of a sudden" one Saturday right in the midst of things and for a fortnight he got along without anybody. "It seemed so good after the cuss had gone" that he made up his mind he wouldn't have another bother if he could possibly get along without it. The busy time in the fall had come, however, and the trade was good and he must have somebody and before the end of the third week came around it was generally known that Jim Hapgood wanted a man in his store.

Nobody came. "Time enough to git into hot water—bilin' hot—when ye have to," the desirable helping element declared, and they kept declaring until Jim was worked almost to death. Then one Saturday morning in walked Joe Woods and wanted to go to work for "a dollar a day and found."

When the news went out that Joe Woods had gone to work in the store everybody looked everybody in the face, laughed and guessed "the world's comin' to an end, or suthin'!" Then they guessed that deal wouldn't last long and gave Joe just two weeks to get out—what was left of him, for "that air Jim Hapgood's the wust blamed skunk t' git along with there is in seven counties;" and the eyes of the community were turned upon the village store.

All that Saturday there was too much to do to find fault, had Hapgood been inclined that way; but he wasn't. He only knew that Joe, who didn't look as if there was stuff enough in him to wrap up soap, was not only doing that like so much chain lightning, but was taking everything else in the same way and doing it as if he was enjoying it; and Jim was so glad to be helped that he felt as if he never again would find fault with anybody. The day ended with him in that frame of mind and he actually came within one of praising the clerk, a thing that he had never been known to do.

It happened that Joe Woods wasn't working for praise. He had queer notions about work and wages, young as he was. He thought as long as there was something to be done and he was hired to work that he had to keep at it and stop only when there was nothing more to do; so when night came he kept going—supper be hanged—until with a satisfied "There!" he took a long breath and started for home. He had simply done his work and that was all there was to it. Along about ten that night Jim expected an outbreak—that's what the rest of them did—but this boy kept right on and when all was over went off down the road whistling. That was the boy to have. He'd keep him as long as he'd stay and he hoped that it would be forever. He forgot all about it on Monday and was the same Jim Hapgood that nobody ever did or could suit; and he began on Joe the minute he got inside.

"Didn't I tell you to sweep out under the counter, you little blankety, blankety slouch?"

The boy Joe—he was hardly seventeen—stopped in the act of breaking the string that bound the sugar he had done up and looking with a pleased wonder in Jim's face said, "Just say

that in just the same way again, will you? I believe I can whistle it. Go ahead."

Thrown out of his mental equilibrium by the looks of the lad and his question, the storekeeper first stared at him, then glared and then with an oath wanted to know what he meant.

"Just what I say. As you said that, there seemed a kind of a ring to it. La-le-le, la-la-la, la! Hear it? Say it again. See if I can't catch it.—Aw! Come!—I got it any way. Listen;" and with a most musical whistle, he produced a few notes that were very suggestive of the notes of the meadow lark or of the blue bird, as the idea may strike the reader.

Well, Jim Hapgood wasn't the man to let a little thing like that interfere with what he conceived his bounden duty and it wasn't a great while before he found something else to find fault with and he went at his clerk in the same meat-axe way. Unconsciously he brought out again the blankety, blankety, blank! and Joe instead of resenting it or showing the least annoyance kept right on with his work, something like an amused smile creeping into his eyes as he whistled or fluted—it sounded like that—to himself: "Who-o-o! Who-o-o! Who!"

He repeated the musical refrain again and again, seeming to get considerable enjoyment out of it, and after Jim had heard it a few times he stopped in his work at the desk and watched the whistler. As he listened his nostrils began to dilate and his eyes to glare. Was that little—no matter what he thought, he didn't say it—making fun of him or swearing back at him?—that's what he wanted to know. There was no trace of resentment in Joe's good-looking face. His hands were busy and the work was buzzing—no mistake about that—and, good heavens! couldn't a fellow whistle at his work if he wanted to? Yes; but he wasn't going to have any dash, dash clerk whistling oaths at him, and, absurd as it was, Jim Hapgood got so wrought up over that whistle and at what he thought it meant that at last he shouted to Joe, at work then in the back store, that if he didn't stop his noise he would break his something neck!

The music stopped, but that didn't make things any better. That whistle with its blankety, blankety, blank, still sounded in Hapgood's ears and it wasn't long before he found himself humming it and then, first he knew, he was trying it with a half-smothered whistle.

For one good day that thing went on in just that fashion; and then the man's good sense came to him and told him not only what a fool he was, but had been for lo! these many years. Then as a matter of course he went over his relations with this Joe Woods and he began to be ashamed of himself; and when a man reaches that point the rest follows as a matter of course. It did in this case. He stopped his foolishness and the swearing that went with it. Then as that went out the reverse came in; and a man can't pass from one such extreme to the other without showing it. Jim Hapgood showed it and he showed, too, that the task was no easy one. More than once he had his setback when the air was not only blue but lurid and then out of the haze and the sulphur came that flute like whistle of Joe Woods' and "Richard was himself again."

Of course people wondered, but they never knew until the other day what brought it all about, and they wouldn't

have known then if Joe before a whole storeful hadn't whistled down a tempest that came like a thunderbolt from a cloudless sky. That called for an explanation and for the next ten days the village and farming neighborhood of Coventry were lively with Jim Hapgood's blankety, blankety, blank, set to Joe Woods' musical whistle.

Richard Malcolm Strong.

A Mascot.

"Your friend, Colonel Kaintuck, has opened a new hotel."

"That so? What does he call it?"

"He has given it his own name."

"Good idea! If there's anything in a name it will be full all the time."

The faith of a girl, the hand of a friend, the song of a bird, earth's green and a child's laughter are the wonderful work and woof of the verses of the poet.



Get our prices and try our work when you need

Rubber and Steel Stamps
Seals, etc.

Send for Catalogue and see what we offer.

Detroit Rubber Stamp Co.
99 Griswold St. Detroit, Mich.

Grocerymen

We give you the trade discount when you buy your goods, and do not ask you to wait 60 or 90 days for the same, nor do we want your money to do business with. Consult your interest and place your next order for CRACKERS and BAKED GOODS with

E. J. Kruce & Co., Detroit, Michigan

Not in the Trust

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

Commercial Travelers

Michigan Knights of the Grip

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

United Commercial Travelers of Michigan

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

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

Senior Counselor, W. R. COMPTON; Secretary-Treasurer, L. F. Baker.

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

Gripsack Brigade.

Lyons Herald: Walter Herrick is on the road for the Herrick Casket Co.

Traverse City Record: R. E. Samis will leave this city Monday for Peoria, Ill., where he will be agent for half that State for a machinery company. Mrs. Samis will follow him about the middle of November.

Belding Banner: H. S. Campbell, representing the Ballou Basket Works, left Tuesday on a Southern trip, covering eight states and going as far south as Texas. He will not be home again until the holidays.

Cornelius Crawford's mare, Queen Exum, won three heats in the 2:40 trot at Angola, Ind., on Oct. 11, making three races she has won within two weeks. "Crawf." has raised the price of his nag to \$2,000 and is stiff in the neck at that.

Hudson Gazette: Hudson should feel complimented over the fact that our fellow-townsmen, Gilbert Seewald, has been selected from among the traveling salesmen of the Morgan & Wright people of Chicago to represent the interests of that extensive corporation on a trip through Cuba.

The Grain Market.

Wheat has been in favor with the buyers. There was more trading than usual of late. Cash wheat is very strong and this is especially the case in winter wheat, which sells at a premium of 2c per bushel over spring. Although the receipts in the Northwest were large, exports kept pace. While the bears claim there is no foreign demand for wheat, it seems to be moving out, so that the visible only increased 734,000 bushels. Some claim our crop was 720,000,000 bushels—this is by private crop statisticians—while the Government makes it about 100,000,000 bushels less. If these private reports are correct, what on earth is the use of Government crop reports? If with its vast facilities and expense of keeping it up, it is so far out of the way, the Government had better drop the reports. Or, if the private reports are true, where is the wheat and why so high and scarce? There is over 16,000,000 bushels less in sight than last year, when we had a short crop. It looks as though the receipts at interior points were holding off, especially in the Northwest, as the report of receipts to-day were only 835 cars, while last week they is 1,384, and on the corresponding day last year 1,073. With the rainy season coming on, receipts will be less.

Corn has been rather slow. The visible was reduced by 600,000 bushels during the week, but the price did not follow wheat up. It was hardly as strong as a week ago, while better prices were anticipated, owing to the receipts being less, but the probable cause is exports have been about 33,000,000 bushels less than last year, as prices are so high an-

imals are fed the wheat foods. Especially is this so in the Northwest, where the price of corn seems to be higher than wheat. Of course, this will cut a figure later on.

Oats are very strong, being 1c a bushel higher. It looks as though they will remain so and may go higher, as the supply does not seem equal to the demand.

Rye has been neglected and prices remain stationary, with a downward tendency. There is more rye pressing on the market than there is demand for. Another factor is that there is more rye being raised than in years past. In some sections considerable more is grown than wheat, as the insect does not seem to attack the rye as it does the wheat plant.

Beans have been stronger and it looks as though prices would remain high unless consumption should be less. Prices are about 10c per bushel higher than at the last writing.

The flour trade is good, as this is the time when dealers lay in their stock. It is also the cheapest food and consumption will be more than usual.

Mill feed is still in demand and prices are well sustained at \$17 for bran and \$18 for middlings to jobbers.

Receipts of grain have been as follows: wheat, 61 cars; oats, 2 cars; beans, 3 cars; straw, 1 car; corn, 10 cars; flour, 4 cars; hay, 2 cars; potatoes, 7 cars.

Millers are paying 70c for wheat.

C. G. A. Voigt.

Two New Wholesale Grocery Houses.

Ishpeming, Oct. 11—Carpenter, Cook & Co., wholesale grocers of Menominee, have decided to open a house in this city with a stock of between \$50,000 and \$100,000. It will be independent of their house at Menominee and will cover the iron and copper districts. They will occupy the building recently vacated by the I. E. Swift Hardware Co., and be in the field as soon as the building can be fitted up.

Oct. 14—A corporation composed of Ishpeming men is about to be organized for the establishment of a wholesale grocery house here with a capital of \$100,000. An option has been secured on F. Bradstad & Co.'s big warehouse, the largest structure of the kind in the county. The Carpenter, Cook Co., of Menominee, to-day started preparing for the opening of their new wholesale grocery house here.

Saginaw Knights After a State Office.

Saginaw, Oct. 16—Saginaw Knights of the Grip are entitled to one of the State offices.

We want to select a candidate on Saturday evening, October 19.

We want you there to express your personal preference.

On this occasion we will observe the following program: From 8 p. m. to 9:30, a business meeting to make arrangements for State meeting at Lansing, such as appointing committees, etc.; from 9:30 to 1:15 a musical entertainment by the best talent in Saginaw; from 10:15 to 11:30 a sumptuous banquet, with two stirring addresses of interest to you, by President John C. Sonnenberg and Senior Councilor M. V. Foley.

G. Moorhouse, Sec'y.

Niles—The plans and specifications for the buildings to be erected for occupancy by the National Printing & Engraving Co., of Chicago, are now in the hands of the building committee and bids will be solicited. The buildings will cost \$15,000. The company will employ 100 men and will pay out \$60,000 per year in wages for five years, after which they are to receive a deed to the buildings. During the five years they are to pay the interest on the city's investment.

TO FILL THE CHURCHES.

One of the problems with which preachers are always wrestling is how to fill the pews. Various schemes are resorted to and efforts put forth in many ways to make the services attractive. The chief feature must of course be the ability of the clergyman, but this can be supplemented by a beautiful audience room, fine music and social advantages offered through the aid of members of the church and congregation. A successful American actor, comparing his own vocation with that of the pastors, said the reason why his profession drew better houses than the churches had on Sunday is that the ministers tell truths as if they did not believe them, whereas the actor speaks untruths as if he believed every word. This is simply a charge that clergymen, as a rule, are not sufficiently earnest in the delivery of their sermons. Effective earnestness does not necessarily mean shouting at the top of one's voice so as to be heard anywhere within two blocks of the sacred edifice. But there is or may be something in every speaker's manner which impresses his hearers that he is in full sympathy with what he is saying and that his utterances come straight from his heart.

Sincerity is the prime essential in securing converts to any view, secular or religious. Many sermons are prepared as essays on some ecclesiastical theme and read to the congregation in much the same way as the announcement of a Sunday school concert or a missionary tea. But another fault and another reason why a proportion of clerical addresses fail to interest the people is that there is nothing in them worthy to arouse earnestness either in speaker or hearer. The comic sermon on "Old Mother Hubbard" does as a fair sample of a good many Sunday discourses. There is not enough real thought or originality in them to detract and hold attention. Any intelligent person likes to hear a good speech on any subject, religious or otherwise, whether they agree with the argument or not. Some sermons lack practicality and application. They deal with things a thousand years old, dry doctrines and theological dogmas, leaving out live issues. Then, too, most ministers are fearfully afraid of anything that might flavor of humor or wit, some because they have none but more because they think it out of place. A pointed reference or a sharp turn often serves to impress a truth better than it could be done in any other way. An occasional bright remark is not undue or undignified levity. The great actor may have been right in a measure about the clerical lack of earnestness, but there are other and equally as good reasons why pulpit oratory does not draw crowds.

Knew That the Tax Commissioners Were Around.

Negaunee, Oct. 16—The announcement of the closing out sale of the Davidson stock has caused quite a disturbance among the other merchants handling similar lines of goods in Negaunee. The competitors of the Savings Bank store do not propose to be outdone by Davidson, and they are going to get a portion of the trade that would naturally go to him during his slaughter sale. There are four large dry goods firms in Negaunee. All have issued bills advertising cut prices, each assuring the public that its sale is the "only real" cut down one of the lot.

Across the front of each store is a banner that surpasses anything of the kind ever put out in the city in dimensions and promises of bargains within.

There seems to be a desire on the part of the merchants to outdo each other in the amount of cloth and paint used. The entire front of the building from the top of the lower windows to the roof furnishes none too much space for the announcements made.

One of the most amusing things about the closing out sales is the size of the stocks advertised. One firm is slaughtering \$30,000 worth of goods, another \$50,000 worth, and so on. Joe Lowenstein, who never lets a competitor get the start of him on "hot air" statements as to the amount of stock being slaughtered, was outwitted this time. Not exactly outwitted, but rather scared out. He knew the tax commissioners were in the neighborhood and he has learned from experience that it is not always best to advertise too large a stock. So instead of attempting to convey the impression that his stock is worth anywhere from \$10,000 to \$25,000 more than any carried by his competitors, his bills and signs simply announce that he has an "immense" stock that will be sold out regardless.

Pumpkins Are In.

From the Louisville Post.

The pumpkin has now come to stay a spell with us. For many weary months we have longed for the savory pumpkin pie in vain and have had to content ourselves with the inferior article, made of peaches and apples, which have striven for, but have never attained, the point of appreciation reached by the yellow pumpkin pie, the joy and solace of our Puritan ancestors. The market stalls are piled high with the smooth yellow fruit, each tinged with a frosty whiteness, and soon the hotels, the restaurants and private establishments will be serving the glorious pumpkin pie to delighted feasters. With the pumpkin comes to us a breath of frosty fields, where the corn has been shocked and the rugged furrows are dotted with the yellow fruit.

The leaves in the distance are golden and red and brown, and the air is crisp and frosty from the approach of winter. The wood fires are sending up spirals into the cloudless sky and the air is tinged with the perfume of nuts, fruit and burning hickory. But we can't all be in the country and see this, so we take it out on the pie, and the maker thereof waxeth prosperous.

His Priest Made Him Laugh.

"A few Sundays since," said a young Catholic clergyman, "I took occasion to remind my congregation, which is located in a Northern Michigan town, that I needed some money for necessities in connection with the church. 'With winter coming on,' I said, 'we will need plenty of coal. The church must be kept warm, both for the comfort of the congregation and for the preservation of the building. The collections during the service to-day and next Sunday will be devoted to the coal fund.' Just at this point Ned Flannigan, one of the oldest parishioners, who occupied a front pew, began to laugh. I was rather indignant, and when church was over I hurried out of the sacristy and took Flannigan to task for laughing. 'What do you mean by such conduct, Flannigan?' I asked. 'Faith, I couldn't help laughin', Father,' he explained. 'That was a purty good sthiff you give the people about the coal. What would you want coal to hate the church for when 'tis hated be steam?'"

A Tight Fisted Trustee.

"Yes, he put all his property in his wife's name to escape his creditors, but he isn't any better off."

"How's that?"

"Why, she won't lend him even five cents."

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

Name	Term expires
L. E. REYNOLDS, St. Joseph	Dec. 31, 1901
HENRY HEIM, Saginaw	Dec. 31, 1902
WIBT 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.

Simple Chemical Experiments for the Drug Clerk.

What a splendid opportunity the drug clerk has for acquiring a knowledge of experimental chemistry, yet how seldom does he avail himself of the ready means at hand. The clerk, especially in the country towns, usually has several hours a day which may be devoted to any subject he may prefer, and the object of this article is to induce him to spend some of that time on a few of the simple tests which are so easily made and which are of such permanent value.

I fear that too often the words chemistry, analysis, test, experiment, and many similar words convey too serious a meaning to the student. One thinks of costly and elaborate apparatus, rare chemicals, expensive books, and years of college training as a prerequisite to such work: true, they represent all that and much more to the earnest student who devotes his life to such work, but they have a beginning, and it is of this beginning that I wish to write. For instance, how easy it would be to heat some red oxide of mercury or chlorate of potassium in a small glass tube, sealed at one end, and then introduce a splinter with a live coal; the coal will burst into a flame. If chlorate of potassium is used it is better to add a little manganese dioxide, which aids in liberating the oxygen.

If you have a heavy colorless crystalline substance, having a sweetish taste, treat it with a little sulphuric acid, and if it give an odor of acetic acid, you probably have acetate of lead, or sugar of lead, as it is commonly called. Heat on a small piece of charcoal, and see if you get a soft metallic bead of lead. Lead carbonate, oxide, nitrate, etc., give the same charcoal reaction.

Rub a little mercury and chalk on a copper penny, and you will have what the "fakir" calls a silver plate.

The carbonates and bicarbonate liberate carbonic acid, which is a heavy gas, and will extinguish a lighted taper when introduced into a tube containing it. Heat a small crystal of nitrate of silver on charcoal and you will get "free silver."

A very interesting experiment, and one that gives you a glimpse into the realm of organic chemistry and the manufacture of synthetic products, is the artificial production of oil of wintergreen. Heat a small quantity of sulphuric acid, salicylic acid, and wood alcohol together, and you will get the odor of oil of wintergreen. Oil of wintergreen is composed principally of methyl salicylate, and salicylic acid when heated with methyl alcohol in presence of sulphuric acid forms this compound. This experiment may be used as a test for either wood alcohol or salicylic acid.

Treat some ammon. chloride with potash or lye and you will liberate ammonia gas.

To determine whether your alum is ammonia alum or not apply the same test.

Heat some common salt (sodium chloride) and sulphuric acid and you will generate hydrochloric acid, but if a little manganese is added you will liberate the very poisonous yellow gas, chlorine. Be careful not to inhale this gas, as it is very irritating to the throat and nasal passages.

Perhaps you did not know that iron would burn; then you have never watched the blacksmith as he drew a heated iron from the forge and by striking it made the small particles of iron fly away, burning brilliantly. You can perform the same experiment on a small scale by dropping some reduced iron into a gas or alcohol flame, or very fine steel wire, such as is used by the jeweler, and it will burn brilliantly. It is the iron uniting with the oxygen of the air, just as the splinter did when burned.

Dissolve a little boracic acid in some alcohol and ignite it and observe the beautiful color imparted to the flame. If no boracic acid is at hand use borax and add sulphuric acid, which will make sulphate of soda, and liberate boracic acid, which gives the color test. It is a very easy matter to distinguish between calomel and corrosive sublimate: one is soluble and the other not; one gives a black mixture, the other a yellow one, when mixed with lime water. When sulphur is burned you get sulphur dioxide, the familiar odor of burning matches. It is from this gas that sulphuric acid is made.

There are a number of tests to distinguish iron, copper, and many other substances found in all drug stores, and the only wonder is that drug clerks do not make use of their spare moments and lay the foundation for the study of chemistry, which will bring many pleasant and profitable hours. These tests and experiments are so simple that I am sure no one need hesitate to try them, and then, perhaps, they will want to know the why.

One's Own Specialties.

In making and selling your own line of specialties, do not hesitate, says P. H. Wilson, of Staunton, Va., to spend a little money for the neatest and most attractive package you can find for your preparation, and have it a little larger than those of a similar nature you obtain from your jobber, as the matter of size goes a long way with a certain class of trade. Remember that the more attractive the appearance of the preparation the more easily it is sold. Looks also go a good way. You will find the few cents extra spent for a pretty bottle and a neat label over a poor one money well sent. Make the preparation as good as any one could make it and put your own name on it. An attractive preparation that has a real merit—the kind a customer will return for—is a good advertisement for the store sending it out. In all the smaller towns at least most of the customers coming to the drug store are personally acquainted with the proprietor, and have such confidence in him that they would prefer taking a remedy made and indorsed by him to taking one made by some one who is entirely a stranger to them. Do not hesitate to guarantee your own remedies. Very few will ever come back, and you can afford to refund the price of one occasionally. Always remember, however, to refund money as cheerfully as you receive it, and impress your customer with the fact that you want him pleased more than you want his money. A dissatisfied customer is a poor advertisement for any business.

Poison Cases in Wisconsin.

At the recent meeting of the Wisconsin Pharmaceutical Association, the State Board of Pharmacy reported that of sixty-two cases of poisoning which had occurred in the State during the past year, fifteen had recovered. Carbolic acid, as usual, headed the list of poisons, this substance having been used in forty cases, six of which resulted in recovery. Opium had been used in eight cases, with four recoveries. Other agents used were Paris green, "rough on rats," "wood" alcohol, chloroform, strychnine, aconite, belladonna, and sulphuric acid. No information was given as to whether these cases were suicidal ones or not, but doubtless most of them were. It was stated that no case of poisoning from the error of a pharmacist had arisen during the past year. We may here remark that the number of cases in which carbolic acid figured reminds us of a discussion which developed at this year's meeting of the Michigan Pharmaceutical Association. It was made evident that pharmacists are often confronted with cases of poisoning by this agent; and the testimony indicated that by all means the most effective antidote yet discovered was alcohol, which may be used in the form of whisky, and which may be administered liberally without fear, there seeming to be some neutralizing action between the alcohol and the acid which prevents the development of alcoholism from over administration of the whisky.

The Drug Market.

Opium—Is weak and tending lower. Advices from primary market show sales at lower prices with prospects of further decline.

Morphine—Is firm at unchanged prices.

Castor Oil—Is very firm at the advance and higher prices are looked for.

Cod Liver Oil—Is firm and tending higher as the consuming season approaches.

Insect Powder—Flowers continue to advance and the tendency of the powder is upward.

Oil Sassafras—Is very firm and tending higher.

Oil Peppermint—Continues to advance and there is no doubt about there being a short crop.

Oil Wormwood—Is very scarce and has been advanced.

Gum Shellac—Is advancing rapidly, on account of unfavorable crop reports, and it is estimated that there will be a large shortage.

Digestible Milk.

Dr. R. T. Edes suggests a new method of preparing milk where other methods have proven unsatisfactory. A pint of milk is gently warmed. Into it is dropped, very slowly and with constant stirring, about twenty minims of dilute hydrochloric acid. The milk should be stirred until it cools. In this way a very fine flocculent coagulum is produced, floating in the whey, which is easily accessible to the digestive secretions, while the whole fluid has lost somewhat of the flat and cloying taste which makes it unacceptable to so many. It will be noticed that milk prepared in this way differs from the various wheys in the highly important particular that the casein is retained and used, instead of being separated out as a distinct product, while it avoids the bitterness of pancreatinized milk.

To Prevent Bumping in Distilling.

Flask distillation of alcohol from solutions in analytical work is rendered annoying by reason of the bumping of the liquid, observes Prof. H. V. Army, in the Pharmaceutical Era. This can be relieved by the passage of air through the distilling liquid, employing slight modification of the method used

in vacuum distillation. For ordinary flask distillation, the apparatus consists of an inverted flask, filled with water, and provided with an appropriate air vent. This flask is connected with the ingress tube of a bottle serving as air chamber, the exit tube of which is connected with a glass tube passing through the cork of a distilling flask. The end of this tube, drawn to a capillary dips beneath the surface of the distilling liquid. As water drops from the inverted flask into the bottle the air in the latter is expelled and passes into the distilling flask a steady stream of bubbles, and these stop bumping more effectively than talcum, pumice, or platinum. It is needless to say that the air finally escapes through the condenser.

An Electrical Window.

A unique device for attracting attention from passersby is employed in the Twentieth Century Drug Store at 92 State Street, Chicago. A large static machine is placed near the window, the opposite poles being connected by upper wires to a series of short pieces of platinum wire glued to a long strip of glass suspended across the inside of the window. The small interstices between the ends of the numerous pieces of platinum wire cause brilliant sparks whenever the electrical current is generated, and the whole display gives somewhat the effect of miniature flashes of lightning. The window is filled with all sorts of electrical devices used by physicians, and even by other experimenters with the electrical force. The display is an attractive one and draws many people into the store, and many more it causes to stop in front of the window and peer within.

One Way to Know.

Dorothy—How would you define a gentleman?

Katharine—Well, my idea of a gentleman is a man who looks and acts like a gentleman, even when he isn't dressed like a gentleman.

Big Value Assortment

Fancy Art Calendars for 1902
Drops, Turn-Overs and Fans

100 popular priced calendars put up in nice box, as follows:

50 calendars, ass't 10 kinds at 10c	\$5 00
25 calendars, ass't 8 kinds at 15c	3 75
15 calendars, ass't 6 kinds at 20c	3 00
10 calendars, ass't 10 kinds at 25c	2 50

Total Value at Retail \$14 25
Trade Discount 40% 5 70

Net Price to Dealers \$8 55

Sent prepaid when cash accompanies the orders. These calendars are the largest and best for the money in the market. Order early.

Fred Brundage,

Drugs, Holiday Goods and Stationery,
Muskegon, Mich.

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

WHOLESALE DRUG PRICE CURRENT

Advanced—Oil Wormwood, Oil Peppermint, Gum Shellac. Declined—Opium.

Table listing various drugs and their prices, including sections for Acidum, Ammonia, Aniline, Balsamum, Extractum, Ferru, Flora, Folia, Gummi, Magnesia, and Oleum.

Table listing various drugs and their prices, including sections for Menthol, Selditz Mixture, Linseed, Neatsfoot, Paints, and Varnishes.

HOLIDAY GOODS advertisement for Hazeltine & Perkins Drug Co., Grand Rapids, Michigan, featuring decorative borders and promotional text.

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

- Canned Tomatoes
Sultana Raisins
Poppy Seed
Anise Seed

DECLINED

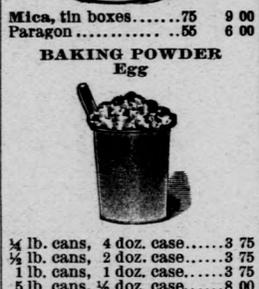
- California Prunes
Mackerel
Smyna Figs
Corn Syrup
Rolled Oats

Index to Markets
By Columns

Table listing various grocery items and their prices, organized by columns A through Y.

1 AXLE GREASE

Table listing axle grease products like Aurora, Castor Oil, Diamond, etc.



BAKING POWDER

Table listing baking powder products like Egg, Jaxon.



BATH BRICK

Table listing bath brick products like American, English.

BLUING

Table listing bluing products like Arctic, Standard.



BROOMS

Table listing broom products like No. 1 Carpet, No. 2 Carpet, etc.

BRUSHES

Table listing brush products like Scrub, Shoe, Standard.

2 Stove

Table listing stove products like No. 3, No. 2, No. 1.

BUTTER COLOR

Table listing butter color products like W. R. & Co.'s, 15c size, etc.

CANDLES

Table listing candle products like Electric Light, 8s, 12s, etc.

CANNED GOODS

Table listing various canned goods like Apples, Blackberries, Beans, etc.

CHOCOLATE

Table listing chocolate products like German Sweet, Premium, etc.

COCOA

Table listing cocoa products like Cleveland, Colonial, etc.

COCOA SHELLS

Table listing cocoa shell products like Less quantity, Pound packages, etc.

COFFEE

Table listing coffee products like Special Combination, French Breakfast, etc.

CHEESE

Table listing cheese products like Acme, Amboy, Carston City, etc.

CHEWING GUM

Table listing chewing gum products like American Flag Spruce, Beeman's Pepsin, etc.

3

Table listing tomatoes and catsup products.

CARBON OILS

Table listing carbon oil products like Ecocene, Perfection, etc.

CHEESE

Table listing cheese products like Acme, Amboy, Carston City, etc.

CHEWING GUM

Table listing chewing gum products like American Flag Spruce, Beeman's Pepsin, etc.

CHICORY

Table listing chicory products like Bulck, Red, Eagle, etc.

CHOCOLATE

Table listing chocolate products like German Sweet, Premium, etc.

CLOTHES LINES

Table listing clothes line products like Cotton, 40 ft., 60 ft., etc.

COCOA

Table listing cocoa products like Cleveland, Colonial, etc.

COCOA SHELLS

Table listing cocoa shell products like Less quantity, Pound packages, etc.

COFFEE

Table listing coffee products like Special Combination, French Breakfast, etc.

CHEESE

Table listing cheese products like Acme, Amboy, Carston City, etc.

CHEWING GUM

Table listing chewing gum products like American Flag Spruce, Beeman's Pepsin, etc.

CHICORY

Table listing chicory products like Bulck, Red, Eagle, etc.

4

Table listing Mexican products like Choice, Fancy, etc.

GUATEMALA

Table listing Guatemala products like Choice.

JAVA

Table listing Java products like African, Fancy African, etc.

MOCHA

Table listing Mocha products like Arablan.

PACKAGE

Table listing package products like Ar buckle, Dilworth, etc.

CONDENSED MILK

Table listing condensed milk products like Gall Borden Eagle, Crown, etc.

COUPON BOOKS

Table listing coupon book products like 50 books, any denom, etc.

CREDIT CHECKS

Table listing credit check products like 500, any one denom, etc.

CRACKERS

Table listing cracker products like National Biscuit Co.'s brands, Butter, etc.

SODA

Table listing soda products like Soda XXX, Soda, City, etc.

OYSTER

Table listing oyster products like Faust, Farina, etc.

SWEET GOODS-BOXES

Table listing sweet goods products like Assorted Cake, Belle Rose, etc.

RIO

Table listing Rio products like Common, Fair, etc.

5

Table listing sugar products like Sugar Squares, Sultanas, etc.

CREAM TARTAR

Table listing cream tartar products like 5 and 10 lb. wooden boxes, etc.

DRIED FRUITS

Table listing dried fruit products like Apples, Sundried, etc.

CALIFORNIA FRUITS

Table listing California fruit products like Apricots, Blackberries, etc.

CALIFORNIA PRUNES

Table listing California prune products like 100-120 25 lb. boxes, etc.

CITRUS

Table listing citrus products like Lemon American, Orange American, etc.

RAISINS

Table listing raisin products like London Layers, Loose Muscatels, etc.

FARINACEOUS GOODS

Table listing farinaceous goods products like Dried Lima, Medium Hand Picked, etc.

CEREALS

Table listing cereal products like Cream of Cereal, Grain-O, etc.

MACARONI AND VERMICELLI

Table listing macaroni and vermicelli products like Domestic, Imported, etc.

PEARL BARLEY

Table listing pearl barley products like Common, Chester, etc.

WALSH-DE ROO CO.'S BRAND

Table listing Walsh-De Roo products like Animals, Assorted Cake, etc.

PEAS

Table listing pea products like Green, Wisconsin, etc.

SAGO

Table listing sago products like East India, German, etc.

FLAVORING EXTRACTS

Table listing flavoring extract products like Vanilla, Lemon, etc.



JAXON Highest Grade Extracts advertisement with logo and product list.

6

COLEMAN'S
HIGH FOOT & JENNY CLASS
EXTRACTS

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

JENNINGS' FLAVORING
EXTRACTS

D. C. Lemon 75 2 oz. 1 24
D. C. Vanilla 1 00 3 oz. 1 60
3 oz. 2 00 4 oz. 2 00
6 oz. 2 00 8 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 7 @ 6
Hindquarters 10 @ 9
Loin 10 @ 13
Ribs 8 @ 12
Round 7 1/2 @ 8
Chuck 5 1/2 @ 6
Plates 3 @ 5

Pork

Dressed 8 @ 8
Loin 10 @ 10 1/2
Boston Butts 9 @ 9 1/2
Shoulders 9 @ 9 1/2
Leaf Lard 3 @ 3

Mutton

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

Veal

Carcass 8 @ 9

GRAINS AND FLOUR

Wheat

Winter Wheat Flour 70

Local Brands

Patents 4 20
Second Patent 3 70
Straight 3 50
Second Straight 3 30
Clear 3 10
Graham 3 40
Buckwheat 4 00
Rye 3 20

Subject to usual cash discount.

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

Ball-Barnhart-Putman's Brand

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

Worden Grocer Co.'s Brand

Quaker 1/8 3 75
Quaker 1/4 3 75
Quaker 1/2 3 75

Spring Wheat Flour

Clark-Jewell-Wells Co.'s Brand
Pillsbury's Best 1/8 4 45
Pillsbury's Best 1/4 4 35
Pillsbury's Best 1/2 4 25
Pillsbury's Best 3/4 paper 4 25
Pillsbury's Best 1/8 paper 4 25

Ball-Barnhart-Putman's Brand

Duluth Imperial 1/8 4 40
Duluth Imperial 1/4 4 30
Duluth Imperial 1/2 4 20
Lemon & Wheeler Co.'s Brand
Wingold 1/8 4 25
Wingold 1/4 4 15
Wingold 1/2 4 05

Omev & Judson's Brand

Ceresota 1/8 4 20
Ceresota 1/4 4 10
Ceresota 1/2 4 00
Ceresota 3/4 4 00
Worden Grocer Co.'s Brand
Laurel 1/8 4 20
Laurel 1/4 4 10
Laurel 1/2 4 00
Laurel 3/4 and 1/8 paper 4 00

Meal

Boiled 2 50
Granulated 2 75

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

7

INDIGO

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

JELLY

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

LICORICE

Pure 30
Calabria 23
Sicily 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 4 00
Export Parlor 1 35
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 22
Good 22

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

PAPER BAGS

Continental Paper Bag Co.

Ask your Jobber for them.

Glory Mayflower

Satchel & Pacific

Bottom Square

PARIS GREEN

Bulk 14
Packages, 1/4 lb. each 18
Packages, 1/2 lb. each 17
Packages, 1 lb. each 16

PICKLES

Medium

Barrels, 1,200 count 6 50
Half bbls, 600 count 3 75

Small

Barrels, 2,400 count 8 00
Half bbls, 1,200 count 4 50

PIPES

Clay, No. 216 1 70
Clay, T. D., full count 65
Cob, No. 3 85

POTASH

48 cans in case 4 00
Penna Salt Co.'s 3 00

PROVISIONS

Barreled Pork

Mess. 16 00
Back 18 10
Clear back 19 00
Short cut 18 50
Pig 21 00
Bean 17 25
Family Mess. 18 75

Dry Salt Meats

Bellies 10%
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. 13 1/2
Ham dried beef. 13 1/2
Shoulders (N. Y. cut) 13 1/2
Bacon, clear. 10 1/2
California hams. 8 1/2
Boned Hams. 17
Picnic Boned Hams. 13
Berlin Ham pr's'd. 9
Mince Hams. 9 1/2

Lards-In Tierces

Compound. 8%
Pure. 10%
Vegetole 8%
60 lb. Tubs. advance 8%
80 lb. Tubs. advance 8%
60 lb. Tins. advance 8%
20 lb. Palls. advance 8%
10 lb. Palls. advance 8%
5 lb. Palls. advance 8%
8 lb. Palls. advance 8%

8

Sausages

Bologna 6 1/2
Liver 6
Frankfort 6
Pork 8 1/2
Blood 6 1/2
Tongue 6
Headcheese 6 1/2

Beef

Extra Mess. 10 75
Boneless 11 50
Rump 11 50

Pigs' Feet

1/4 bbls., 40 lbs. 1 60
1/4 bbls., 80 lbs. 2 90

Tripe

Kits, 15 lbs. 70
1/4 bbls., 40 lbs. 1 25
1/4 bbls., 80 lbs. 2 25

Casings

Pork 21
Beef rounds 4
Beef middles 12
Sheep 65

Butterine

Solid, dairy 13 1/4
Rolls, dairy 14
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

RICE

Domestic

Carolina head. 6 1/2
Carolina No. 1 6
Carolina No. 2 5 1/2
Broken 5 1/2

Imported.

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

SALT

Buckeye

100 3 lb. bags 3 00
50 6 lb. bags 3 00
22 14 lb. bags 2 75
15 5 bbl. lots 5 per cent. discount.

Diamond Crystal

Table, cases, 24 3 lb. boxes. 1 40
Table, barrels, 100 3 lb. bags. 3 00
Table, barrels, 40 7 lb. bags. 2 75

Common Grades

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

Warsaw

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

Higgins

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

Solar Rock

56 lb. sacks. 25

Common

Granulated Fine. 85
Medium Fine. 90

SALT FISH

Cod

Georges cured. 6 @
Georges genuine. 6 1/2 @
Georges selected. 6 @
Grand Bank. 6 @
Strips or bricks. 6 1/2 @ 10 1/2
Pollock. 3 1/2 @ 10 1/2

Halibut.

Strips. 12
Chunks. 12

9

Whitefish

No. 1 No. 2 Fam

100 lbs. 7 50 3 25
40 lbs. 3 30 1 65
10 lbs. 90 48
8 lbs. 75 42

SEEDS

Anise 9
Canary, Smyrna. 3 1/2
Caraway 7 1/2
Cardamon, Malabar. 1 00
Celery 10
Hemp, Russian 4
Mixed Bird 4
Mustard, white. 7
Poppy 4
Cuttie Bone. 14

SHOE BLACKING

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

SNUFF

Scotch, in bladders. 37
Maccaboy, in jars. 35
French Rappee, in jars. 43

SOAP

B. T. Babbit brand—
Babbit's Best.
Beaver Soap Co. brands

GRAND PAS

WONDER SOAP

50 cakes, large size. 3 25
100 cakes, large size. 6 50
50 cakes, small size. 1 95
100 cakes, small size. 3 85

Bell & Bogart brands—

Coal Oil Johnny 3 90
Peekin 4 00
Detroit Soap Co. brands—
Queen Anne 3 15
Big Bargain 1 75
Umpire 2 15
German Family 2 45
Dingman Soap Co. brand—
Dingman 3 85

N. K. Fairbanks brands—

Santa Claus 3 25
Brown 2 40
Fairy 4 00
Fels brand—
Naphtha 4 00
Gowans & Sons brands—
Oak Leaf 3 25
Oak Leaf, big 4 00

JAXON

Single box 3 00
5 box lots, delivered 2 95
10 box lots, delivered 2 90

Johnson Soap Co. brands—

Silver King 3 60
Calumet Family 2 70
Scotch Family 2 50
Cuba 2 40
Rieker's Magnetic 3 95

Lautz Bros. brands—

Big Acme 4 00
Acme 5c. 3 25
Marseilles 4 00
Master 3 70
Proctor & Gamble brands—
Lenox 3 00
Ivory, 6 oz. 4 00
Ivory, 10 oz. 6 75

Schultz & Co. brand—

Star 3 00
A. B. Wrisley brands—
Good Cheer 3 80
Old Country 3 20

Scouring

Sapallo, kitchen, 3 doz. 2 40
Sapallo, hand, 3 doz. 2 40

SODA

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

SPICES

Whole Spices

Allspice 12
Cassia, China in mats 28
Cassia, Batavia, in bund. 22
Cassia, Saigon, broken 38
Cassia, Saigon, in rolls 55
Cloves, Amboyna 17
Cloves, Zanzibar 15
Mace 14
Nutmegs, 75-80 50
Nutmegs, 105-10 40
Nutmegs, 115-20 35
Pepper, Singapore, black 18
Pepper, Singapore, white 28
Pepper, shot. 20

Pure Ground in Bulk

Allspice 16
Cassia, Batavia 28
Cassia, Saigon 48
Crushed 5 45
Cubes 5 30
Ginger, African 15
Ginger, Cochin 19
Ginger, Jamaica 25
Mace 65
Mustard 17
Pepper, Singapore, black 17
Pepper, Singapore, white 20
Pepper, Cayenne 25
Sage 20

SYRUPS

Corn

Barrels. 21
Half bbls. 23
1 gallon cans, per doz. 3 20
1/2 gallon cans, per doz. 1 80
1/4 gallon cans, per doz. 95

10

Pure Cane

Fair 16
Good 20
Choice 25

STARCH

Kingsford's Corn

40 1-lb. packages 6 1/2
20 1-lb. packages 7
6 lb. packages 7 1/2

Kingsford's Silver Gloss

40 1-lb. packages 7 1/2

Common Gloss

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

TEA

Japan

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

Gunpowder

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

BEST GLOSS STARCH

CHAS. POPE GLUCOSE CO. CHICAGO

BEST GLOSS STARCH

CHAS. POPE GLUCOSE CO. CHICAGO

BEST GLOSS STARCH

CHAS. POPE GLUCOSE CO. CHICAGO

BEST GLOSS STARCH

CHAS. POPE GLUCOSE CO. CHICAGO

Best Gloss Starch, 50 lb.

Best Gloss Starch, 40 lb.
Best Gloss Starch, 6 lb.
Best Gloss Starch, 3 lb.
Best Gloss Starch, 1 lb.

Works: Venice, Ill.

Geneva, Ill.

Common Corn

20 1-lb. packages 5 1/2
40 1-lb. packages 4 1/2

STOVE POLISH

Enameline

Enameline

Below are given New York prices on sugars, to which the wholesale dealer adds the local freight from New York to your shipping point, giving you credit on the invoice for the amount of freight buyer pays from the market in which he purchases to his shipping point, including 20 pounds for the weight of the barrel.

SUGAR

Domino 5 70
Cut Leaf 5 70
Crushed 5 70
Cubes 5 45
Ginger 5 30
Coarse Powdered 5 30
XXXX Powdered 5 35
Fine Granulated 5 10
2 lb. bags Fine Gran 5 25
5 lb. bags Fine Gran 5 25
Mould A 5 55
Diamond A 5 25
Confectioner's A 4 90
No. 1. Columba A 4 85
No. 2. Windsor A 4 85
No. 3. Ridgewood A 4 85
No. 4. Phoenix A 4 80
No. 5. Empire A 4 75
No. 6. 4 70
No. 7. 4 60

Enameline

Enameline

Enameline

Enameline

11

Best Gloss Starch

CHAS. POPE GLUCOSE CO. CHICAGO

Best Gloss Starch

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Best Gloss Starch

CHAS. POPE GLUCOSE CO. CHICAGO

12	
Protection.....	38
Sweet Burley.....	40
Sweet Loma.....	38
Tiger.....	38
Plug	
Flat Iron.....	33
Creme de Menthe.....	60
Stronghold.....	39
Elmo.....	33
Sweet Chunk.....	37
Forge.....	33
Red Cross.....	32
Palo.....	35
Kylo.....	35
Hlwatha.....	41
Battle Axe.....	36
American Eagle.....	33
Standard Navy.....	36
Spear Head, 16 oz.....	44
Spear Head, 8 oz.....	43
Nobby Twist.....	47
Jolly Bar.....	43
Old Honesty.....	43
Toddy.....	34
J. T.....	37
Piper Heidsick.....	63
Boat Jack.....	80
Jelly Cake.....	36
Plumb Bob.....	32
Smoking	
Hand Pressed.....	40
Ibex.....	28
Sweet Core.....	36
Flat Car.....	35
Great Navy.....	37
Warpath.....	26
Bamboo, 8 oz.....	28
Bamboo, 16 oz.....	26
I X L, 6 lb.....	28
I X L, 30 lb.....	32
Honey Dew.....	37
Gold Block.....	37
Flagman.....	41
Chips.....	34
Klin Dried.....	24
Duke's Mixture.....	38
Duke's Cameo.....	40
Honey Dip Twist.....	39
Myrtle Navy.....	40
Yum Yum, 1 1/2 oz.....	40
Yum Yum, 1 lb. palls.....	38
Corn Cake, 2 1/2 oz.....	37
Corn Cake, 1 lb.....	23
Plow Boy, 1 1/2 oz.....	39
Plow Boy, 3 1/2 oz.....	37
Peerless, 3 1/2 oz.....	34
Peerless, 1 1/2 oz.....	36
Indicator, 2 1/2 oz.....	28
Indicator, 1 lb. palls.....	31
Col. Choice, 2 1/2 oz.....	21
Col. Choice, 8 oz.....	21
TABLE SAUCES	
LEA & 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.....	12
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.....	25
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.....	20
No. 2, complete.....	25
Clothes Pins	
Round head, 5 gross box.....	45
Round head, cartons.....	62

13	
Mop Sticks	
Trojan spring.....	90
Eclipse patent spring.....	85
No 1 common.....	75
No. 2 patent brush holder.....	85
12 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 60
Ideal.....	1 50
Tubs	
20-inch, Standard, No. 1.....	6 00
18-inch, Standard, No. 2.....	5 00
20-inch, Cable, No. 1.....	6 50
18-inch, Cable, No. 2.....	6 00
16-inch, Cable, No. 3.....	5 00
No. 1 Fibre.....	9 45
No. 2 Fibre.....	7 95
No. 3 Fibre.....	7 20
Wash Boards	
Bronze Globe.....	2 50
Dewey.....	1 75
Double Acme.....	2 25
Single Acme.....	2 25
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.....	3 1/2
Cream Manila.....	4
Butcher's Manila.....	2 1/2
Wax Butter, short count.....	13
Wax Butter, full count.....	20
Wax Butter, rolls.....	15
YEAST CAKE	
Magic, 3 doz.....	1 00
Sunlight, 3 doz.....	1 00
Sunlight, 1 1/2 doz.....	50
Yeast Cream, 3 doz.....	1 00
Yeast Foam, 3 doz.....	1 00
Yeast Foam, 1 1/2 doz.....	50
FRESH FISH	
White fish.....	8 1/2
Trout.....	9
Black Bass.....	10 1/2
Halibut.....	15
Ciscoes or Herring.....	5
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	
F. H. Counts.....	40
F. S. D. Selects.....	33
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 1/2
Lamb.....	30 1/2
Tallow	
No. 1.....	4 1/2
No. 2.....	3 1/2
Wool	
Washed, fine.....	15 1/2
Washed, medium.....	18 1/2
Unwashed, fine.....	11 1/2
Unwashed, medium.....	14 1/2
CANDIES	
Stick Candy	
Standard.....	7 1/2
Standard H. H.....	7 1/2
Standard Twist.....	8
Cut Leaf.....	9
Jumbo, 32 lb. cases	
Extra H. H.....	7 1/2
Boston Cream.....	10 1/2
Beet Root.....	8

14	
Mixed Candy	
Grocers.....	8 1/2
Competition.....	7
Special.....	7 1/2
Conserva.....	8 1/2
Royal.....	8 1/2
Ribbon.....	9
Broken.....	8 1/2
Cut Leaf.....	9
English Rock.....	9
Kindergarten.....	9
Bon Ton Cream.....	9
French Cream.....	10
Dandy Fats.....	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.....	9
Fruit Tab., as. wrap.....	12
Sugared Peanuts.....	11
Salted Peanuts.....	12
Starlight Kisses.....	10
San Blas Goodies.....	12
Lozenges, plain.....	12
Lozenges, printed.....	12
Choc. Drops.....	11 1/2
Eclipse Chocolates.....	13 1/2
Choc. Monuments.....	14
Victoria Chocolate.....	15
Gum Drops.....	5 1/2
Moss Drops.....	9 1/2
Lemon Sours.....	2 75
Imperial.....	9 1/2
Ital. Cream Opera.....	12
Ital. Cream Bonbons.....	12
20 lb. palls.....	12
Molasses Chews, 15 lb. palls.....	13
Golden Waffles.....	12
Fancy-In 5 lb. Boxes	
Lemon Sours.....	55
Peppermint Drops.....	60
Chocolate Drops.....	65
H. M. Choc. Drops.....	65
H. M. Choc. Lt. and Dk. No. 12.....	21 00
Gum Drops.....	35
Licorice Drops.....	75
Lozenges, plain.....	25
Lozenges, printed.....	25
Imperial.....	60
Mottoes.....	60
Cream Bar.....	55
Molasses Bar.....	55
Hand Made Creams.....	80
Cream Buttons, Pepp. and Int.....	65
String Rock.....	65
Wintergreen Berries.....	60
Caramels	
Clipper, 20 lb. palls.....	9
Standard, 20 lb. palls.....	10
Perfection, 20 lb. palls.....	12 1/2
Amazon, Choc Cov'd.....	15
Korker 2 for 1c pr bx.....	55
Big 3, 3 for 1c pr bx.....	55
Dukes, 2 for 1c pr bx.....	60
Favorite, 4 for 1c, bx.....	60
AA Cream Car's 3 lb.....	50
FRUITS	
Oranges	
Florida Bussett.....	2
Florida Bright.....	2
Fancy Navels.....	2
Extra Choice.....	2
Late Valencias.....	2
Seedlings.....	2
Medt. Sweets.....	2
Jamalca.....	4 25
Rodi.....	4 50
Lemons	
Verdelli, ex fcy 300.....	4
Verdelli, fcy 300.....	4 50
Verdelli, ex chce 300.....	4
Verdelli, fcy 300.....	4
Major Lemons, 300.....	4 00
Messinas 300s.....	4 00
Messinas 360s.....	3 50
Bananas	
Medium bunches.....	1 50
Large bunches.....	2 00
Foreign Dried Fruits	
Figs	
California, Fancy.....	1 00
Cal. pkg. 10 lb. boxes.....	1 00
Extra Choice, 10 lb. boxes.....	1 00
Fancy, 12 lb. boxes.....	12
Pulled, 6 lb. boxes.....	12
Naturals, in bags.....	12
Dates	
Fards in 10 lb. boxes.....	12
Fards in 50 lb. cases.....	12
Hallow.....	5 5 1/2
Sairs, 60 lb. cases.....	4 1/2
NUTS	
Almonds, Tarragona.....	16
Almonds, Ivica.....	16
Almonas, California, soft shelled.....	15 1/2
Brazils.....	13
Hiberts.....	13 1/2
Walnuts, Grenobles.....	14
Walnut, soft shelled.....	14
California No. 1.....	14
Table Nuts, fancy.....	13
Table Nuts, choice.....	13
Pecans, Med.....	10
Pecans, Ex. Large.....	11
Pecans, Jumbos.....	12
Hickory Nuts per bu. Ohio, new.....	2
Cocoanuts, full sacks.....	7 50
Chestnuts, per bu.....	7 50
Fancy, H. P., Suns.....	5 1/2
Fancy, H. P., Suns Roasted.....	6 1/2
Choice, H. P., Extras.....	7
Choice, H. P., Extras Roasted.....	7
Span. Shld No. 1 in w.....	6 1/2

15	
STONEWARE	
Butters	
1/2 gal., per doz.....	48
1 to 6 gal., per gal.....	6
8 gal. each.....	54
10 gal. each.....	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
Turn Dashers, per doz.....	84
Milkpans	
1/2 gal. fat 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 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	
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 (65c 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. Tiltng cans.....	7 00
5 gal. galv. iron Nacefas.....	9 00
LANTERNS	
No. 0 Tubular, slide lift.....	4 75
No. 1 B Tubular.....	7 25
No. 15 Tubular, dash.....	7 25
No. 1 Tubular, glass fountain.....	7 50
No. 12 Tubular, slide 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

Michigan Fire and Marine Insurance Co.
Organized 1881.
Detroit, Michigan.
Cash Capital, \$400,000. Net Surplus, \$200,000.
Cash Assets, \$800,000.
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D. M. FERRY, Vice Pres.
F. H. WHITNEY, Secretary.
M. W. O'BRIEN, Treas.
E. J. BOOTH, Asst. Sec'y.
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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

Wood Wanted

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

ON EASY STREET.

Reached There at the Expense of His Self Respect.

Which is better—to be absolutely honest and upright and not get enough to eat or turn sharp corners and have pie three times a day?

Seems like an easy question to answer, eh? Easy to the strict moralists, who with one voice will declare in favor of the honest course, and equally easy to the men who think their own comfort is heaven's first law, for they will declare with equal unanimity for the other course. "Self-preservation is the first law of nature; get enough to eat if you have to steal it."

About five years ago I sat in the office of a grocer in one of the largest New Jersey cities. He had just failed and was despondently and bitterly discussing the situation. He had been a straight, honest man. Although there was no food law, as I understand it, in New Jersey, he never allowed a grain of impure goods in his store. He never sold any package goods which were not up to weight and tolerated no sharp business of any sort or description.

So far as goods and service went, this man's establishment was as near a perfect grocery store as could well be imagined.

Yet he failed and failed badly. If my memory serves me, his creditors only received about 20 per cent. of their claims.

I remember well the conversation I held with this grocer on that unlucky day.

"I know why I have not made it go," he said. "I know very well. I have simply given the people around here goods that were too good for them! I have been too honest with them—that is what has been the matter with me! I have given the people good goods and they have gone right past my door and bought cheap stuff of Bilstein in the next block here, because his price was a little less."

"What sort of stuff did this Bilstein sell?" I asked.

"Trash—all trash!" he answered. "The very cheapest stuff he could buy, and he sold every bit of it as straight, pure goods! He did not have a decent thing in his store!"

"Yet the people bought what he had," I hazarded.

"They did," he replied, "and threw my good goods down!"

"Well," he resumed in a minute, "I have learned my lesson. I am going in business again just as soon as I can get this thing straightened out. I have got a brother who will put up a little money for me and I am going to re-open in this same building. This time I will give the people what they want. I will keep mighty little high-grade stuff this time—my stock will be poorer, if anything, than Bilstein's, and my clerks will have instructions, just as his have, to warrant everything straight. I have failed to make a living decently and honestly—I will see now if I can do it as other men do it."

The words were spoken in bitterness, under the blight of heavy disaster, and I imagined that the man's old honesty of purpose and self-respect would reassert themselves when his trouble had dulled. While his affairs were in progress of adjustment I lost sight of him and only got in touch with him again a month ago.

I had occasion to go back to his town on business. Passing the place where

his store used to be, remembrance awoke and I looked up. His sign was still there. The store was ablaze with light, with plenty doing inside. Big circulars were pasted in the front windows and the front was covered with cloth signs.

"Hello!" I observed to myself, "Smith's caught on at last, evidently." I went in. Smith was standing to one side talking with a salesman. When he caught sight of me he came across the store and shook hands heartily. He was stouter than I had seen him last and dressed better and had an air of easy confidence that revealed prosperity.

"Come back to my office," he said. We went back and lighted cigars.

"You seem to have got there," I observed.

"I have," he said. Then there was silence a moment.

"Remember that conversation you and I had in this very room just after I failed?" he asked.

"I remember it well," I replied.

"Well," he continued, "I have done exactly what I said I would do, and see the result! I am making three times as much money as I ever did before. I am on easy street. I am getting ahead. My wife drives her carriage. I am a successful business man."

"But at rather a high cost?" I asked.

"That depends on how you look at it," he said. "The stuff that I sell here now—the most of it, that is—is trash compared with what I used to sell—but the people would not buy what I used to sell! Is a merchant justified in persistently giving the public what they do not want? I tried—I gave them the best goods made, and they would not buy—preferred trash. Very well—I am giving them trash, and now they buy. I do not know whether you will believe it or not, but I assure you that I have not got a single pound of pure pepper in my store!"

"It is a tough problem," I said. "I admit that a clear conscience won't pay your rent or your jobber. It is mighty little consolation when you fail. Tell me frankly," I continued, "which condition do you prefer? Would you rather sell only honest goods and make only a bare living or sell cheaper stuff, deceiving the public and put money in the bank?"

"I will sell the cheap stuff and deceive the public every time!" he said, and there was no hesitation in his tone. "There was a time when I did not feel that way, but that was before I went to pieces trying to teach people to buy good goods."

Everything told here is true—absolutely true. Judged by strict ethics, this New Jersey grocer is totally wrong. From the standpoint of righteousness, he should have been willing to go down to failure a dozen times before he told one lie or sold one cent's worth of impure goods as pure.

But, having experience, he is not—he gave the moral course one trial and failed in it. To-day he is taking the opposite course and is rich and well content. Is he right or wrong?—Stroller in Grocery World.

Forcing the Fight.

She—You must take supper with us to-night, and then you can ask my father for my hand.

He—Do you think it will be a good time?

She—Excellent. The girl is away, and I shall cook the supper. He won't risk having me stay around to try it again.

Hardware Price Current

Ammunition					
Caps					
G. D., full count, per m.	40				
Hicks' Waterproof, per m.	50				
Musket, per m.	75				
Ely's Waterproof, per m.	60				
Cartridges					
No. 22 short, per m.	2 50				
No. 22 long, per m.	3 00				
No. 32 short, per m.	5 00				
No. 32 long, per m.	5 75				
Primers					
No. 2 U. M. C., boxes 250, per m.	1 20				
No. 2 Winchester, boxes 250, per m.	1 20				
Gun Wads					
Black edge, Nos. 11 and 12 U. M. C.	60				
Black edge, Nos. 9 and 10, per m.	70				
Black edge, No. 7, per m.	80				
Loaded Shells					
New Rival—For Shotguns					
No.	Drs. of Powder	oz. of Shot	Size Shot	Gauge	Per 100
120	4	1 1/2	10	10	\$2 90
129	4	1 1/2	9	10	2 90
128	4	1 1/2	8	10	2 90
126	4	1 1/2	6	10	2 90
135	4 1/4	1 1/2	5	10	2 95
154	4 1/2	1 1/2	4	10	3 00
200	3	1	10	12	2 50
208	3	1	8	12	2 50
236	3 1/4	1 1/2	6	12	2 65
265	3 1/2	1 1/2	5	12	2 70
264	3 1/2	1 1/2	4	12	2 70
Discount 40 per cent.					
Paper Shells—Not Loaded					
No. 10, pasteboard boxes 100, per 100.	72				
No. 12, pasteboard boxes 100, per 100.	64				
Gunpowder					
Kegs, 25 lbs., per keg	4 00				
1/2 Kegs, 12 1/2 lbs., per 1/2 keg	2 25				
1/4 Kegs, 6 1/4 lbs., per 1/4 keg	1 25				
Shot					
In sacks containing 25 lbs.					
Drop, all sizes smaller than B	1 75				
Augurs and Bits					
Snell's	60				
Jennings genuine	25				
Jennings' imitation	50				
Axes					
First Quality, S. B. Bronze	6 00				
First Quality, D. B. Bronze	9 00				
First Quality, S. B. S. Steel	6 50				
First Quality, D. B. Steel	10 50				
Barrows					
Railroad	12 00				
Garden	29 00				
Bolts					
Stove	60				
Carriage, new list	60				
Plow	50				
Buckets					
Well, plain	\$4 00				
Butts, Cast					
Cast Loose Pin, figured	65				
Wrought Narrow	60				
Chain					
1/4 in. 5-16 in.	3/4 in.	1 in.	1 1/4 in.	1 1/2 in.	1 3/4 in.
Com.	7 c.	6 c.	5 c.	4 1/2 c.	4 1/4 c.
BB	8 1/2	7 1/2	6 1/2	5 1/2	5
BBB	8 1/2	7 1/2	6 1/2	5 1/2	5
Crowbars					
Cast Steel, per lb.	6				
Chisels					
Socket Firmer	65				
Socket Framing	65				
Socket Corner	65				
Socket Slicks	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, 28	17				
List 12 13 14 15 16.	28				
Discount, 60					
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	30c list				
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 Found.	6 00				

Levels	
Stanley Rule and Level Co.'s	70
Mattocks	
Adze Eye	\$17 00 dis 65
Metals—Zinc	
600 pound casks	7 1/2
Per pound	8
Miscellaneous	
Bird Cages	40
Pumps, Clatern	75
Screws, New List	85
Casters, Bed and Plate	50&10&10
Dampers, American	50
Molasses Gates	
Stebbins' Pattern	60&10
Enterprise, self-measuring	30
Pans	
Fry, Acme	60&10&10
Common, polished	70&5
Patent Planished Iron	
"A" Wood's patent planished, Nos. 24 to 27	12 50
"B" Wood's patent planished, Nos. 25 to 27	11 50
Broken packages 1/2 per pound extra.	
Planes	
Ohio Tool Co.'s, fancy	40
Scota 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 16 advance	Base
10 to 16 advance	5
8 advance	10
6 advance	20
4 advance	30
3 advance	45
2 advance	70
Fine 3 advance	50
Casing 10 advance	15
Casing 6 advance	25
Casing 6 advance	35
Finish 10 advance	25
Finish 8 advance	35
Finish 6 advance	45
Barrel 1/2 advance	85
Rivets	
Iron and Tinned	50
Copper Rivets and Burs	45
Roofing Plates	
14x20 IC, Charcoal, Dean	7 50
14x20 IX, Charcoal, Dean	9 00
20x28 IC, Charcoal, Dean	15 00
14x20 IC, Charcoal, Allaway Grade	7 50
14x20 IX, Charcoal, Allaway Grade	9 00
20x28 IC, Charcoal, Allaway Grade	15 00
20x28 IX, Charcoal, Allaway Grade	18 00
Ropes	
Sisal, 1/4 inch and larger	9 1/2
Manilla	12 1/2
Sand Paper	
List acct. 19, '86	dis 50
Sash Weights	
Solid Eyes, per ton	25 00
Sheet Iron	
com. smooth. com.	
Nos. 10 to 14	\$3 60
Nos. 15 to 17	3 70
Nos. 18 to 21	3 90
Nos. 22 to 24	4 10
Nos. 25 to 26	4 20
No. 27	4 30
All Sheets No. 18 and lighter, over 30 inches wide, not less than 2-10 extra.	
Shovels and Spades	
First Grade, Doz.	8 00
Second Grade, Doz.	7 50
Solder	
1/2 @ 1/4	19
The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.	
Squares	
Steel and Iron	60-10-5
Tin—Melyn Grade	
10x14 IC, Charcoal	\$10 50
14x20 IC, Charcoal	10 50
20x14 IX, Charcoal	12 00
Each additional X on this grade, \$1.25.	
Tin—Allaway Grade	
10x14 IC, Charcoal	9 00
14x20 IC, Charcoal	9 00
10x14 IX, Charcoal	10 50
14x20 IX, Charcoal	10 50
Each additional X on this grade, \$1.50.	
Boiler Size Tin Plate	
14x56 IX, for No. 8 Boilers, } per pound..	13
14x56 IX, for No. 9 Boilers, }	
Traps	
Steel, Game	75
Onelda Community, Newhouse's	40&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	
Baxter's Adjustable, Nicked	80
Coe's Genuine	80
Coe's Patent Agricultural, Wrought	70

HEALTH AND LONGEVITY.

Life insurance is founded on the longevity of the people of the various countries and states, as ascertained from the statistics for long periods of time, and, as a result of the research necessary to secure the desired information, the life insurance authorities have accumulated a vast amount of important particulars concerning the life probabilities of many races and peoples.

From their statistics it is learned that the longest-lived people who come into the purview of the insurance interests are the Norwegians and Swedes. The former, more especially, are hardy, temperate and simple in their habits, and, above all, preserve in great vigor their digestive powers, which are most necessary in the maintenance of the bodily health.

There is good reason to believe that the greatest damage is done to the digestive functions by the excessive use of spirituous liquors, hot sauces and highly seasoned food, and, therefore, those people who live temperately and take sufficient exercise are least apt to be troubled with the diseases arising from indigestion, but the life insurance man has nothing to do with criticising or seeking to improve health conditions. Where mortality rates are heavy and the people are short-lived, he gets higher prices for insurance, so that, in any case, he makes his profit. Nevertheless, he is a close student of health conditions, so as to give the long-lived people the benefit of the fact in lower rates of insurance.

According to Frederick L. Hoffman, the chief life insurance statistician in this country, the death rate of persons under 20 years, and particularly young children, is greater than in most European countries; but, after middle age, Americans enjoy a superior degree of longevity, due largely to a more temperate life, which is said to be true for New England as compared with old England. The force of this is brought out by the fact that, out of every 10,000 born, a larger number will reach the age of 75 in Sweden and Massachusetts than in England or in Spain. Hence the chance to attain old age is greater in Massachusetts than in England and Wales.

Out of every 10,000 children born in Massachusetts, England, Sweden and Spain, the following will attain the age of 20:

Sweden	7,551
England	7,201
Massachusetts	7,167
Spain	5,413

Out of every 10,000 children born in Massachusetts, England, Sweden and Spain, the following will attain the age of 50:

Sweden	6,043
England	5,405
Massachusetts	5,275
Spain	3,765

Out of every 10,000 children born in Massachusetts, England, Sweden and Spain, the following will attain the age of 75:

Sweden	2,948
Massachusetts	2,043
England and Wales	1,786
Spain	997

Not enough is known of the conditions that promote the health of a people or race, or of the causes which create any special liability to particular disorders; but it is known that temperate living on simple and wholesome food; cleanliness in person and in habitations; proper sanitary arrangements for drainage and for the removal of garbage and other filth, and an abundant supply of pure water, are great aids to health. In most requisites the American people are

constantly improving; while it is only in cities that intemperate modes of life have any hold on the population. The consequence is that the American people, made up of the best elements of the various branches of the white race, are pre-eminent in health and physical vigor, and in skill and ingenuity in creating and using machinery they surpass all others.

The white foreigners who emigrate to this country are improved by the better conditions of life existing here, and will continue to make progress in health and vigor. The negro element, however, is the remarkable exception to the rule of improvement. Although born in the country which had been inhabited by his slave ancestors for two centuries, the American negro has developed, since his advent to freedom, a rapidly advancing death rate, which in the cities of the Union is usually from one-half to two-thirds greater than that of the whites in the same locality. Doubtless the negro's unrestrained indulgence in debauchery and excesses, combined with his disregard of sanitary precautions, is the cause of his physical degeneration from what he was when a slave. Of course, it is possible that, under the influences of education, he may learn the needed lessons of self-control and of sanitary care; but, as matters now are, the negroes are subject to a frightful death rate which must carry off great numbers of them before they can learn and practice the wisdom so necessary for their welfare.

OUR MUNICIPAL GOVERNMENTS.

Municipal Day at the Pan-American Exposition was signalized by the address of Thomas G. Hayes, mayor of Baltimore, concerning our municipal governments. It has been repeatedly remarked by foreign observers, and it is beginning to be recognized by our own people throughout the country, that our municipal governments are our weak point. Why this is so it is difficult to determine except upon the theory that human wickedness must find its outlet somewhere; it follows by natural law the line of least resistance; the state governments and the National Government being fairly well guarded by the patriotic vigilance of the people, the governments of the cities alone are left upon which wickedness may prey.

This condition of things can not last. The American people are a people of too much vitality to tolerate any sores upon the body politic. First one remedy must be tried and then another until the thing is cured. This municipality disease is not to be endured. It is to be cured. And the American people will find the way. Mayor Hayes in his address says:

I know no reason why business principles may not, with the same propriety, be applied to municipal corporations as to private corporations. The duties incident to municipal government are not political; that is, they do not involve questions of party principles which divide the great National parties. The fact that a man is a free trader or a protectionist, a gold or a free silver advocate, does not enter into his equipment as a suitable person for the mayor of a great city. Cleaning the city, lighting the gas and gasoline burners, giving fire protection and protecting the public health can be rendered by men who are honest and who give faithful and economical service, irrespective of their political creed.

Here is exactly the end at which reform municipal governments must aim. They must be run on business principles. A striking example of the op-

posite state of things is shown by the case of the Edison Electric Illuminating Co., of New York, which has recently come into the hands of a single group of men who now control two corporations commanding all the surface railway facilities in New York and its entire supply of gas and electricity. The outlay of these two corporations R. R. Bowker, the Vice-President and active executive head of the Edison Co. from 1890 to 1899, places at \$125,000,000. The systems could be replaced to-day for \$100,000,000. The nominal capitalization is \$300,000,000. The market value of their securities is \$400,000,000. The difference between the cost and the market value represents roughly the value of the public franchises that have passed into private hands. Could such enormous "promoting"—pirating, it should be called—take place under a municipal government run in the smallest degree on business principles? And it is lamentably true that not New York alone, but Philadelphia notoriously and other cities of the country have suffered from the plundering of public franchises.

Nor is it in the matter of franchises alone that the present evils of our municipal governments consist. The letting out of contracts of all sorts, the dealing with men who, as it is expressed in "Kim," sell oxen at two prices—one for himself and one for the government—favoritism in matters of taxation, incompetency in minor and major officials, and a thousand and one other evils of our municipal governments, will all be cured when they are run as they will be, as the mayor of Baltimore says they should be, on business principles.

The genius of the American people has been found equal to many problems, social and political, of the utmost gravity and difficulty. It will not be found wanting in this, although it be a labor of Hercules. The Augean stables, in good time, will be cleansed.

A German flying machine recently sank to the bottom of a reservoir with its inventor and nearly drowned him; instead of dubbing his invention a flying machine he should have called it a submarine boat.

The way for a man to get to a proper estimate of his importance in his own house is to bring a baby into it.

Anarchy is the ripe fruit of lawlessness and trades unionism.

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.

OUR SYSTEM REDUCES YOUR BOOK-keeping 85 per cent. Send for catalogue. Eureka Cash & Credit Register Co., Scranton, Pa. 95

FINE OPENING FOR DRY GOODS BUSINESS. Now occupied by small stock, for sale cheap. Address No. 97, care Michigan Tradesman. 97

FOR SALE—A GOOD PORTABLE SAW-mill and about 250,000 feet of logs and standing timber. A bargain if taken at once; situated six miles from Dexter and five miles from Hamburg, Mich. Address D. Hitchingham, Dexter, Mich. 98

FOR SALE—COUNTRY STORE DOING A thriving business; best location in Central Michigan; cash receipts last year, \$10,000; good clean stock of general merchandise, invoicing about \$2,500; stock can be reduced to suit purchaser; large ice house, with good refrigerator, capacity 3,000 pounds; no competition; nearest store five miles; good chance for hustler; a good bargain if taken right away; reason for selling, other business. For further particulars address W. S. Hamilton, Colonville, Mich. 94

FOR SALE—STORE, GENERAL MERCHANDISE stock and one-half acre of land in town of 200 population in Allegan county. Ask for real estate \$2,500. Two fine glass front wardrobe show cases, with drawers; also large dish cupboard and three movable wardrobes in flat above go with building. Will invoice the stock and fixtures at cost (and less where there is a depreciation), which will probably not exceed \$1,200 or \$1,500. Require \$2,000 cash, balance on a mortgage at 5 per cent. Branch office of the West Michigan Telephone Co. and all telephone property reserved. Store building 26x62; warehouse for surplus stock, wood, coal and ice, 12x70; barn, 24x36, with cement floor; cement walk; heated by Michigan wood furnace on store floor; large filter cistern and water elevated to tank in bathroom by force pump. Cost of furnace, bathtub and fixtures, with plumbing, \$395. Five barrel kerosene tank in cellar with measuring pump. Pear and apple trees between store and barn. For particulars or for inspection of photograph of premises address or call on Tradesman Company. 99

FOR SALE—BAKERY, RESTAURANT, news stand, soda fountain, on contract; good business; good buildings. Lock Box 6, Thompsonville, Mich. 100

FOR SALE—A LIVE, UP-TO-DATE CHINA, crockery and house furnishing store, carrying a brand new well-bought stock of china, crockery, glassware, tinware and a general line of house furnishings and notions; located in the best and busiest city in the Northern Peninsula; the only store of its kind in the city; satisfactory reasons for selling; a splendid chance for some person. Address Queensware, care Michigan Tradesman. 101

FOR SALE—GOOD (LEAN STOCK OF GEN-eral merchandise, invoicing \$2,500 to \$3,000. Situated in good farming district in Northern Indiana. Reason for selling, business interests elsewhere. Quick sale for cash. Address No. 93, care Michigan Tradesman. 93

FOR SALE—STOCK OF DRUGS AND GRO-ceries in the city of Flint, Michigan, including horses and delivery wagons. Cash sales last year were \$30,000. Store rents for \$60. Employs four clerks and one bookkeeper; gas and electric light in store, and both Bell and Valley phones. Stock new and in the best of condition. Will invoice at \$5,000, including horses and wagons. Will sell for part cash, balance on time, if secured for the sum of \$4,500. Enquire of Geo. E. Newall, Flint, Mich. 92

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 MER-ehandise 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—\$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

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—GENERAL STOCK INVEN-torying about \$1,200, located in inland town twelve miles from Grand Rapids; doing cash business; will sell or rent store building. Willard Purchase, Corinth, 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

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 IN-terest 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

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 & Guestel, 123-128 Market St., Chicago, Ill. 6

FOR SALE—GOOD ESTABLISHED GRO-cery 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

MISCELLANEOUS

WANTED—SITUATION AS GROCERY clerk. Can furnish best of references. J. Miller, 333 East Fulton St., Grand Rapids. 98

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