

# MICHIGAN TRADESMAN

Nineteenth Year

GRAND RAPIDS, WEDNESDAY, OCTOBER 23, 1901.

Number 944

## 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. Corres-  
 pondence invited.  
 1232 Majestic Building, Detroit, Mich.

## WILLIAM CONNOR

WHOLESALE  
 READY-MADE 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.



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 Collec-  
 tions, Adjustments and Litigation. Our  
 credit advices will avoid making worth-  
 less accounts. We collect all others.

## Tradesman Coupons

### IMPORTANT FEATURES.

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### THE WORTH OF OUR MONEY.

When the United States paid \$15,-  
 000,000 for Alaska, the Yankee tongue  
 was thrust into the Yankee cheek and  
 the owner of both "guessed" that  
 "Roo-shy" had made a bargain to  
 chuckle over. He is beginning to find  
 that his great Secretary of State knew  
 exactly what he was about and that the  
 country in question is something more  
 than the supposed icehouse on a tre-  
 mendous scale. During the past sum-  
 mer an American with his kodak has  
 been wandering about up there and has  
 reached conclusions in regard to our  
 great possessions which make especially  
 interesting reading even when taken in  
 connection with the "pile of money"  
 we paid for the big peninsula of the re-  
 mote Northwest.

Traveling for the most part in the  
 Yukon Valley, he finds that, in spite of  
 the grip which the cold is supposed to  
 have upon all that region, wheat, oats,  
 rye and barley have ripened there, that  
 almost all garden vegetables grow to  
 perfection with even slight attention and  
 that currants, cranberries, huckleberries  
 and other small fruits not only exist but  
 thrive.

Knowing that statements of his char-  
 acter need substantiation, he has forced  
 from the sun his autograph and in pho-  
 tographs of that region can be seen the  
 actual condition of things. The New  
 England farmer would show with com-  
 mendable pride, if he could, the redtop  
 hip high from his choicest river bot-  
 tom. What would he say if he could  
 show, as the Alaskan farmer can, that  
 same grass reaching to his armpits? And  
 how he would laugh when expected to  
 believe that horses strayed and lost  
 in that "land of perpetual snows" have  
 gone through the winter not only with-  
 out injury but have come home in the  
 spring hearty and fat! Surely the  
 northern land of the huckleberry differs  
 materially from that to the south and  
 east.

A question which the doubting  
 Thomases of less rigid climes are sure  
 to ask is, How about the temperature?  
 and the strongest assurances are needed

to make them believe that, while the  
 summer is short, the temperature is so  
 high that many of the hardy cereals  
 ripen to perfection. The thermometer  
 has been known to reach 112 or even 117  
 in the Yukon Valley and, while the  
 minimum temperature is low in summer  
 and greatly restricts the variety of  
 plants raised, it does not impair the  
 quality of those plants that are strong  
 enough to come to maturity. Without  
 question the ocean currents of the Pa-  
 cific, like the Atlantic Gulf Stream,  
 play their part in making the country  
 habitable and make their influence felt  
 not only along the banks of the Yukon,  
 but in the small valleys of the streams  
 flowing into it. It may not be a land  
 flowing with milk and honey, but to-  
 day, as it lies undeveloped, there is  
 enough in sight to warrant the assertion  
 that it is worth several times over the  
 amount paid for it.

Conjecture is already busy with what  
 we are going to do with it, the dread of  
 the Nation—and the individual—being  
 a morbid fear of "having an elephant  
 on its hands." Suggestion comes that  
 the region seems to be well adapted to  
 the use of emigrants from Northern  
 Europe, who will find there a climate  
 no more severe than that to which they  
 are accustomed, together with oppor-  
 tunities of bettering themselves to them  
 before unknown. A number of North-  
 men are already in the territory and  
 others will be sure to come. Who can  
 say that the Esquimaux will not find it  
 to his advantage to travel southward  
 with his household gods and that in the  
 fertile valleys of the Yukon he can not  
 find a home better than the icehut of his  
 fathers and a life far better than the  
 stunted one which until now has been  
 theirs and his?

This result is not only possible but  
 probable. The beginning of it has al-  
 ready been made and when it has come  
 —as come it will—the fifteen millions  
 paid for the vast territory will look as  
 pitiful as the amount does now that was  
 paid for the land teeming to-day with  
 towns and farms and known as the  
 "Louisiana Purchase."

The Buffalo Express concludes that,  
 although there will be no cash returns to  
 those who subscribed for stock in the  
 Pan-American Exposition, the enter-  
 prise has brought substantial benefits in  
 other forms. But for bad weather and  
 the anarchists, dividends would have  
 been sure, but as it is, Buffalo is fig-  
 ured "ahead of the game." Business  
 of all kinds has been good in Buffalo  
 and the city has been advertised in a  
 way that will add to its future prosper-  
 ity. People who visited Buffalo were  
 generally pleased with their treatment  
 and carried away favorable impres-  
 sions. It is safe to say that the final  
 verdict of the Buffalonians will be that  
 the exposition "paid."

A man in New York has made a very  
 peculiarly worded will, the puzzle,  
 seemingly, being to find what each heir  
 will get. The real puzzle, however, is  
 to decide what share of the property  
 each lawyer will get.

### GENERAL TRADE REVIEW.

The underlying strength of trade con-  
 ditions throughout the country is such  
 that it seems impossible to keep up a  
 long bear movement in the stock mar-  
 kets. Trouble in the copper market,  
 the financial disturbances in Old World  
 centers and reduced exports of merchan-  
 dise are not enough to cause any mate-  
 rial depression in prices, but it is not  
 strange that such causes should produce  
 a pronounced dulness in volume of  
 speculative transactions. There is but  
 little change in the general average of  
 prices from day to day, every consider-  
 able change being met with a strength  
 which prevents its extending very far.

Reports of merchandise distribution  
 show some variation depending on  
 weather conditions, but as a whole the  
 volume is large, and in many cases ad-  
 ditional orders keep the factories busy  
 beyond expectation. Milder weather of  
 the past few days has lengthened the  
 time for winter delivery, which has less-  
 ened the pressure of urgent orders. The  
 better weather has been desirable also  
 to give the farmers a chance to complete  
 their operations. The holding off of  
 frost in the cotton producing sections is  
 especially favorable to that staple.

The iron and steel industry still easily  
 takes the lead in activity. The steel  
 combination maintains its list without  
 advances for future delivery, but the  
 pressure for immediate needs is so great  
 as to create a considerable premium,  
 which is taken advantage of largely by  
 outside concerns. Building operations  
 are especially urgent and the demand  
 for lumber, structural shapes of metal,  
 building materials, etc., is frequently  
 beyond the facilities of producers and  
 in many cases operations are hindered  
 for want of transportation. Indeed, the  
 lack of cars is becoming a matter of se-  
 rious consequence to some roads, whose  
 earnings are materially limited on this  
 account. Earnings for the week surpass  
 the same week in any previous year.

The textile situation shows decided  
 improvement in both the leading  
 staples. Prospects of strike interference  
 in the cotton industry are lessened and  
 prices have been voluntarily advanced  
 in some cases. Demand is strengthening  
 prices in spite of the uncertainty as to  
 how cotton is to rule. Woolen goods  
 are well distributed as compared with  
 usual conditions at this season, but job-  
 bers are still sending in urgent addi-  
 tional orders. Boots and shoes report a  
 similar condition as to distribution and  
 additional orders and the fact of de-  
 cided advances in the raw materials  
 seems likely to result in advancing  
 prices before very long.

A woman's will written on the back  
 of an envelope is the subject of a con-  
 test in the Chicago courts. It will prob-  
 ably be argued that no normal woman  
 could give complete direction as to her  
 affairs in such a limited space.

Depew isn't so old as he might be.  
 We haven't the exact figures, but be-  
 lieve he is somewhere between 25 and  
 80 years of age.



## Getting the People

Thoroughness as a Factor in the Advertiser's Work.

By thoroughness I mean more than a general care to see that space is filled with live matter and bills properly checked up. These are essential, but there is more necessary to a successful advertising business than watching for the technical performance of its routine.

The thorough advertiser will plan his work with system. He will determine from the character of the business and the relation of the advertising medium to his field what spaces shall be used. This will not be determined by the chance luck of the publisher in getting a contract for space. The dealer, if thorough, will determine all such questions for himself. The judicious publisher makes reduction in rates for a long time so as to give premium for the larger contract and the dealer does well to avail himself of such reductions. When the cost of advertising is figured for a considerable period the aggregate seems large, but the thorough business advertiser is not afraid to review such aggregates and it is well to keep a careful supervision over the rate of outlay at all times. But the large figures should not frighten one. If the business will warrant it the larger the outlay the better. The dealer who wishes to be thorough will not accept a contract with a short time, and consequently a small appearing rate. He will figure what it means in the long run.

The thorough advertiser will use generous spaces. More is lost than is generally considered by niggardliness in space. The difference between a small, pinched and overcrowded advertisement and one given suitable prominence and room is that the first is usually totally lost. The second gains the attention and does good. The thorough advertiser uses suitable space.

Then as to matter he spares no pains. He advertises the goods he wants to sell and the goods that will sell. He says something about them which will interest the readers. Then he co-operates with his advertising by seeing that every promise and reasonable expectation fully met. The work of the thorough advertiser extends to all parts of his business.

The fact that there is an indefiniteness in the effects of all advertising is an everpresent reason for any slackening in thoroughness which may occur. If the merchant could definitely figure his loss from such slackening, as he can do in other departments, there would be no undue tendency to failure in this regard. But the total is no less because it can not be figured.

\* \* \*

Olin, White & Olin evidently have a writer who understands how to go directly to the point. His work is businesslike and interesting and the short paragraphs with display headings are likely to be read. This division and arrangement of items go far to remove the objection which might be urged that the advertisement is pretty long. The border is rather black, especially considering how close the matter is crowded to it; but while it might be improved in some technical points of this character, it is unusually good, as a whole, and will bring custom.

Another exceptionally good example of simple, direct work is that of Leishman & Barber. The statement in the paragraph is candid and unpretentious and the reference to the season's spe-

## WE HAVE JUST RECEIVED

Some of the very latest novelties in Raglans, Autos and 27 inch Cloaks that are simply marvels of the Tailor's Skill. The prices from \$10.00 up.

### NEW COLORS IN WALKING SKIRTS.

Positively the best values we have ever shown from \$1.98 up.

### DRESS SKIRTS.

in blacks. All the 1901 weaves of cloth, made strictly up to date. Every one hangs properly and the prices are about what you will pay the dressmaker for making.

### WOOL SHIRT WAISTS.

You can better afford to buy two of our ready made waists than buy the cloth and have one made. You'll be surprised when you see our waists at 98c, \$1.50 and \$2.50.

### DRESS GOODS, SILKS AND TRIMMINGS.

If you are looking for a fine black or colored dress in silk or wool we can fit you out with the latest weaves. Our \$1.00, \$1.25 and \$1.50 cloths are from 100 to 250 yard under priced

### UNDERWEAR, HOSIERY AND BLANKETS.

For good, serviceable, hard wearing qualities in hosiery and underwear you more than get your money's worth. Underwear in all grades and sizes for men, women and children.

### OUR BLANKETS

are full sized and the best that can be sold. Our prices are guaranteed to be right.

## OLIN, WHITE & OLIN.

## SELLING MEAT

is our only business, and we try to make our selling so satisfactory that our sales increase every week. Delicious Sausages is a specialty just now, but all other varieties of meat are ready for your selection.

### LEISHMAN & BARBER,

22 STATE STREET

### Nobby Shoes for Ladies

Natty Patent Leathers which are the fad in Lace Boots and Oxfords.

### The Best Make of Kids

which are always in style, from an old ladies' low broad heel to the tasty French heel of the up-to-date.

### Children's and Misses' Shoes in Abundance.

Shoes that will hold—Shoes that will wear—Shoes that are guaranteed and no back talk if not as represented

### GEO. W. NOBLE

## J. E. SOMERVILLE

Will exhibit for a few days a choice collection from Boston of

### The Copley Prints

These reproductions of celebrated paintings are acknowledged by art critics to be the finest ever produced.

WE INVITE YOUR INSPECTION.

### HOLDING YOUR OWN

Is all right when you go home at night and take your children on your knee, but in business holding your own is standing still.

Our stock of Groceries contains nothing but the BEST, and the LOWEST PRICES. Our Goods and Prices stir up business and push it ahead.

If you are not satisfied we would be pleased to receive your order. We deliver all goods promptly.

GLENN E. SMITH & CO.

Phone 22

## Cabbage Sale!

I am harvesting 10000 head this week and will be pleased to furnish your winter's supply.

Kraut Cabbage 50 per 100 lb

### VEHICLES

At prices below anyone, and terms to suit you.

### HARNESS

Best stock in town at ruinously low prices.

### WANTED

Butter and Eggs in exchange for CASH.

### BARGAIN

1 second hand (3 inch tire) Lumber Wagon for \$6.00

Come forenoon to avoid the rush. Yours at the "Red Front"

E. M. SMITH.

## MYSTIC GROCERY

I KEEP A FINE Line of GROCERIES

On hand at all times. Remember me when you want to buy.

### I TAKE

Eggs and Butter in exchange for Merchandise and Groceries.

Try some of my Grades of Flour—Always The Best.

Yours Anxious To Please,

David B. Cox,

MYSTIC. MICH.

## We're Going to Explain

to you what Hot Soda is. It is simply a hot drink as coffee or cocoa—just like you get at home. We've got the finest quality in the city.

## Walt's Drug Store.

### SHOES

I have a large stock of the celebrated Smith & Wallace. Shoes that I will sell at greatly reduced prices to close them out. Come in and see them.

JOHN H. TWELL  
BUCHANAN, MICHIGAN

cialty is well expressed. The printer's work is in harmony with the rest.

Geo. W. Noble has a well-expressed description of his varieties of shoes. The display is well arranged to break up the description into reading paragraphs. The border is the poorest feature. With this display a light plain or parallel rule would have been the thing.

J. E. Somerville writes an advertisement of a special exhibition of Copley Prints in which he has said just enough. The printer's work is also exceptionally well done.

Glenn E. Smith & Co. introduce their advertisement with a delicately turned pun which is not bad for a change. The printer is very careless in spacing his reading matter—the lines are very uneven—and the border is much too heavy. A light plain rule would have been much better.

E. M. Smith has material for three distinct advertisements mixed up with-out much system in his space. His "cabbage sale" is too heavy and black. I presume his kraut cabbage is 50 cents per hundred pounds, but the word cents or the contraction "c" would have made the fact much clearer. Then follows a wagon and harness advertisement, which the printer has separated with a rule, but in the middle of this comes an advertisement of "wanted, butter and eggs." A mixture of this kind is never good advertising. The border is proportioned to the display in a way to give a "dizzy" effect to the whole, which does not increase its attractiveness.

David B. Cox proportions his writing to his space and comes to his points with business directness. The printer should have used less display type and should have been careful to avoid typographical errors—the hyphen between "flour" and "always" is especially confusing. The line "Yours Anxious to Please" would be better left out.

Wait's Drug Store makes a clear exposition of its hot soda specialty. The printer uses too heavy display type.

An example of artistic printing is that of John H. Twell. The writing is simple and to the point and the printing is a model.

### Developing Georgia Rice.

From the Atlanta Constitution.

The Georgia rice planters are trying to devise plans to develop their industry. Among other points, it is noted that in 1860 Georgia's rice crop amounted to 52,000,000 lbs.; in 1870 it fell to 22,000,000 lbs., then in 1880 it rose to 25,000,000 lbs., then in 1890 fell to 14,500,000 lbs. and since then has held about even. Its lowest condition was in 1898, when the severe coast and tidal storms reduced the yield to 3,500,000 lbs. In the meantime, under less favorable conditions, the Louisianians have adopted and discovered new methods whereby they have jumped from 4,400,000 lbs. in 1860 to 75,000,000 lbs. in 1890, and in 1900 99,000,000 lbs., with 100,000 acres in cultivation.

### Vinegar Manufacturers in Trouble.

The Commissioner of Agriculture of New York State has commenced suit in the Supreme Court of Oneida county, N. Y., against C. B. Crouse & Son, jobbers and grocers at Utica, and Lewis Windholz, manufacturer of vinegar in Syracuse. The people claim 100 penalties, amounting to \$10,000, for the sale of adulterated vinegar between June and October of the present year. The plaintiff obtained an injunction order in the suit restraining the defendants from further selling or offering for sale vinegar which did not meet the requirements of the State standard.



# ASSORTED PACKAGES OF POPULAR PRICED STAPLE HOLIDAY GOODS

Carefully selected from our stock and containing only the best selling staples of our mammoth lines.

NET PRICES. NO DISCOUNT.

(NO CHARGE FOR PACKAGES.)

NET PRICES.

NO DISCOUNT.

## NO. 1 ASSORTMENT DECORATED GERMAN CHINA.

These goods sell every day in the year and pay a handsome profit.

Doz.	Articles.	Net Per Doz.	Total Cost.	Retail Each.	Total Selling
1—	Toy Cups and Saucers decorated.....	\$0 37	\$0 37	\$0 05	\$0 60
1—	Motto Cups and Saucers.....	80	80	10	1 20
1—	Flower decorated Cups and Saucers.....	98	98	15	1 80
½—	Fancy low shape Cups and Saucers.....	1 50	75	20	1 20
½—	Large size Coffee Cups and Saucers.....	2 00	1 00	25	1 50
¼—	Solid tinted with gold Cups and Saucers..	3 50	88	50	1 50
½—	Decorated Moustache Cups and Saucers..	1 75	87	25	1 50
1—	Decorated Child's Mug.....	33	33	05	60
½—	Panel shape Decorated Mug.....	80	40	10	60
¼—	Tinted Mug, relief design.....	1 50	38	20	60
½—	Decorated China A B C Plates.....	85	42	10	60
½—	Flower decorated Fruit Plates.....	90	45	15	90
½—	Decorated China Coupe Plates.....	1 20	60	15	90
½—	Square shaped embossed Fruit Plates.....	1 40	70	20	1 20
¼—	Tinted Royal Bonn Cake Plates.....	1 75	44	25	75
1—6—	German China Cake Plates.....	2 00	34	25	50
1—6—	Lustre Border China Cake Plates.....	3 00	50	40	80
½—	German Faience 3-piece Plate Sets.....	1 75	87	25	1 50
1—6—	White and gold China 3-piece Plate Sets..	3 00	50	40	80
¼—	Panel Shape 3-piece Bread and Milk Set..	2 20	55	30	90
¼—	Fancy fluted 3-piece Bread and Milk Set..	3 75	94	50	1 50
½—	Transparent China Sugar and Cream Sets..	1 80	90	25	1 50
¼—	Covered China Sugar and Cream Set.....	2 25	57	30	90
1—12—	Flower decorated 4-piece Table Sets.....	6 00	50	75	75
1—12—	Bowknot decorated 4-piece Table Set.....	8 40	70	1 00	1 00
1—12—	Scroll embossed 7-piece Berry Set.....	5 65	47	75	75
1—12—	Gold edged and decorated 7-pc Berry Set..	6 25	52	75	75
1—12—	Gold stippled and decorated 7-piece Berry Set.....	10 45	87	1 25	1 25
½—	Embossed and decorated Table Pitcher...	1 90	95	25	1 50
1—	Rose decorated Cream Pitchers.....	45	45	05	60
¼—	Tinted and decorated Spoon-holders.....	2 00	50	25	75
½—	Assorted Shell Ash Trays.....	1 50	75	20	1 20
1—	Shell design Toothpick-holders.....	39	39	05	60
¼—	Royal Bonn Tea Pot Stands.....	65	16	10	30
1—6—	Tall, decorated China Cracker Jar.....	2 75	46	35	70
1—12—	Fancy Tobacco Jar.....	2 10	17	25	25
½—	Majolica Piggy-Wiggy Match-holder.....	1 58	79	20	1 20
Totals.....		\$22.22		\$35.45	22.22
A net profit of 60 per cent. or.....					\$13.23

## NO. 2 ASSORTMENT TOY PICTURE BOOKS.

Only a small investment but it pays a large profit.

Doz.	Articles.	Net Per Doz.	Total Cost.	Retail Each.	Total Selling
6—	Assorted Toy Picture Books, 6 kinds.....	\$0 07½	\$0 45	\$0 02	\$1 44
2—	Red Riding Hood series, 6 kinds.....	25	50	08	72
1—	Wonder Stories, 6 kinds.....	40	40	05	60
1—	Noah's Ark A B C Series, 3 kinds.....	40	40	05	60
2—	Pleasewell Series, 6 kinds.....	25	50	08	72
1—	Aunt Kate Series, 6 kinds.....	70	70	10	1 20
1—	Bo-Peep Series, 4 kinds.....	75	75	10	1 20
1—	The Ark Alphabet.....	70	70	10	1 20
1—	Starry Flag Alphabet, assorted.....	85	85	15	1 80
1—	Aunt Louise Series, 12 kinds.....	1 25	1 25	20	2 40
1—	Big Picture Series, 12 kinds.....	1 00	1 00	15	1 80
Totals.....		\$7.50		\$13.68	7.50
A net profit of over 80 per cent. or.....					\$6.18

## NO. 3 ASSORTMENT MISCELLANEOUS TOYS.

A large assortment of bright staple Toys for a small investment.

Doz.	Articles.	Net Per Doz.	Total Cost.	Retail Each.	Total Selling
1—	Doll's Nursing Bottles.....	\$0 37	\$0 37	\$0 05	\$0 60
1—	Dime Toy Watches.....	75	75	10	1 20
1—	Nickel assortment Toy Watches.....	40	40	05	60
1—	Assorted Bellow Toys.....	40	40	05	60
2—	Eye Glasses.....	7	14	01	24
½—	10c Paint Boxes.....	75	38	10	60
1—	5c Paint Boxes.....	37	37	05	60
1—	10c Transparent Slates.....	75	75	10	1 20
1—	Assorted Nodding Head Animals.....	65	65	10	1 20
1—	5c Transparent Slates.....	38	38	05	60
1—	5c American Noah's Ark.....	40	40	05	60
1—	10c American Noah's Ark.....	75	75	10	1 20
½—	Burned Wood A B C Blocks.....	40	20	05	30
½—	Soldier Picture Blocks.....	78	39	10	60
½—	Building Blocks, plain and colored.....	40	20	05	30
1—6—	Coney Island Steamboat (Lithographed)..	2 00	34	25	50
1—	Wood Pop Pistols.....	40	40	05	60
½—	Montauk Wood Guns.....	80	40	10	60
1—6—	Toy Pianos, 6 keys.....	2 00	34	25	50
1—	Toy Whips.....	35	35	05	60
1—	Return Balls, celluloid.....	25	25	05	60
1—	Acrobats on stick.....	33	33	05	60
1—	Inflated Rubber Balls.....	80	80	10	1 20
1—	Solid Rubber Balls.....	38	38	05	60
1—	Polished Wood Tops.....	24	24	03	36
1—	Humming Tops, decorated.....	30	30	05	60
1—	Rattle Trumpets.....	40	40	05	60
1—6—	Laundry Sets, 5 pieces.....	1 50	25	20	40
¼—	6 inch Drums and Sticks.....	2 00	50	25	75
½—	Toy Bureaux.....	80	40	05	60
1—	Boys' Reins, strong web, two sleigh bells..	40	40	05	60
½—	Ring the Pipe Game (new).....	80	40	10	60
¼—	Printing Outfits.....	2 00	50	25	75
¼—	Lithographed Roller Chimes.....	2 00	50	25	75
1—12—	25c Boys' Tool Chests.....	1 80	15	25	25
1—12—	Half Dollar Tool Chest.....	3 80	32	50	50
¼—	Stained Ten Pins.....	85	22	10	30
1—6—	Ironing Board, large size.....	1 25	21	15	30
1—6—	Clothes Bars.....	90	15	15	30
¼—	Enameled Doll Cradles.....	96	24	15	45
¼—	Toy Furniture—3 pieces.....	90	23	15	45
¼—	Wagon Building Blocks.....	1 95	49	25	75
Totals.....			\$16.02		\$25.55 16.02
A net profit of 60 per cent. or.....					\$9.53

## NO. 4 ASSORTMENT OF PICTURE AND JUVENILE BOOKS.

Doz.	Articles.	Net Per Doz.	Total Cost.	Retail Each.	Total Selling
6—	Assorted Picture Books, 6 kinds.....	\$0 07½	\$0 45	\$0 02	\$1 44
2—	Pleasewell Series, 6 kinds.....	25	50	08	72
1—	Kris Kringle Series, 6 kinds.....	40	40	05	60
1—	Pearl Series, 4 kinds.....	40	40	05	60
1—	Aunt Kate Series, 6 kinds.....	70	70	10	1 20
1—	Bo-Peep Series, 4 kinds.....	75	75	10	1 20
1—	Kitten Series, 3 kinds.....	80	80	10	1 20
1—	Aunt Louise Series, 12 kinds.....	1 25	1 25	15	1 80
1—	Painting Books.....	1 20	1 20	15	1 80
<b>BOARD COVER JUVENILES.</b>					
1—	Little Toddlers Series, 6 kinds.....	44	44	05	60
1—	Chimney Corner Series, 6 kinds.....	75	75	10	1 20
½—	Young America Series, 6 kinds.....	1 25	63	15	90
½—	Golden Youth Series, 6 kinds.....	1 50	75	20	1 20
½—	Young Folks Series, 6 kinds.....	1 15	57	15	90
½—	Budget of Stories Series, 6 kinds.....	2 00	1 00	30	1 80
Totals.....			\$10.59		\$17.16 10.59
A net profit of 63 per cent. or.....					\$6.57

TO THE MERCHANT who has not made a personal selection we confidently recommend the purchase of one or all of our assortments of Christmas goods. They are selected by thoroughly competent men, who by long experience fully understand the demands of the trade. In addition to the above assortments we also furnish packages of **Iron Toys, Tin Toys and Dolls**, listed on page 125 of our **Holiday Catalogue**. Drop us a card if you did not receive a copy. We can save you money.

**H. LEONARD & SONS, GRAND RAPIDS, MICH.**



## Around the State

### Movements of Merchants.

Amasa—P. A. Bostrom has removed his hardware stock to Norway.

Flint—Peter T. Barnum has sold his grocery stock to H. D. Parker.

Somerset—Chester Binns is succeeded in general trade by Frank R. Smith.

Jasper—Robt. Jordan succeeds H. S. Blaine in the confectionery business.

Bellaire—N. E. Wooten has removed his jewelry stock from Fenton to this place.

Onaway—Walton & Vorheis have purchased the drug stock of Geo. F. Barharin.

Rawsonville—Isaac N. Bumfur has purchased the grocery stock of John F. Fodick.

Blissfield—C. H. Lamb & Co. succeed Lamb & Siegert in the grocery and meat business.

Detroit—Charles Weishopf, dealer in cigars and tobacco, has sold out to Smith & Picard.

Cass City—Wm. J. Campbell has purchased the dry goods and grocery stock of Geo. McDonald.

Port Huron—Keller Bros. will open their new music house at 627 Huron avenue about Nov. 1.

St. Joseph—Sherman & Wright continue the grocery business formerly conducted by Chas. Smith.

Roscommon—Chase & Hoffman succeeded to the lumber and grocery business of Chas. Blanchard.

Quincy—M. W. Porter has discontinued the drug business, having sold his stock to W. J. Austin.

St. Joseph—Herring & Herring succeed Herring & Parish in the tobacco, cigar and confectionery business.

Manchester—The James A. Lowery-Schaffer Co. has purchased the lumber business of Edmund G. Westgate.

Muskegon—Lincoln Rodgers has purchased the harness stock of J. Charles Ireland, at 24 West Western avenue.

Hastings—Silas H. Dickerson has purchased the flour, grain, feed and poultry supply business of Abbott Bros.

Flint—Mrs. Clara A. White has engaged in the grocery business, having purchased the stock of Haskell & Stimson.

Ionia—G. F. Whitney & Son have closed out their stock of groceries to make room for their enlarged dry goods stock.

Flint—E. Trump has sold his dry goods stock to Hill Bros., of Waukesha, Wis. He will return to Battle Creek to reside.

Delray—Alward & Ridley, clothiers, have dissolved partnership. The business will be continued by Augustus A. Alward.

Farmington—E. F. Holcomb has sold his drug stock to Willis J. Mills, who will continue the business at the same location.

Imlay City—Ryman & Crandall is the style of the firm organized to succeed Sperry Bros. & Ryman in the hardware business.

Vicksburg—C. L. Majors & Co. succeed Majors & Ramsdell in the clothing, boot and shoe and hat and cap business.

Manistee—J. H. McAnley has sold his meat market to Wm. Hoops and Wm. Keuhn, who have already taken possession.

West Bay City—John Walsh has retired from the wholesale grocery firm of Walsh, Tanner & Dailey. The style remains the same.

Cedar Springs—Bert Hancock, of Milnes, will open a stock of dry goods, groceries and hardware in the Watson building about Nov. 1.

Tekonsha—F. H. Darrow and Edwin Shumway have opened a branch clothing store at Onondaga. Mr. Shumway is in charge of the business.

Mt. Pleasant—Hagan & Waterman, a dry goods firm of Grand Rapids, have purchased the dry goods stock and leased the store building of J. E. Zank.

West Branch—Chas. M. Dusenbery has embarked in the furniture and undertaking business, having purchased the stock and fixtures of Geo. H. Stocken.

Battle Creek—Perry E. Wolfe and William Woods have formed a copartnership under the style of Wolfe & Woods and purchased the grocery stock of Josiah Shoupe.

Kalamazoo—Glover Smith, who has been with J. W. Phillips the past year, will open a grocery store in the new Congdon block, at the corner of Walnut and Portage streets.

Hamilton—Frank J. LeRoy, of Grand Rapids, has purchased the hardware and agricultural implement stock of John Strabbing and will continue the business at the same location.

Birmingham—Cobb Bros. is the style of the new firm which succeeds Thomas H. Cobb in the grocery business. They have also purchased the drug and grocery stock of Frank Hagerman.

Cross Village—The general stock of the late O. H. Shurtleff has been purchased by the Litchfield-Stevens Lumber Co., Limited, which will continue the business at the same location.

Corinth—Willard Purchase has sold his general stock to Joseph D. Wenger and Francis W. Mochmar, who will continue the business at the same location under the style of Wenger & Mochmar.

Coopersville—W. D. Reynolds has purchased the interest of Roswell Reynolds in the grocery stock of Reynolds Bros. and will continue the business under the style of W. D. Reynolds & Co.

Hudsonville—F. L. Chamberlain has purchased the interest of his partner, W. G. Barnaby, in the general merchandise firm of Barnaby & Chamberlain, and will continue the business in his own name.

Hillsdale—Frank M. Stanton and Jas. W. Bates, who compose the clothing firm of Stanton & Bates, have dissolved partnership. Mr. Bates has purchased the interest of his partner and will continue the business in his own name.

Manton—The interior of the general merchandise store of the Williams Bros. Co. begins to have a finished look. The addition doubles the grocery capacity. The trolley system of cash carriers and the steam heating render it up-to-date in its appointments.

Mt. Pleasant—Kane Bros. have sold their grocery stock to B. R. Gruner and Chatterton & Son and will hereafter confine their trade to the clothing and shoe lines. Mr. Gruner has purchased the store in which the grocery stock was located and will refurnish same for a restaurant.

Lansing—The Lansing Retail Grocers' Association completed its organization last Thursday evening by the adoption of a constitution and by-laws and the election of A. P. Walker as Vice-President and E. A. Gilkey, A. M. Darling and John F. Johnson as members of the Executive Committee.

Shultz—Grant H. Otis, who has been engaged in the general merchandise business for the past twelve years at this place, has sold his stock to Roswell Reynolds, formerly of the grocery firm of Reynolds Bros., at Coopersville, and will retire from trade for the present. He is considering the idea of removing to Sault Ste. Marie and re-engaging in trade there.

Flint—Arthur D. Caldwell, dealer in sporting goods and musical instruments, and Foss & Springer, dealers in bicycles, have consolidated their stocks and will conduct same under a joint ownership in the future. The business will be under the direct management of Messrs. Foss and Springer, Mr. Caldwell having accepted a position as traveling representative of the Winchester Arms Co.

### Manufacturing Matters.

Detroit—The Miama Stone Co. has increased its capital stock from \$80,000 to \$120,000.

Wolverine—The Wolverine Mineral Co. has been organized with a capital stock of \$10,000.

Tecumseh—The Lamb Wire Fence Co. has recently doubled its capital stock, it now being \$200,000.

Detroit—The capital stock of the National Tooth Pick Co. has been increased from \$10,000 to \$30,000.

Flint—The Flint Pantaloon Co. has merged its business into a stock company with a capital stock of \$5,000.

Saline—The Saline Acetylene Lighting Co. has been organized at this place with a capital stock of \$10,000.

Muskegon—The Muskegon Galvanizing Iron Co. has filed articles of association. The capital stock is \$5,000.

Detroit—The style of the boot and shoe manufacturing concern of Marr & Stevens has been changed to the Marr & Stevens Shoe Co.

Mt. Pleasant—Kane Bros., dealers in groceries and boots and shoes and manufacturers of brick and tile, have discontinued their grocery department.

Detroit—The Peninsular Tool Manufacturing Co. has filed articles of incorporation with the county clerk. The capital is \$25,000, of which \$17,000 is paid in. The stockholders are Norman F. Roadhouse, Celenus L. Burr, T. George Rakestraw, Arthur L. Bresler and Eugene A. Bresler, 340 shares

each; T. George Rakestraw, trustee, 800 shares.

Detroit—The Carolina Copper Co. is the style of a new corporation which has recently filed articles of association. It has an authorized capital stock of \$40,000.

Cass City—The Wettlaufer & Ratz manufacturing plant will shortly be removed to Port Huron, where the manufacture of pea harvesters will be pushed with vigor.

Cross Village—The Litchfield-Stevens Lumber Co., Limited, which recently purchased the sawmill of the Miller Lumber Co., has acquired 15,000,000 feet of hardwood timber in this vicinity.

Detroit—The Sun Stove Manufacturing Co. has filed amended articles, changing the name of the corporation to "The Sun Stove Co.," also increasing the amount of capital stock from \$20,000 to \$40,000.

Milan—The Model Hoop & Stave Co. will remove its plant to New London, Ont., about Nov. 1. From a business standpoint, this will be a serious loss to this place, as the company employed a large force of men.

Grand Ledge—The American Fire Clay Co. is making preparations to enlarge its plant this fall. It is proposed to erect an addition 100 feet in length and the same width as the original building. It will employ an average of seventy men the year around.

Detroit—Articles of association have been filed by the Bennett Siphon Furnace Co., organized for the purpose of manufacturing and selling furnaces and other heating and ventilating appliances. The company is capitalized at \$100,000, and the organizers are Charles H. Bennett, Charles H. Pfuntner, Jonathan A. Zahn, Harry H. Hess and Frank D. Andrews.

Bauer—The Bauer Creamery Co. has been in operation three years. No dividend was paid from the profits of the first year. A 15 per cent. dividend was paid from the profits of the second year and at a meeting of the directors on Oct. 21 a dividend of 20 per cent. was declared from the profits of the third season. The total net earnings for the third year were in excess of \$1,000, and the remainder left after the payment of the dividend on the \$2,820 capital stock will be devoted to the purchase of a third separator and other betterments.

## 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 1/4 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

## 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.



## Grand Rapids Gossip

### The Grocery Market.

**Sugars**—The raw sugar market is considerably firmer this week and prices have advanced 1-16c, making the present price of 96 deg. test centrifugals 3 13-16c. Refiners manifest more interest and are disposed to buy large lots, but this fact creates more confidence among importers and, as the available supplies are light, holders refuse to sell large lots at present quotations and are holding for higher prices. The market is very firm and prices are expected to advance in the near future. Reflecting the firmer tendency of prices for raws, a steadier tone for refined sugar developed. The trade is lightly stocked and there is no disposition to accumulate supplies. The volume of new business transacted showed no increase and buyers confined their purchases to immediate wants. List prices were steady and unchanged. Owing to the prospects of a further advance in raw sugar, the outlook for a steady market and the maintenance of prices for refined are becoming more assured. The Michigan beet granulated is now being delivered to the trade and is giving excellent satisfaction. This will in some measure curtail the demand for Eastern refined.

**Canned Goods**—The canned goods market is in good condition and there is a fair demand for almost everything in the canned goods line. At the abnormally high prices reached by tomatoes, trade is of rather limited volume. The market continues exceedingly strong, however, and here and there a buyer will pay the high prices demanded. Good gallons are wanted, but are hard to find, goods being mostly poor in quality. Taking everything into consideration, we think that tomatoes purchased at to-day's prices for current wants are a safe investment, yet would not advise the purchase at the prevailing prices for speculative purposes. There is a fair demand for corn at previous prices. This article does not seem to follow tomatoes as closely this year as usual. So often it is the case that if tomatoes advance, corn will follow almost immediately, but so far this season it seems to be taking its own course, regardless of the market for tomatoes. The stocks of peas have dwindled to practically nothing. While the best grades were moving, the cheaper or the late packings have also been in good demand. It looks now very much as if there would be considerable difficulty in finding the grades of peas wanted during the early part of next year. Peaches are in good demand, especially for the pie peaches. Gallon apples are in very good demand, some large sales at good prices having been made during the past week. The packing of lima beans this season was a disappointment. The large crop anticipated by the packers, as well as the growers, did not put in an appearance. This, together with the lateness of the crop, caused a liberal buying of the new goods and prices show some advance in consequence. French sardine fishing this year has been very poor, according to advices just received from the other side. The season is now almost at an end, the present month being the last in which catches are made. Fishing commenced this year about three weeks after the usual date. June was moderately productive, but each month since has been more and more

disappointing in results. On the comparatively few days when there have been large catches, the bulk of the fish have been too small in size and poor in condition to be of much service to the packers. Good sized fish have been scarce throughout the season and the average cost of such fish to the packers has been very high. Domestic sardines are a trifle easier and the demand is very light. Salmon is moving out slowly at previous prices. The outlook is for a good business during the fall and winter months in all lines of canned goods.

**Dried Fruits**—General conditions in dried fruits are quiet and trade on the spot is without particular feature. There is a fair demand for most lines, which would be much better if the weather was colder, as it needs cold weather to cause any very heavy demand for dried fruits. In raisins there has been little, if any, speculative buying and nothing like the volume of business there undoubtedly would have been had the raisin market generally been in a healthy and normal condition. Orders for a number of cars have been placed by the local and nearby trade, but the buying was practically all for wants in the early part of the season. The situation in California is still very much mixed up and the trade is still very much at sea as to what the outcome will be. New prunes, especially the large sizes, are selling well and are becoming more plentiful. Prices are unchanged. Apricots and peaches are both rather quiet and unchanged in price. Currants are firmer and fairly active, although orders for the most part are for small lots. One of the chief features of interest in the dried fruit trade was the naming of prices on new dates. The quotations named are about 1/2c under last year's opening figures and are regarded as moderate. The demand, however, is very light, but it is expected will greatly increase very soon. The market for figs is slightly firmer and prices are somewhat higher. Some demand was noted for fancy quality, but, as a general proposition, figs were little wanted. Colder weather is needed to bring about any real improvement in this article. Evaporated apples are selling well at firm prices. Stock is coming in quite freely now, but most of the dryers will be closed within a week or so. Michigan evaporated apples will be scarce this year, but there is plenty of Southern stock, which is not quite as good as the Michigan fruit.

**Rice**—The position of the market continues strong and prices for all grades were firmly maintained. Spot supplies of old crop domestic are nearly depleted. The receipts of new crop were more liberal within the past few days and supplies were readily absorbed. Dealers are not in a speculative mood and are holding off for further developments, pending an enlarged crop movement. Prices are very firm and have advanced 1/2c for some grades. The outlook is most promising for a strong market in the future. Factors which contribute to the present strength are the small supply and high prices for potatoes and the light yield and promise of higher prices for corn, both of which will stimulate the rice trade. To meet this demand there is an increased domestic crop, but, according to the largest estimate, this increase will not exceed 3,000,000 sacks, while the general impression is that the yield will not be over that of last year.

**Tea**—Among holders of green teas a feeling of confidence prevailed and prices continued strong. Supplies of above grades remain small and offerings were limited to small lots. Trade as a whole was rather quiet, partly due to the small offerings and higher prices asked for some grades.

**Molasses**—The feature of the molasses market was the additional strength to prices for the lower domestic grocery grades. Spot supplies of these sorts are moderate and dealers were firm in their views on prices. Buyers showed a fair disposition to operate, but purchases were confined to such lots as were needed to meet regular wants. The bulk of business was mainly in low grades of domestic, which sold at full prices. Dealers have only small stocks on hand and the market will be fairly well cleaned up before new crop molasses begins to arrive here in appreciable quantities.

**Nuts**—Trade in all the principal lines of nuts showed activity. New crop nuts are beginning to come in in good sized lots. Brazil nuts are very firm at the last advance and stocks are light. Filberts are 1/2c lower. The coast market on new California almonds is easier and holders show anxiety to sell, present prices being from 1@1 1/2c under the opening quotations. Peanuts are lower and prices have declined 1/4c.

Now that he has re-organized and rehabilitated the Rose lime industry at Petoskey, Wm. Alden Smith has turned his attention to the construction and equipment of a gas plant at the same place. As soon as that enterprise is well under way, it is not unlikely that he will devote his energy to the erection of a modern and thoroughly up-to-date hotel at Lansing—one in which a guest will not have to occupy a room with from six to ten strangers during the legislative season. Mr. Smith believes that the field is a good one and that the returns would prove to be in every way satisfactory to investors. Editor Conger, of the Herald, has already named the house Hotel Alden and Mr. Smith has gone so far as to select the site which he would like to utilize in the event of the project being carried into execution.

Charles H. Libby has sold his butter and egg establishment at 95 South Division street to Clifford D. Crittenden, who will continue the business at the same location, handling produce as well as butter and eggs. Mr. Libby has established an excellent reputation for fairness and promptness during the three years he has been engaged in the butter and egg business and retires with the best wishes of a numerous circle of friends and customers. Mr. Crittenden made the acquaintance of a large number of merchants and shippers during the two years he was on the road for the Tradesman Company and enjoys their confidence and respect to the fullest extent.

Lee S. Hutchins, Secretary and Treasurer of the Hazeltine & Perkins Drug Co., has returned from Old Point Comfort, Va., where he attended the annual convention of the National Wholesale Druggists' Association. He was accompanied by his wife and they spent a day in Washington on their way home, calling on the President, visiting Mt. Vernon and inspecting the famous library building and other features of interest.

J. Frank Gaskill has closed out his grocery stock at 202 East Bridge street and will engage in the manufacture of a line of grocers' specialties.

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

### The Grain Market.

Wheat trading was not up to the usual amount. It fluctuated about 1c during the whole week. Liverpool cables came in weak to-day and the visible was also increased by 1,185,000 bushels, which had a weakening effect on the price. December wheat opened 71 1/4c and closed 70 1/2c, or where it closed one week ago. Another depressing effect is that considerable wheat is being carried on the ocean, on return trips and back again, as the storage charges are higher than the freight rates, and a great deal of the wheat seems to be carried as ballast. The market is what may be termed a "scalping" market. The long interests sell out as soon as they have a small margin and, wheat being so low, taking conditions into consideration, the bear element is not willing to put out large lines. I might state that the depression in wheat yesterday was on account of reports of rain in the Argentine, as they seem to have been having a drought, and unless they had rain soon the crop would be a partial failure.

Winter wheat keeps very scarce. Farmers' deliveries have been almost nothing, as the Secretary of State claims that Michigan only harvested 10,000,000 bushels last year, and it looks as though the farmers had not much to offer.

Corn was very uninteresting. The demand hardly absorbs the offerings. Corn seems to be pressing on the market from corn sections, as this fine weather seems to help out the ripening and drying out of the corn, so it shows up better than was anticipated some time ago. Still, when we look at the small amount we have harvested, nearly 1,000,000,000 bushels less than last year, our belief is that corn can not be crowded down below present value.

Oats have not changed any and are absorbing all offerings. They seem to remain very steady.

Rye also keeps at present prices, notwithstanding there seems to be quite an export demand springing up, as they claim 100,000,000 bushels shortage in rye in Germany, which is a rye country, and if the United States has to supply more or less of that, it will affect prices later on.

Beans are also steady. They seem to be a trifle higher than a week ago. That is about all that can be said in regard to beans, but should the war in South Africa as well as in the Philippines continue, beans will not be any cheaper, as the governments are using large quantities. They seem to be one of the main foods for armies.

The flour trade is very fair. The mills are running full time here.

In mill feed, there seems to be no change. The demand keeps pace with the supply and no change in price is to be noted.

Receipts of grain have been as follows: wheat, 63 cars; oats, 4 cars; flour, 4 cars; hay, 5 cars; corn, 8 cars; rye, 2 cars; straw, 2 cars; potatoes, 5 cars.

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

### Thanks For Satisfactory Service.

Office of  
Berkey & Gay Furniture Co.,  
Grand Rapids, Mich.

Oct. 16, 1901.

Commercial Credit Co., Ltd., City:  
Gentlemen—We thank you for your favor of Oct. 15, enclosing check covering proceeds of collections made as per statement rendered.

In this connection we take occasion to thank you for the satisfactory services which you have rendered us.

Berkey & Gay Furniture Co.



## PUSHING COLLECTIONS.

## The Time It Can Be Done Most Effectively.

This is the one month of the year when retailers in all lines of trade should push their collections the hardest, and when the best results will be obtained from giving a little extra time to the collecting of outstanding claims. The retailer also has a good excuse for pushing his collections during the month of October, and the first half of November. He can go to his customers and rightly claim that the larger proportion of his accounts mature during this period, and that the money due him is necessary in the continuance of his business, so that he may keep his credit unimpaired with the wholesale firms from whom he buys goods.

There are several reasons why the retailer should devote considerable attention to collections at this time, and why he should strive to collect in more money during the next thirty days than during any other similar period of the year. The consuming public should be the most prosperous now. The summer's work is at an end, and both the farmers and the laboring classes have realized on their labors. Earlier in the year they were enabled to meet last winter's accounts, and if they have been provident and careful in their living, they should have some money accumulated with which to meet their obligations with the grocer, the dry goods man, and the shoe dealer. When the consuming public has money it is much easier to collect on account than when the returns from labor or from the farm are less than the daily cost of living.

Another factor in the situation consists in a consideration of the future from the retailer's standpoint. The retailer who fails to collect in his accounts before November 15 will find that payments on old accounts up to the turn of the year are nominal, and there is reason why this should be so. With the latter part of November many families tie up their earnings in Thanksgiving celebrations, and following Thanksgiving, they begin to save any surplus funds which reach them for the Christmas and New Year holiday buying period. Holiday gifts are generally bought for cash, and the consumer accumulates his cash to invest in this class of goods. Then, too, with the advent of cold weather, many laboring men find themselves with no work in prospect until spring, and farmers quite generally find their income is restricted after they have marketed their grain and stock previous to the advent of cold weather. As a matter of fact, the consuming public is not in a position to pay its bills as promptly following cold weather as it is at present, and the careful retailer will make every effort to get in his money while the situation is favorable to this policy.

On the other hand, there are few retail dealers but that need their money from collections more at the present time than at almost any other period of the year. The retailer who bought his stock of fall and winter goods a month or six weeks ago finds that by paying his bills promptly he can save a considerable sum of money in discounts from the jobber. These discounts are worth saving and many times help to make a business which would otherwise only return a fair living, profitable to the owner of it.

The retailers' stock is the heaviest at this time of the year and he has more

capital invested in it. Necessarily he needs all the money he can obtain on back accounts in order to pay for and carry his increased stock. He will shortly be or is already in the market for increased Christmas supplies. There are few stores that do not carry some Christmas stock, no matter in what line of trade they may be, and these Christmas goods can be purchased very much cheaper if the merchant is in a position to pay cash for them or to discount his bills at the end of ten days. If the goods are bought on the cheapest possible basis and to the best advantage, they can be sold cheaper, and the merchant who can sell holiday goods on a moderate basis, and at the same time secure good profits, is getting a good start towards expanding his business the following year. Customers who do not shop at any other season of the year go shopping at Christmas time, and get as much for their money as possible, owing to the fact that they have so many demands to meet in the way of Christmas gifts. The merchant who sells them goods on a low basis gets their good will and secures advertising for the future that is bound to aid him in increasing his business.

Now, as to how collections should be made at this time. The collection proposition is about the same the year around, but on general principles, the merchant who asks a debtor to pay him in a half-hearted way, and as if he were fearful that he was committing some breach of business etiquette in dunning him, will not meet with the same success as the merchant who is firm, and when he takes a position on this proposition, does not recede from it. If you must have money, Mr. Merchant, and your customer owes you money that is necessary to your business, you are doing yourself and those dependent upon you, your creditors and your employees, an injustice if you do not go after it as hard as possible and with the determination to get it.

In this connection there are many merchants who are inclined to be too lenient with customers because they are afraid they will lose their future custom if they demand money that is due them. The customer who secures goods on credit and does not meet his obligations weekly or monthly in full, but who is carried over those periods when he is not earning money, is under obligations to the merchant. This is a one-sided business transaction in which the merchant extends all the courtesies of the situation. Make your customers realize this, Mr. Merchant. Make them feel that you are granting them a concession when you carry them for a month or two months at a time, and that when you demand money from them it is not because you are fearful they will never pay the bill, but simply owing to the exigencies of business, which demand that you shall meet your obligations with the man from whom you buy your goods. If you keep them filled with the idea that they are under obligations to you, you will find it far less difficult to collect the account and you will stand less danger of losing a customer when you do demand your money than you will if you are so anxious for their business that you make them feel you are indebted to them.

These few remarks pertain to the customer who is recognized as good pay, but does not meet his accounts promptly. The dead-beat is eliminated from consideration for the reason that his is a

special case which demands special attention.

The collection campaign may be instituted the first of October by sending a statement to all customers of the amount due at that time. Couple this with a polite note to the effect that you have carried the account for three months, or six months, or whatever period it has been carried, and state that you must meet obligations amounting to so many dollars within the next week. Say to the customer that as this courtesy has been extended to him you expect him to call at your store within the following week and meet the obligation in part or in full, just as you feel about it. At the end of ten days, if the customer does not call to "square" himself on the little matter, send him a second letter in which you make the point very much stronger that you have absolutely got to have the money and that you expect it from him, owing to the courtesies you have extended him.

If this second letter does not bring desired results, go after the man personally, Mr. Merchant, and talk Spanish to him. If you have persuasive eloquence sufficient for the purpose, make him feel pretty bad because he has given no heed to your previous letters, and make it very apparent that you expect money, and a good round sum, on the account due within a very short time. Your work will begin to bear its fruit soon after this call, if the customer has any sense of personal honor. If he has not, that is another question. He should never have been granted credit in the first place, but if he has been granted credit it will probably be as well to place the account in the hands of your local lawyer as a finality—Commercial Bulletin.

## Grand Rapids Business University

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

## 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.

## Torpedo Gravel Roofing

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

Manufactured by

H. M. Reynolds & Son

Grand Rapids, Michigan

## Don't Buy Your Wall Papers

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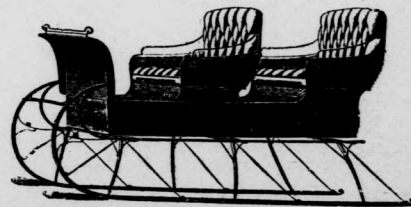
Grand Rapids, Mich.

Michigan Wall Paper Jobbers

## The Kalamazoo Wagon Co.,

Ransom Street, Kalamazoo, Mich.

Twenty-Second Season



We have a better assortment of Cutters and Sleighs this season than ever before. Write for catalogue and prices.



DELINQUENT DEBTORS.

Danger in Advertising Their Accounts For Sale.

The Tradesman recently published an opinion by W. B. French, a Boston attorney—obtained by Robert M. Floyd—warning the members of retail dealers' associations against advertising accounts for sale in the public prints. Since that time the Utica Retail Grocers' Association has submitted to the attorney samples of the blanks used by the members before the debtor's name and amount of indebtedness is published, which are as follows:

Letter No. 1.

Utica, N. Y., ..... 19..

Article X of the Constitution of the Retail Grocers' Association says, that every member of this Association shall furnish the Secretary, monthly, with the delinquent customers, who shall be tabulated and furnished to the members; also that no member of this Association shall open an account with any party reported as a delinquent, until such unsettled claims are satisfied.

In compliance with the above it will be necessary for me to turn your name over to the Secretary as a delinquent, unless your account of \$.... is satisfied by.....

Trusting that you will give this matter your immediate attention and not force ..... to report you,

Respectfully yours,

Letter No. 2.

Utica, N. Y., ..... 19..

Your name having been handed to me by..... as a delinquent, unless a settlement of your account is made by..... it will be my duty, as Secretary, to notify every member of the Association that you have been reported as a delinquent, and also to advertise your account for sale in the daily papers, and any member trusting you until your account with..... has been satisfied will be subject to the penalty of violating Section 4 of Article X of our Constitution, which reads, "Any member of this Association trusting any party reported by the Secretary as a delinquent, such member shall be subject to a fine of \$25."

By making a settlement of your account at once, it will save you much publicity and annoyance.

Respectfully yours,  
W. A. Harris, Sec'y.

Opinion of the Attorney.

A careful consideration of these letters confirms my impression that the system of collecting book accounts adopted by the Utica Retail Grocers' Association is pernicious and may be followed by disastrous litigation. I understand that all members of the Association are furnished with circulars of the form shown in No. 1 and that, upon the failure of a debtor to pay the account presented, the grocer fills out this circular and forwards it to his debtor. It notifies the debtor that the constitution of the Association requires each member to furnish the Secretary, monthly, with a list of his delinquent customers, that this list is furnished to all members, and that no member of the Association can open account with anyone who is reported delinquent, and that the member will hand the debtor's name to the Secretary unless his account is satisfied at a certain day. Failing to receive payment of his bill, he reports the matter to the Secretary, in accordance with the statement of the circular No. 1, and thereupon the Secretary sends a circular of the form No. 2, which notifies the debtor that his name has been handed in by the member as a delinquent, and, unless his account is paid by a certain day, the Secretary will notify every member

of the Association that he has been reported delinquent and that his account will be advertised for sale in the daily papers; and further, that no member of the Association can give him credit without violating its constitution. The closing sentence is, "Any member of this Association trusting a party reported by the Secretary as a delinquent, such member shall be subject to a fine of \$25."

It is the evident purpose of the Association, by the use of these circulars, to force the debtor to pay an account due, or claimed to be due, and it is evident that the threat to advertise the sale of the account and the reference to the publicity and annoyance are made for the purpose of making the pressure as great as possible.

The advertisement of the debtor's account at public auction, following these circulars, must be understood as a charge of dishonesty, and the courts will subject the one making it to a lawsuit. The question of liability in such cases has been clearly established. Of the many cases establishing that liability, I will mention two, one arising in Massachusetts; the other in Missouri. In the former case, the defendant, who was a member of an association quite similar to that of the Utica Retail Grocers' Association reported the plaintiff as delinquent to the Secretary of his Association, who then notified all its members that the plaintiff had failed to pay his indebtedness to the defendant, and all the members, in consequence, refused to give him further credit. The plaintiff brought an action for libel and obtained a verdict from the jury. The defendant, being dissatisfied, filed exceptions and took the question before the Supreme Court. That court, in its opinion, said, in discussing the questions involved:

The jury well might have found facts that would cut at the roots of such a ruling. They might have found not only that the proposition that the plaintiff was a man who refused or neglected to pay his honest debts was false, as they have found, but also that it was known by the defendant to be false. They might have found that it was volunteered for malevolent motives. They might have found that the whole organization was a mere scheme to oust the courts of their jurisdiction, and to enforce collectable claims of the members by a boycott intended to take the place of legal process, and that there was no pretense of any duty about the matter. Indeed, it is hard to see how the by-laws or any understanding of the defendant about the by-laws could have afforded him a justification, as the by-laws merely expressed the terms on which he saw fit to enter into a voluntary organization. A man can not justify a libel by proving that he has contracted to libel. More specifically, a false statement of a kind manifestly hurtful to a man in his credit and business, and intended to be so, is not privileged because made in obedience to the requirements of a voluntary association got up for the purposes of compelling by a boycott the satisfaction of its members' claims to the exclusion of a resort to the courts.

In the Missouri case, the defendant placed a claim of \$5 against a married woman in the hands of a collection agency. The debtor was employed in a building with many other persons and her mail was sent to the place of her employment, where it was seen by many of her associates. The collection agency had printed in a conspicuous type, upon the upper left-hand corner of each envelope in which it addressed the debtor, "Bad Debt Collecting Agency." The bill was disputed, the debtor ad-

mitting a smaller sum, but denying that she owed the full amount of \$5. The collection agency, however, persisted in sending dunning letters enclosed in envelopes such as I have described. The result of this procedure was, that the woman to whom the letters were written became so wrought up that she made a complaint in the criminal courts against the defendant for libel. He was convicted by a jury, and, like the Massachusetts creditor, who attempted to force the collection of his account by questionable means, took his case to the Supreme Court, and that court, in considering his case, said, among other things:

The evident purpose and design of the defendant and the association he employed, and for whose acts he is responsible in this matter, was to publish the prosecutrix as a bad debtor and dishonest person who would not pay her debts, and to degrade her in the eyes of the public and her employers, and, as such, was clearly libelous.

These cases, I think, show clearly that such a system of collecting debts is pernicious and that its use may be attended with unpleasant consequences.  
W. B. French.

Evidence to the Contrary.

Citizen—Madam, why do you persist in punching me with your umbrella? Madam—I want to make you look around, so I can thank you for giving me your seat. Now, sir, don't you go off and say that women haven't any manners.

Are you not in need of

New Shelf Boxes

We make them.

KALAMAZOO PAPER BOX CO.  
Kalamazoo, Michigan



The Imperial Gas Lamp

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

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

You ought to sell

LILY WHITE

"The flour the best cooks use"

VALLEY CITY MILLING CO.,  
GRAND RAPIDS, MICH.

Opportunity of a Lifetime



One-half acre of land, store building and stock of general merchandise for sale in town of 200 population in Allegan county. Real estate will be sold for \$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 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, \$295. 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, Grand Rapids.

KATE NOBLES

the only

WOMAN GUM MANUFACTURER ON EARTH

makes

WILD CHERRY AND CINNAMON FLAVORS

RELOUZE SCALE & MFG CO.  
CHICAGO CATALOGUE  
MANUFACTURERS OF HOUSEHOLD, COUNTER, MARKET, CANDY, POSTAL SCALES, SPRING BALANCES, ETC.

# Scales





Devoted to the Best Interests of Business Men

Published at the New Blodgett Building,  
Grand Rapids, by the  
**TRADESMAN COMPANY**

One Dollar a Year, Payable in Advance.

Advertising Rates on Application.

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

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

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

E. A. STOWE, EDITOR.

WEDNESDAY, - - OCTOBER 23, 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 16, 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 nineteenth day of October, 1901.

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

## TRUSTS AND THE PRESIDENT.

It is said that the three subjects which will be of chief importance in the President's message are reciprocity, the Nicaragua Canal and the matter of trusts.

It is said by some who have conferred with him that he fully recognizes the gravity of the problem, and, while he is full of the idea that something must be done, he, like many other men, is somewhat dubious as to how and when the remedy for trusts must be applied.

The President, it is said, is extremely anxious to do something to curb the power of the trusts so far as their operations tend to raise prices and crush competition. At the same time he does not desire to inaugurate a crusade against corporations merely because they are companies and not private firms. He is fully aware of the great danger which would come to the country from legislation which would tend to restrict the ordinary uses of capital.

The problem to be solved is to restrain combinations from operating as conspiracies to crush competition, to control the markets and from jeopardizing interests of their stockholders and employees. Everybody recognizes that the day of great capitalistic combinations has come, and that by such combinations industrial and commercial undertakings become feasible which otherwise would be impossibilities; but, unless adequate restraints are put upon them, the time will soon come when a few persons will monopolize the production and transportation of the principal articles of daily use.

It has been said that the Federal Government is powerless to regulate trusts, which are organized under state laws, and this may be true where they confine their operations to the state in which they were chartered, but they certainly must come into the purview of the right of the Federal Government to

regulate interstate commerce when a corporation chartered in one state undertakes to dictate to merchants in other states where they shall buy goods, in what territory they may sell them, and upon what terms. It is a matter of interstate commerce when, by means of special arrangements with railroads, they can prevent the products of competitors from being transported by the common carriers. Then, too, when a corporation organized in one state and operating in many others where it has no visible or tangible assets out of which a judgment claim can be made is, therefore, in case of a controversy, secure from judgments by the local courts, there should be some recourse by which citizens in distant states should be able to seek redress for injuries at home, instead of being forced to bring an action among strangers, where even it might not be possible, without extreme difficulty, to give such security as the proceedings at law might require. These are only a few of the conditions that should give the Federal Government jurisdiction over trusts that operate in more than one state, which they all do.

Whenever it shall come to pass that any corporation may inflict injuries upon citizens for which the laws provide no means of redress, and such corporation is, therefore, above all law and authority, the result will be, sooner or later, that the people themselves will rise up and provide themselves with a remedy, and this remedy will be violence of such a nature that it will soon run into revolution. It has been a favorite maxim with the courts that there is no political or social evil, and no encroachment upon private rights and property, for which a judicial remedy can not be found. If, then, it should ever be acknowledged that the great combinations of capital can work their will in crushing out competitors, in controlling markets and transportation, and holding at their mercy the entire working population which is engaged in their several industries, then there exists a power exercised by private individuals which is above all government, all law and all proper restraint. Any admission by Congress that it has no power to legislate for the control of trusts will be a confession that there is in the United States a power before which all the sovereignty and authority of the nation melt away, and before which the people's representatives are impotent; then truly it will be left for the millions of the masses, if they would save themselves from slavery, to rise up and show that, next to God, they, the people, are the greatest power in all the earth.

The French government is puzzled to know what shall be done to meet the deficiency in its revenues, which have declined in an appalling manner during the past few months. Taxes are already very high in France. There is scarcely any form of property which is not already subjected to the limit of taxation. Crops are short and a large amount of wheat must be imported and there can be no further taxation of necessities. It looks as though France being unable to increase its income would be compelled to reduce its expenses. This will require some courage on the part of the ministry, but it is the best way out of the difficulty.

It seems too bad that they can not add two or three years to Most's sentence for bad behavior.

## A FOOT IN IT.

There seems to be something the matter with the "open door." It does not seem to "swing to." Never wholly relishing the idea, Russia gave to it a reluctant consent, with the silent reservation that when the trouble with China was over a sudden blast from the North would unexpectedly sweep down and slam it. Then, if the door should be thoughtfully provided with a snap lock, it would be shut and fastened and then, with the big Russian Bear's huge bulk braced against it, "Good bye, open door."

That policy settled upon, events were allowed to take their course. China was taught a much-needed lesson—she seems to have learned it—affairs in that part of the world have quieted down and the north wind has swept down according to the program and the policy, but the door does not budge. Blow the wind as it may, there is hardly a waver to the open door and the Bear, with lifted paws and dropping jaw, wonders why until it looks down; and then, "large as life and twice as natural," it sees that Uncle Sam has a foot in it.

It is a noteworthy fact. Its size commands respect. Its muscular development is remarkable and readily suggests to the eye of even the casual beholder the inexpediency of getting under it. Even encased in its immense shoe—a manufacture, by the by, in every way commendable—it hints strongly of determined vigor, its very outline affirming that it takes no backward steps, and there it is, "planted" in the very jamb, under the lower hinge, evidently by design, and there on his astonished haunches sits the Russian Bear looking at it and wondering.

It is easy to conjecture the general trend of his thought. When the door, now historical, was opened, Russia knew that its closing—merely a question of time—would shut in Manchuria. It knew, too, that that was the spot in all the Chinese territory that this country most desired to keep open. It knows that it is one of the most fertile regions on the globe and that its productiveness can be greatly increased. It understands, too, and has understood all along, what the result will be once the United States "invades" it with its merchantable commodities; and, knowing that, while there has been no aggressive action on its part showing a determination to close that much-desired market to the rest of the world, they who have at all considered the Russian desire and the Russian habit know that that country is planning to do exactly that. None better than Russia knows that possession is nine points of the law and, having obtained a firm foothold in that almost priceless province, it will not only give up nothing that it already has, but will do its level best to get more. With this in mind it sees with consternation the foot that props open the door and at this moment is wondering how to get it out of the way.

Force, the first thought always of absolute power, is not in this instance for a moment to be considered. Aside from the fact that the shoe is ironclad, the foot in it is not one to be trifled with. Openly and above board its owner, with a "respectful consideration," directed that the door be opened and then, with the same consideration, "put its foot in it." It is there now. It is there to stay and cherished Manchuria is to become the helpless victim of Occidental greed! Diplomacy, since time

began, has succeeded where force has failed, but Occidental acumen "sees quite through the deeds" of diplomatic trickery and, in the quaint language of the Western World, lying "cuts no ice." That Government means exactly what it says every time and that Government's foot keeps the open door from swinging even!

With no thought of boasting, it is safe to say that the foot that is squarely "in it" will stay exactly there. It is safe to say, too, that the north wind, fresh from the Russian steppes, and the pressure of the Bear against the door will not be powerful enough to be painful. With that matter tacitly and distinctly understood, the trade between China—including Manchuria—and the United States will go briskly on, to the great advantage of both. China will more than ever have reason to be thankful for her friendship with this country, and Russia will learn that the inconvenience resulting from "getting a foot in it" depends entirely on the owner of the foot.

## THEY WANT MORE WAGES.

A movement has been started in Fairfield county, Conn., which seeks to secure better salaries for the carriers on the rural free delivery routes. The wonder is that some such undertaking has not been inaugurated before. The salary is \$500 a year, which includes the services and keeping of a horse. In the county referred to the shortest route is twenty-three miles and the longest thirty-eight miles. The requirements of the service are such that out of fifty-three carriers in that county fifteen resigned because they were unable to pay their expenses and make what they believed to be living wages. What they ask is that they shall have the same salary as carriers in the city.

The request which originates in Connecticut will interest carriers all over the country, and what they ask is not unreasonable. It is true that probably there have been half a dozen applicants for every position in the rural free delivery service, but that is not proof positive that the salary offered is sufficient. It is not an easy matter to drive an average of twenty-five miles a day in all sorts of weather, particularly in this climate. There will be plenty of days coming when the carrier and his horse will be nearer eight than four hours making the rounds, and when both will be badly exhausted at the finish. There are not very many horses that can stand that work, day in and day out, for more than a year, and the pay is not enough to enable the carrier to keep two. The rural free delivery system has been so enthusiastically received everywhere that those thus served would not consent to go back to the old system under any circumstances. The plan has proved its value, and will go on increasing annually. The carriers certainly ought to be paid fairly for their work. Formerly they were permitted to add to their income by doing errands, carrying parcels, etc., but that the Department has now prohibited. The movement inaugurated in Connecticut is likely to spread all over the country, and certainly \$150 a year more would not be too much.

Those New York burglars who recently broke into a jail by mistake will have several years in which to break out.

England's new torpedo boat destroyers seem to possess all the dangerous qualities of a folding bed.



## CHANGES IN IMMIGRATION.

The matter of immigration has been attracting considerable attention of late, interest therein being stimulated by the determination to prevent if possible the undesirable newcomers from landing here. President Roosevelt is making a special study of the question and has been in consultation with T. V. Powderly, Commissioner of Immigration, who has gathered a large amount of statistical information. A table recently prepared by the Industrial Commission shows that there has been in recent years a decided change in the nationality of immigrants. Formerly 26 per cent. of the total was from England, Scotland and Wales, and from 1881 to 1890 it was 14 per cent., but in the last decade it has fallen off until now it is only 7 per cent. The immigration from Ireland, which at one time was 46 per cent. of the whole, was only 15 per cent. in the last ten years. From Germany it has fallen from 57 per cent. to 13 per cent. There has been a like decrease in Scandinavia.

There has been, however, a great increase from Syria, Armenia, Bohemia, Italy and from Southeastern Europe and Western Asia in general. From Southern Italy alone 125,000 immigrants came last year. There came from Austria and Hungary 72,969 between 1870 and 1880, but in the ten years ending with 1900 there were about 600,000 from these countries. In the ten years ending with 1880 the newcomers from Russia and Poland numbered only 52,254, while in the last ten years there were 602,010 of them. The change is evidently not a desirable one. Those who amalgamate with Americans most easily and make the best citizens are from the British Isles, Germany and Scandinavia, and of these there are recently fewer than ever before. There are beside a great many unenumerated, because they come via Canada drifting across the border in comparatively small detachments. The trans-Atlantic steamship companies make a business of advertising the United States in foreign countries, painting glowing pictures about the fortunes to be made here, with the avowed purpose of inducing as many people as possible to come, thus making business for their passenger departments.

A large number of the immigrants in the last decade are classed as illiterate, the percentage being nearly 28 last year of those over 14 years of age. This state of affairs has aroused a good deal of criticism and occasioned some fear, the general belief being that illiterates are more dangerous than the educated. Commissioner Powderly, however, takes the opposite view. He says that anarchists and assassins of the Czolgosz stamp are all educated and that illiterates, as a rule, settle down on farms or engage in other industries and make fairly good citizens. He insists that they are too ignorant to understand the first principles of anarchistic teachings. They think only of themselves and of getting along and are not disposed to worry or be disturbed by what the Government does. It is certainly true that the average anarchist is pretty well educated. The influential ones among them have not only read a great deal of history but understand the fundamental principles of monarchical and republican forms of government. They are able to make good speeches and advocate their cause with considerable skill. It is a fact, however, past gainsaying, that education is of necessity one of the corner-

stones of a republic like this. The citizen who does not appreciate his citizenship is undesirable. The whole subject of immigration will have attention in President Roosevelt's forthcoming message.

## COURT OF IDOL SMASHERS.

If the naval court of enquiry were composed of a band of iconoclasts whose avowed purpose it was to demolish popular idols it could scarcely hit the mark more successfully than it is doing already. From time out of mind there has been sort of a halo around the navy and its officers and they have been supposed to represent the American ideal of heroism, manliness, skill and accuracy. During the time of the Spanish war, when the army scandals of one sort and another were being generally ventilated, the navy was frequently pointed to as being entirely without these unfortunate features and its splendid achievements were pointed to with honest pride.

The unhappy differences between the friends of Schley and Sampson, the jealousies and the rivalries finally found fruition in the court of enquiry. Before that honorable body come officers who make oath to remarkable things.

The witnesses swear that charts and reports were inaccurate and changed to suit the occasion, and a variety of happenings are brought to light which are bound materially to detract from the good opinion hitherto entertained for that branch of the Government service. It comes in a way not calculated to be particularly beneficial to the service itself. The whole investigation has its real foundation in prejudice and jealousy. If it had been instituted at the instance of the department its results might have been more salutary. Now the statements have the color of partisanship and personalities are thrust in where they might better be omitted. The naval idol is being badly shattered and indeed is being knocked into smithereens. It can not be said as the trial progresses that either side is making very much genuine headway except in casting aspersions upon the other. Admiral Sampson, who technically is not at all a party to the proceeding, keeps insisting upon his request to be represented by counsel, and the court has thus far wisely insisted that he shall attend to his own affairs. Meantime the witnesses are testifying that the ships were badly placed and poorly handled, that this, that and the other mistake was made and inaccurate charts were reluctantly signed to effect a compromise. As yet the glory of Dewey's victory at Manila is undimmed, but the splendid accomplishment at Santiago is being clouded as the ships were on that occasion by the smoke of their guns. Thus far the investigation has been little less than a disgraceful display of soiled linen.

Owing to the numerous frauds practiced by unscrupulous middlemen on the peasants, the Russian government has passed a law that makes it compulsory to buy and sell grain and flour by weight, and not by measure, as heretofore. The Novoe Vremya states that cheating will not be stopped even by such an enactment, and that the chief reason of the frauds is the low state of morality obtaining among the Russian merchants generally, their favorite maxim being: "Without cheating it is impossible to sell."

White pine, when green, weighs 34.62 pounds to the cubic foot; when seasoned 29.56.

## JUDICIAL INTERPRETATIONS.

All the courts or tribunals of the United States for the trying of causes or of criminals are courts of law and are so denominated in the National Constitution. It is sometimes the case that they are called courts of justice, but it is a remarkable fact that the word "justice" does not occur in the Federal Constitution, and in connection with it only in one instance, and that is in its preamble, which sets forth that "We, the people of the United States, in order to form a more perfect Union, establish justice, etc., do ordain and establish this Constitution, etc."

The United States courts are courts of law, and doubtless the state courts, although many of them antedated the Constitution, are also courts of law. Let it be understood that, in remarking upon the terms of the supreme law of the Republic, there is no purpose to criticize its quality or to pretend to discover any difference between courts of law and of justice, but merely to note a somewhat peculiar fact in connection with the constitution and characterization of the tribunals which are designated as courts of law.

It can well be understood that the function of a court is to decide all causes brought before it according to law, and, as scarcely any person knows what is the law on any subject until it has been declared by the courts, it follows that the judgments of those tribunals are of the very first importance in determining what is enjoined and what is forbidden by the statutes. These observations, which are applicable to many cases that have been tried in the courts of all states, are particularly suggested by the report of a case which has been for some time in course of being ground in the judicial mills of New York.

It appears that in April, of last year, William F. Miller, of Brooklyn, was sent to the penitentiary. He was connected with the Franklin Syndicate, which offered investors 520 per cent. interest a year. This rate was paid for a time, but it was paid out of the receipts. When they became insufficient the concern went to smash. The Syndicate was a swindle and its organizers were swindlers, deserving of punishment. But Miller is to have a new trial.

In this case the court holds that, while he was undoubtedly guilty of grand larceny in one of its forms, he was not guilty in the form charged in the trial court. In the indictment upon which he was convicted it was charged that he was guilty of common law larceny and of grand larceny as a breach of trust. The district attorney elected to try the case on the count of common law larceny. But, according to the appellate division, the defendant should have been tried on a charge of obtaining money by false pretenses with intent to defraud the plaintiff of her property. Common law larceny "must be accomplished by trespass or trick," while the plaintiff surrendered her money to Miller voluntarily.

Undoubtedly the court was correct in its judgment by which the once-convicted but now accused defendant was given a new trial. The court first determines what is the law and then gives judgment accordingly. The appellate court which acted in the premises had nothing to do with the guilt and deserts of defendant. Its only concern was to discover if, in his conviction, all the

nice discriminations and accurate application of the technicalities of the law had been complied with by the lower court. The work of that tribunal was found to be lacking in the use of some critical distinctions and its judgment was disapproved and a new trial ordered.

The plain unprofessional people who constitute the juries do not understand these fine points of judgment, and, when called to try a person who had been convicted upon a serious charge, but whose conviction has been annulled by a higher court, commonly take it for granted that the annulling and reversal of the conviction were for lack of proof of guilt, and, unless there is a strong public opinion against the defendant, he either goes free or gets off with a light sentence.

But the courts have only to deal with the law, and, if there be an apparent failure of justice in any such case, it is the fault of the lawmakers. All the responsibility must rest on them.

The foreign ministers to China profess confidence in the future good intentions of the government of the Son of Heaven, but all the same they seem to be taking no chances. The recent troubles, during which all the legations had to take refuge in the official buildings of the British minister, were too significant of the temper of the Celestials in their hatred of things Western. Such a gathering together for mutual protection, however, will hardly be seen in the future, even if there should be another outbreak, for each of the legations will be practically a fortress in itself. Plans have been prepared by the official architect attached to the French ministry of foreign affairs for the new legation at Peking, which, although outwardly resembling a modern European palace, will be so constructed as to be convertible at an hour's notice into a fortress bristling with guns. The habitation of the German minister has already included among its defenses a section of the wall of the imperial city directly facing the imperial palace, and so it is with the other foreign buildings. Each is now, or soon will be, but a strong fortification.

The cigar stump seems to have had considerable commercial value up to the other day in Jersey City, but the President of the Board of Health has reduced it to a minimum. It seems that many thriftily-inclined Italians of that city have been in the habit of gathering up the cast-off remnants of "two-fors," genuine Havanas and stogies from the streets and converting them into cigars and cigarettes. There is at present no law nor ordinance in the State against this class of trade, but the powers that be hold that it is a direct menace to the public health, inasmuch as there is a danger of the rejuvenated product disseminating the germs of tuberculosis, cancer and other diseases. Even if there were no danger, the business is a filthy one, and the Health Board is determined to put a stop to it.

An Italian who has been in this country twenty years applied for naturalization in a Brooklyn court the other day. He could name but one state in the union and said Buffalo was the national capital. Bryan he believed had succeeded McKinley as President. The judge said: "I take great pleasure in rejecting you."

The voice of the slanderer is as the hissing of a snake.



## Clothing

### Some Things the Club Men are Wearing This Fall.

It gives me pleasure to find that for a brief season of three or four weeks, before the cold weather sets in, we are to have an era of checks. There is nothing prettier or more tasteful than a modest check, when displayed on the correct occasions, and I welcome the innovation with as near an approach to enthusiasm as I ever permit myself to be guilty of. My tailor, who is a discreet person, who knows his place, has shown me some suits he is making for some conservative dressers that I avow approach very close to perfection. They are of shepherd's plaid—the old familiar checkerboard pattern of course—but with the squares so infinitesimal and the fabric so delicate and the black so faintly marked that the checks are a joy to the eyes, and the general effect something of which no man in his sober senses need be ashamed. The coat is in each case single breasted, with buttons cloth covered of the same material, and the trousers cut smartly to the leg, with no suggestion of the preposterous bulge at the thighs that has made the sack suit of the year of our Lord, 1901, a thing to lament and grieve over. The waistcoat, when made of the same material, is double breasted, but a white or buff one makes a better effect. For an autumn day, with the temperature not too low, such a get-up should be very fetching, whether seen on the golf links in the afternoon, before tea at the country club or in miladi's boudoir during a duty call in the morning.

When I say we are in for an era of checks I do not speak rashly or without

due consideration of the facts. The shepherd's plaid is not the only check discernible—no, not by a long way. When I go to the shop for a glance at what is presentable in trousers, I find that the autumn importations have nearly, if not quite, displaced the notion of stripes, and that the squares rule. In business suits one sees the usual somber tones, but when it comes to the delicate question of trousers, it is checks—nothing in the world but checks. I find, for example, a fetching creation in seal brown, with a mere suggestion of orange squares and an ochre dot in the center of each square. That may sound harsh, but the effect is not nearly so staggering as it seems at first glance. The checks, at any rate, are not nearly so outre as some of the frantic stripes I have seen in past seasons. They are at least to be tolerated, rather than condemned. Men with indifferent legs assuredly should be grateful for the innovation—if innovation it is to be. To look presentable in stripes, legs must be reasonably straight. Checks will cover a multitude of physical sins.

The "military" sack coat, as I predicted some weeks ago would be the case, has gone the way of other enormities. No one wears it now except one's gardener, or the stranger to whom it has been given for charity. The exaggerated pegtop trousers and narrow-brimmed, low crowned derbies have gone the same way. The sack coat of the coming winter will be unostentatious in the first place, and artistic in the second. The coat should be of medium length, say a foot below the waistline, and loose, and, above all, straight in the back. An inch and three-quarter collar and closely sewed side seams complete the details

of the garment. The single-breasted coat will hang straight to the last button, and will have rounded edges. The sleeves may have one button or two, at the taste of the wearer. With the double breasted sack there will be flap pockets, and the upper or outside breast pocket, or the handkerchief, will be imperative for either style of garment. In the making of the sack coat, whether single for double breasted, the detail of braid should be tabooed like a curse. Only persons of doubtful antecedents affect it.

The seal of disapproval should be set down very smartly on the disposition, wherever it manifests itself, to turn up the trousers in autumn. To turn up the trousers in summer is a sensible and proper practice; it is productive of ventilation, for one thing, and affords excuse for the display of acceptable hosiery for another. With the advent of a decent temperature, and a recognition of the serious purposes of life, the order of things should change. There is no dignity to be gained by turning up trousers of heavy material when serious business bent. Trousers were originally intended to fall, not to fold, over the boot, and those who pursue the practice into the serious season will either expose their ignorance of the proprieties or else demonstrate that they are wearing the trousers of summer at a time when they ought to be purchasing new ones. Either crime is equally mean and unpardonable.

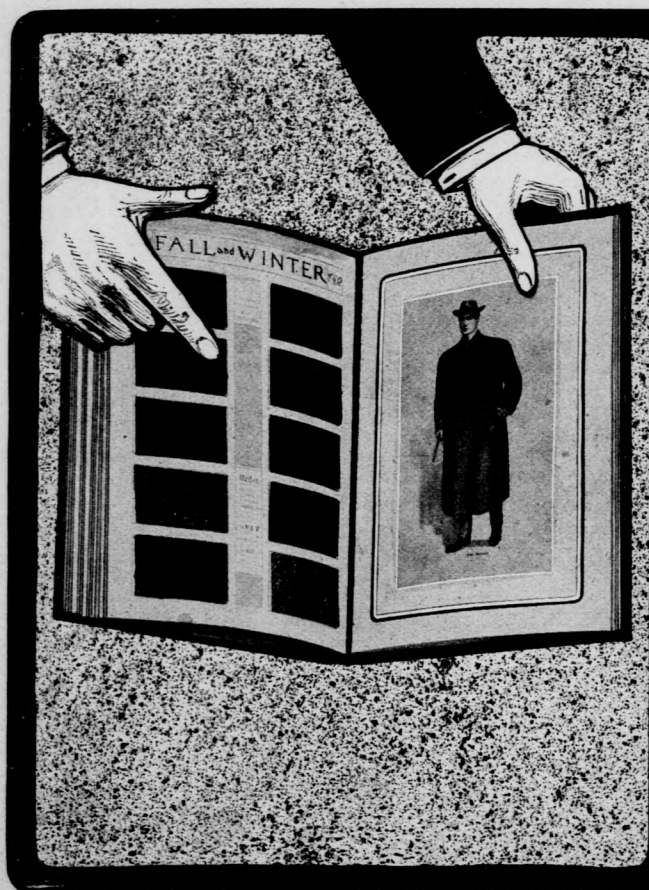
And again as to trousers: I am glad to find that the baggy-thighed monstrosities have quite disappeared, and equally glad, perhaps, that we are not to go to the other extreme (which is so often the case, when we change fashions suddenly), and revert to the skin-tight nightmares of awful memory. The lines, of our trousers, I find, are to be nearly, if not quite, straight, without

any ridiculous spring, or bulge, over the calf, but narrowing imperceptibly from the hip to the ankle. The pockets are always at the side, of course, and guiltless of braid or unnecessary stitching. Good-bye, exaggerated peg-tops; you were a long time going, but now you are gone, it is a comfort to know we are rid of you. Only impossible people wear you now.

I have devoted so much space to the main garments, as one might say, that there is little left, in this paper, for the nicer details, but I must find room for a mild sort of paeon in praise of a new glove. It is a dress glove, of white kid, but the palm and the inside of the fingers of white silk. The invention seems to satisfy what some newspapers would term "a long-felt want." It enables one at least to wear a glove that fits without that unspeakable cramping and choking of the hand that follows the effort to crowd on a glove too tight for it. Nothing is more exasperating to a refined mind than to ram on a white glove and have it burst ridiculously when you try to button it. The silk in the fingers of this glove supplies the necessary yielding, which makes it possible to present a hand and set of fingers to your partner without the taint of wrinkles upon them. The glove is a costly glove, to be sure but cost should never count against perfection. The invention is new, and its author, whoever he is, deserves a medal.

I will close to-day's paper with a word of extolment of some new socks that have just been forced upon me, willy-nilly, by my haberdasher. They are of black silk, with the most delicate gold clocks imaginable running up the outer sides. I can think of nothing more chaste or effective to wear at a german. —Percy Shafston in Apparel Gazette.

The merchant who fails to take an active, and, if necessary, a financial interest in any movement calculated to increase the general prosperity of his town, is setting bounds and limits to his own future success.



## 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.



## DOMINANT MIND.

## The Beginning of a Cycle of Invisible Forces.

Tyndall, Haeckel and Huxley all did a work which had to be done. But that work was limited to chemical and biological demonstration. It was science but science of the old school. Just as the reign of a man of genius like Goethe makes thousands of intelligent men appear like pygmies, so the revelations in the domain of light and sound, electric transmission and mental suggestion make the discoveries of Darwin and all his contemporaries appear trivial in comparison. The simple fact that thought can be transmitted, as well as electric currents, without wires, is enough to stupefy the conservative mind. Even now, efforts are being made to develop an independent action of mind and will outside of the body, so that while the body is sleeping or reposing in one place the mind, or double, may visit a friend or a locality, at a great distance, and return with the knowledge which it went to seek. Indeed, several schools of hypnotism claim this faculty for some of their pupils. What this means may be conjectured if we consider for a moment the possibility of a mind gifted in this way setting to work to discover the secrets of some great chemical business or political intrigue. We are at the beginning of a cycle of invisible forces; the coming age will be one of invisible action. The submarine torpedo boat typifies the development of the century. Life as well as destruction will be dealt out by invisible forces and invisible methods. This is preeminently the age of mind, as the past century was the age of matter. So far as we know, electricity is the soul of visible form. What we call brain waves have an analogy to electric waves.

It is no exaggeration to say that the discoveries and inventions of the past ten years have made child's play of every known system of philosophy. Never again will any man be able to build up a philosophical system which will stand the assaults of the new science for the space of a single year. No one reads philosophy now, because the simple but amazing facts disclosed during the past five years render the dreams, the speculations and the guesswork of the past absurd. The little that we now know in a practical way is more than all the philosophers of the past knew, from Aristotle to Leibnitz. The absurdity of the old systems may be summed up in the positivism of Auguste Comte, which aimed at hard-and-fast rules of life and conduct, as if such things could ever be in a world in its infancy. Every fresh discovery delivers a blow at the old and fixed formulas; every disclosure of mental power bids defiance to some stereotyped belief. But the most wonderful fact of the present is that we are being ruled by the seeming impossible. Some of the most successful inventors of the present day would have passed for madmen twenty years ago. The so-called dreamers are now the men of action; they are the ones we swear by; they have proved their power and competence, and thinking people turn to them for more miracles of discovery and invention.

The time is not far distant when science of the mind will treat material science as if it were a plaything. The rulers of the future need not make themselves visible in public; their work will

be done in silence and secrecy; they will command from distant and isolated places. Material riches will play but a secondary part. Mammon will be forced under by purely intellectual pressure. Many of the self-made millionaires I have known were deeply interested in some religion or ism, out of which they expected some enlightenment and consolation. No people are more conscious of limitation than millionaires. But the day is coming when the psychic power of the intellect will kill millionairism. The two can not exist together. There will be no battle, no strife, no cunning display of intrigue; the blows will be delivered silently, like the stroke of an electric bolt. Brute power will succumb to soul force. Now, the modern millionaire is not wholly a fool. The moment he sees that destiny is against him he will deliver his money bags for the universal good, and be very glad to live and work in the world like other mortals. Fear and respect will at last compel him to give way to intellect.

Everything has its own time. Phenomena come and go in cyclic order. There is nothing before or after the proper time. We know what a scientific mind means to-day, and we know what a scientific mind meant thirty years ago; and the thinkers of to-day are as far removed from the thinkers of 1870 as electricity is from steam. We know steam to be a crude and clumsy thing compared with electricity, and to-morrow we shall awake to the fact that mind is just as superior to the crude electric current. Francis Grierson.

## A Horse For a Quarter.

From the Hartford Daily Courant.

The selling of a horse for 25 cents so soon after the parade of automobiles in this city may seem significant to some. A horse was sold for this sum last night and the police took charge of the animal to prevent its being abused by boys on Sheldon street. The horse was put up for the night in Strant's stables, where it was said that the only thing the matter with it was an unusually hearty appetite.

According to the information obtained by Officer English, a family named Rafferty had been camping out all summer in the ten-mile woods, leading a Romany Rye sort of life. Yesterday the family pulled up stakes and moved to Sheldon street. Quarters were provided for all but the horse, and it was not known what to do with the animal. Finally the head of the family told his two sons they could sell it. Not being David Harum they got only 25 cents for the horse.

Two boys gave this amount for the beast, and they were trying hard to get their money's worth when Officer English took a hand in the case. Three boys were on the horse's back and two others were beating it with sticks when the policeman appeared on the scene. He made the Rafferty boys return the quarter to the youngsters who had invested in horseflesh and he took the animal to Strant's stable.

The policeman saw Rafferty, and he relinquished all claims to the horse. He said he did not have a barn for it and did not have any feed, so he decided to dispose of his property. He also said that he had left one horse up in the woods. He agreed to have the horse turned over to the Connecticut Humane Society this morning. It was not supposed that it was worth much. At the stable it was said it was worth over \$25 and appeared to be all right. The horse was bedded down for the night, and at 1 o'clock this morning it was still feasting.

## Small Boy's Composition on Hens.

Here is a small boy's "composition" on hens, which is going the rounds without the credit due the author:

Hens is curious animals. They don't have no nose, nor no teeth, nor no ears.

They swaller their vittles whole, and chew it up in their crops inside of 'em. The outside of hens is generally put into pillers and feather dusters. The inside of a hen is sometimes filled with marbles and shirt buttons and sich. A hen is very much smaller than a good many other animals, but they'll dig up more tomato plants than anything that ain't a hen. Hens is very useful to lay eggs for plum pudding. Betcher life I like plum pudding. Skinny Bates eat so much plum pudding once that it set him into colliery. Hens has got wings, and can fly when they are scart. I cut my uncle William's hen's neck off with a hatchet and it scart her to death. Hens sometimes make very fine spring chickens.

## Apple Trees For Ornament.

From the London Express.

Why should not apple trees, by the way, be grown more than they are in our shrubberies for ornamental as well as useful purposes? The apple blossom

is not less beautiful than the Guelder rose or the flowering currant in the spring. Apple fruit is not surpassed in beauty by any of the berries of late summer and autumn, which adorn the home shrubberies, such as the "snowball" or the barberry, or even the mountain ash.

## M. Wile &amp; 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.

## 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



## Shoes and Rubbers

### How to Conduct a Shoe Department.

After sixteen years as buyer and manager of shoe departments I find there are five good points to remember:

- First—Location.
- Second—Buying.
- Third—Help.
- Fourth—Selling.
- Fifth—Profits.

The ground floor, in my mind, is the place for the shoe department. The space should be as nearly square as possible. Long narrow rooms are not as convenient for handling a large number of people, as it brings the customers too near together, and makes it more of a visiting than a business place. An ideal place is at the rear of the store, using the back and one side wall for the high shelving, which should be about twelve feet high with light running ladders. The shelving on the third side should be about five feet high to look well from the store, using the top for trimming, which should be changed every day. Keep something new going all the time. Leave the front open so that customers can see the department from the main store. Have your boxes clean and nicely arranged, and all of a size, with labels on both ends, so that when empty they will look uniform. Keep your shelves filled, nothing looks so bad as empty shelves. The floor space should be clean. Arrange seats to best advantage as to looks, comfort and convenience. One or two large cases on the floor kept nicely trimmed with the newest things, and changed often, look well and help sell goods.

In buying look well over all the lines you can. It is well to get your shoes to sell at \$2 of one manufacturer, your \$3 grade of another, \$4 grade of another and so on throughout the stock. In so doing you get the best each manufacturer makes. Never buy anything but the best. Even in cheap goods get the best you can for the price. When you have made your selection of goods of one man give him all the business you can. He can then give you better goods, better prices and larger discount. Buy from makers that have a good reputation and the best facilities for making the goods. Don't buy shoes because they are cheap, but buy what you want and get all you can for the price. Be honest with your manufacturer and he will be just with you. Do not pretend to know it all. Ask his advice and he will take an interest in you. To do business properly the buyer and maker must pull together to get good results. It is not good judgment to buy of one manufacturer this season and another next season. It leaves you with too many broken lots, which must be closed out under price and this lessens your profit. When a manufacturer offers to make you a shoe 5 cents a pair less than the one you are handling, remember it costs you about 3 cents a pair to change.

Get good assistants, people who know how to fit shoes, to show and to handle them. A great many goods are spoiled by clerks pulling them out of shape. Shoes well shown are half sold. I have seen clerks depreciate the value of a shoe 25 per cent. by not handling it properly. You can always judge a clerk by the way he handles his goods. Help must be bright, honest, obliging, painstaking. Talk to your clerks; tell them about new goods; get their opinion on them; have them explain the good or bad points; keep them alive; teach them to

sell quickly, quietly, and above all to please. If a clerk can not please a customer turn them to one who can at once do not let the customer tire out before the change is made. Do it quickly and in a nice way. There is not much time for a shoe clerk to stand around. When trade is quiet he should get at his stock, see that the shoes and boxes are in order, no buttons lacking or laces missing. When you show a shoe have it look its best. A \$2 shoe would look like a \$1.50 shoe if shown by an untidy clerk. A good clerk can save you money in every direction. I have known customers to wait over an hour for a clerk to wait on them. That is what raises salaries in the shoe business, as such a man makes himself valuable to his employer.

In selling do not ask the customers what priced shoe they want (as many do), but meet them with a pleasant face, show several styles to them; watch the effect of what you show them; let them say what they think of the goods. Don't rush them. Keep showing until they make a selection; then try them on and be sure they fit before they leave the department. If you fit and please a customer you will get all of his trade. If you have nothing to suit the person don't go away and leave them. Keep showing and trying. They may come back and buy. Should customers ask for a special make of shoe and you do not keep it tell them so at once, don't try to put off some other make on them. Ask them in a nice way if they would not look at what you have, and in showing the goods tell all the strong points about them, but do not say anything detrimental to the make they asked for. Don't say your shoe is better than Mr. So-and-So's. Sell what you have to sell on its merits. You will find it will pay in the end. Make it a point when you get customers to hold them. Remember you make your living selling shoes, and the more you sell the more you are worth to the man who employs you. Good salesmanship always gets its reward. You not only get more pay but you get the best customers to wait on, which is quite a pleasure. Always look ahead. Get to the front, once there selling shoes is easy.

Mark your cheap lines very close. Make your money on your better goods. Fifteen to 20 per cent. is enough on your low priced goods, and on your better grades from 30 to 35 per cent. should be made. Don't misunderstand me here. I do not mean to overcharge the best trade. Here is where your good buying comes in. Give them good value for their money. It can be done if you know how. Never sell poor shoes to anyone. You can make more money selling good, up-to-date goods. Warrant every shoe that leaves your department. Take back all goods that do not prove as you intended they should when sold. You will find by making a profit of from 15 to 20 per cent. on your low priced goods and 30 to 35 per cent. on your fine goods that you will have an average profit of about 25 per cent. at the end of the year. If you have kept your stock clean and sold off all the odds and ends at cost, or less than cost, and show a profit of 25 per cent., you have done a good year's work. A few people may make over the 25 per cent., but that is a fair profit in the shoe trade to-day.

Here is the plague of the shoe business. The old stock list can be kept down by buying as few lines as possible and sizing up often. Watch your stock;

## 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.

## We Make a Line of Goodyear Welts

at  
\$2.00  
\$2.25  
\$2.50

In  
Latest  
Styles and  
Leathers



**Bradley & Metcalf Co**

Manufacturers and Jobbers of Shoes and Rubbers,  
Milwaukee, Wis.

## 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



keep track of the sellers; any goods that do not move push them; cut the price if necessary, and cut it enough to make them go. Do not make a bargain counter of your department. Have special days of old stock sales, and get rid of them. These sales should not be held in busy seasons. There is plenty of time in the year to hold them to advantage. Do not let old stock accumulate, but sell at the end of each season. It gets old fast, and every season is worth less to you. We may not like to sell \$3 shoes for \$1, but when it comes under the head of old stock it is not worth \$3, and you can not count it so. It has lost its value only as old stock. Let me say right here, a good stock man is a very valuable clerk; he can help the buyer and make the old stock list much smaller. In fact, he can save the department a good many dollars during the year, and have the stock much cleaner and brighter.

Another point in the shoe business today, and one of great importance, is advertising. A good advertising man can create business in any line of trade. Very few of us know how to advertise. It is a study which only a few master. The best way for the average man to do is to advertise the thing he wants most to sell. If you have a shoe to sell at \$2 that you can stand by, and that you know is worth \$2, and that will please the people, say so in a good honest advertisement in the newspaper. Stick to that one shoe and talk about all its good points. Push that one with all your ability, and when you have sold all you want, take another, say a \$3.50 shoe; use a good cut of it; tell all about it; talk about the sole, the upper, the heel, the smoothness inside, the wearing qualities; keep at it until people want to see it. Then is your chance, when people get to talking about your shoes you are the man. But do not let up. Keep it going. Bring out another at \$2.50; talk about that. Always be honest in your advertising. You will find it pays. You will have enough to say about your stock at different times to keep you busy the whole season, and when it comes to bargain days the people will believe you and come to your sales. Spend lots of money for advertising, but don't throw it away in hand bills or cheap billboards. Put it in the best newspaper you have in your city, not only in one, but all the papers, if they are good and wide awake.

Punctuality in business is essential to success. Be punctual with your house, your customer, with your help, and in all your business relations. Care should be taken not to be late at the store. Meet your engagements promptly. Have special hours for special things—a time to look at samples and to talk with the advertising man, your clerks, and a time for lunch. Do your visiting after hours. —Fred Qualtrough in Boot and Shoe Recorder.

#### Things Better Left Unsaid.

This is a prolific subject upon which one might dilate indefinitely. Certainly there is nothing more detrimental to pleasant and satisfactory business relations than the unfortunate habit of making malapropos remarks and writing uncalled-for letters.

Every one is more or less liable to acquire this habit. It is, however, a propensity which may be overcome if properly treated. In business this habit is particularly dangerous and always apt to get the perpetrator of it into trouble.

The whole science of living and doing business is involved in knowing what to say and what to leave unsaid.

#### How to Sell Slippers During the Holiday Season.

The time is near at hand when the matter of slippers and holiday goods should be considered. Most dealers are aware that much of the profit which is realized during the holiday season is in the way of purchases for men's house slippers and women's warm goods. When a man or woman can not think of anything else to give in the way of a Christmas present, they will invariably buy a pair of slippers appropriate to the occasion. They make a very useful present, and for that reason have a great hold upon the more sensible class of American customers.

If these slippers are bought with any degree of judgment you will not only be able to sell them, but you will also realize a handsome profit. Then, again, they can be sold at any time during the winter season. One thing connected with the slipper business is that retail merchants, especially the smaller ones, pay little or no attention to it, and are not willing to believe that there can be money made by selling this article.

In buying these goods it would not be advisable to put in a line of slippers which is far in advance of the general class of customers. If you find your trade is satisfied with a \$2 shoe, buy slippers that will retail from 98 cents to \$1.50. If, on the other hand, your customers are accustomed to paying \$5 and \$6 for shoes, buy something much handsomer, especially in men's slippers. At the present time there are not so many of our manufacturers catering to the wants of the retail trade along this line; but what is neglected from that end can readily be supplied through the jobbing houses who carry extensive lines in both women's and men's slippers. For felt goods and warm goods of all descriptions, you not only have the manufacturers and jobbers to deal with, but also the findings stores who make a specialty of this class of footwear.

As for the styles which will be sellers this fall, there will be little or no call for men's Everett slippers, and their place will be taken by the opera slippers. There will be more men's Romeos sold than ever before, as their popularity seems to be on the increase from year to year. In women's warm goods it will be found that \$1 Romeo slippers in black and red will take the precedence over everything else, and while you will be able to sell a few pairs of the better grades, it would not be well to stock up to any extent.

Women's felt opera slippers will sell almost as readily as Romeos. Women's kid opera slippers will also be in demand, and for fancy evening dress there will be a good call for Cleopatra slippers with the strap under the tongue, and for Colonial ties. In these high-priced Cleopatra slippers you will sell only a few pairs, and it will not be wise to stock up too heavily, unless your trade is of the character that will buy this grade of slippers the entire year.

The crocheted slipper is another style of low footwear for the house which you can make a special drive on, use as a good advertising medium, and at the same time be able to clear expenses. This is one character of slipper which it would not be well for you to stock up on in children's sizes. At the most, do not get anything below misses size 11, as the number of pairs of the smaller sizes bought is not of sufficient magnitude to warrant putting in a stock, and

they are usually demanded in such delicate colors that they soil and become unsalable in a very short time. There are grades of women's crocheted slippers which can be bought as low as 55 cents a pair, and a good holiday sale at 79 cents will be just about the thing to invite customers to the store. If any are left over after the holiday season, it would be well to place them in your show case and put them down to purchase price, as they are not of sufficient worth to allow them to use up the valuable space which they would occupy.

One thing for which provision must be made is the number of exchanges which will follow immediately after the holidays.—Shoe Retailer.

#### Business Maxims.

Do not rest satisfied in the belief that you control the trade and that it is sure to remain with you without effort.

Buy within your means, then you are sure to be able to pay in like proportion.

Be always as good as your word. Your reputation for memory and conscientiousness depends upon it.

Few men are so constituted that impressive airs and haughty demeanor will draw them trade.

A serious, attentive demeanor while you are waiting on customers will insure you their respect.

Nine times out of ten it is safer to give credit to the poorly-clad person than to the over-dressed swell.

Never decry your opposition. It is tangible evidence that you feel sore over his power to secure trade from you.

Be popular if you have the power to be so, but always remember that kindness and sociability afford the keynote.

Keep your credit good by using it sparingly. It is like your bank account, the more you use it the weaker it becomes.

Always remember that your best customer consults his own interests in dealing with you. Few persons are so generous as to prefer others before themselves.

The straightforward business man who has his price, and sticks to it, is safer to deal with than the sharper who will meet you at one point and do you at another.—Keystone.

#### A Call For Better Shoes.

Shoe dealers should remember that in these prosperous times they can make more money advertising good shoes than cheap ones. The reign of the cheap shoes is over, let us hope, for a long time. All over the United States the public are calling for better shoes, and they are willing to pay the price to get them. It is a notable fact that in the North, Middle and South-

west, where a heavy, cheap shoe was formerly a staple, the farmers are now calling for a lighter and better-made article. They know they are more economical in the end. Don't overlook this fact. Take advantage of it and you will live longer and be happier.

The Pioneers  
in the West for

Wales = Goodyear  
Rubbers

are

C. M. Henderson & Co., Chicago

"Western Shoe Builders"  
Cor. Market & Quincy Streets

The Celebrated  
"Ione" Shoe for Men



Velour and Vici Kid Stock. Re-  
tails at \$2.50.

The Western Shoe Co., Toledo, Ohio  
Distributors

#### OUR SPRING LINE

for 1902 is now on the road and comprises, not only our Grand Rapids made shoes, but all of the up-to-date and well-wearing novelties in women's, children's, men's, boys' and youths' footwear, that the good sense and good taste of your patrons will demand. It will pay you to look it thro carefully.

RINDGE, KALMBACH, LOGIE & CO.,  
GRAND RAPIDS, MICH.



## Dry Goods

### Weekly Market Review of the Principal Staples.

**Staple Cottons**—There has been no marked expansion in the demand for staple cottons this last week. This is due to the fact that prices have been held very firm by sellers, who, believing in the continued strength of these goods, have made no effort whatever to push things. Buyers have been cautious in doing business in this end of the market, and have bought only for their actual requirements for two or three weeks past, and although there have been some enquiries for future delivery, they have fallen below in numbers those of the past two weeks. Brown sheetings and drills of every description are very firm, and this fact alone has checked the disposition of buyers to place good sized orders. Ducks are well sold up at the mills, so that while orders are few, it has had no effect one way or another on prices. Bleached cottons continue to be called for in moderate quantities for immediate use at previous prices. Wide sheetings are quiet, and cotton flannels and blankets show no change. Denims are so situated that manufacturers do not care to accept orders of any great size. Ticks, checks, stripes, plaids, cheviots and other coarse colored cottons are very firm, although the demand has been light.

**Prints and Gingham**—Fancy calicoes for spring are not yet being shown. However, that has not prevented a goodly number of orders being booked for low-grade lawns and also in fine printed fabrics. Printed ducks for spring have at the same time secured a good business. Staple ginghams are very firm and are finding a fair demand. Dress style ginghams are well sold for spring and very firm.

**Dress Goods**—The business done in staple fabrics up to the present has been in the main satisfactory and many mills are already in a comfortable position as regards orders. Mills making broadcloths have been especially successful. Some lines of venetians have sold well, but the low prices at which they have been marketed have precluded sizable profits to the maker; within the past two weeks there has been evidence of an improvement in the standing of the venetian, buyers now taking hold, who, a short time ago, were beset with misgivings. The outlook for the venetian is without doubt better than at any time since the opening of the season. Many lines of tibets and cheviots have proven good sellers. The evident popularity of cloth effects is expected to continue for some time to come as is evidenced by the business now being done. There appears to be a gradually growing preference for rougher, hairy-faced goods, a feature of recent market developments being the demand from the exclusive trade for zibelines. Camel's hair mixtures of high grade are being made up by high class tailors and predictions of increased popularity for such goods are heard. The demand for dress goods runs to extremes in weight for evening and house wear. Such fabrics as veilings, grenadines, crepes, batiste, albatross, etc., promise to hold the fort, while for street costumes, cloth effects, including broadcloths, venetians, cheviots, tibets, etc., will be in vogue. Among the novelty effects in sheer materials shown by importers, is the Mosambique—an old-time fabric of silk and wool that has been revived.

**Knit Goods**—The warm weather of

the past week has had its effect upon the retail trade, and very little business in heavy underwear and hosiery was accomplished. Whatever business was consummated was in medium weights. Mercerized underwear sold well, and merinos were a very prominent factor. There was practically no wool hosiery sold. One encouraging feature is that most retail stores have had a good spring and summer, and consequently have their shelves bare of goods. They are still pursuing somewhat of a hand-to-mouth policy, although they are a little more liberal in their orders.

**Carpets**—While the spring season is, at the least, a month off, the usual preparations for the turning out of the new goods are well under way, and in many instances completed. The designs, and, in fact, the sample pieces, are in many cases ready for the inspection of buyers, although it is not likely that they will be shown to the public before the first week in November, when it is thought that the Smith, Hartford and Lowell companies will be in a position to give the smaller concerns some information as to what the new prices will be. At the present writing it is the general belief of the trade that the new prices will not be apt to show any decline from those of the fall season, but it is expected that a general advance all around will be made. Of course, the extent of the increase can not be fairly estimated at this writing, but if the present existing conditions hold out for another month or six weeks, it is thought that a very material increase in the new prices will be the outcome. The whole situation, however, depends largely on the extent of the supply of raw material of the three big factors in the carpet manufacturing trade, whose rule is almost law, as far as prices are concerned. It is generally believed, however, that on certain lines of raw material the warehouses of these concerns show very small amounts, particularly the China and other combing wools, of which the markets on this side of the water, as well as in Europe, are so bare. An advance in these wools of any consequence would only be apt, however, to advance the prices of the goods, as these wools are used exclusively in the finer line of carpets. Ingrains would receive no direct benefit from such a course, but should prices reach beyond a certain point, it would be apt no doubt to create a better demand for the latter, thus improving the ingrain situation in an indirect way. Of course, at this time it is almost impossible to make a prediction as to prices for next season, but with the strong market for the raw material, as is the case to-day, carpet prices should certainly show some advance. As the season's business is about all placed, manufacturers running on goods have nothing to report that would interest the trade. While the mills are all running full on duplicates, some are giving more or less time to the samples for the spring trade. This is not so general, however, as with the ingrain manufacturers, who have been on more or less reduced time throughout the fall season. The Philadelphia ingrain carpet manufacturers have as a rule got their full line of sample pieces made up, and are now waiting for the opening of the Bigelow, Lowell and Hartford lines. The outlook for ingrains at the beginning of the spring season is surely a more favorable one than it was at the beginning of the fall season, and it is

hoped that the amount of business will make a much more favorable showing when the season ends. The past season was an exceedingly unprofitable one to the manufacturer, with very low prices and a very small demand combined, and manufacturers of the all-wool ingrains and 3-plys got what little business there was outside of the limited call for regulars. Ingrain manufacturers would do well no doubt to bear in mind the fact that there was quite a little business done in the better grades of goods towards the end of the season, the buying public having taken quite favorably to these goods. It would perhaps be to the manufacturer's interest this season to show a full line of these goods at the opening. Prices on these goods, however, will, if manufacturers' statements do not prove otherwise, show an advance from 3 to 5 cents at least, owing to the corresponding increase in the price of wool.

**Smyrna Rugs**—Continue to be in good request, especially the large and carpet-sized rugs. Mills are running very full, with orders placed that will keep them going for some time to come. Wilton rugs and art squares are also in good demand.

#### The Pastor's Delicacy.

A woman member of a fashionable church had gone to her pastor with the complaint that she was greatly disturbed by one of her neighbors.

"Do you know," she said, "that the man in the pew behind ours destroys all my devotional feelings when he tries to sing? Couldn't you ask him to change his pew?"

"Well," answered the pastor, reflectively, "I feel a little delicacy on that score, especially as I should have to give a reason. But I tell you what I might do—I might ask him to join the choir!"

## 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.



## Just Arrived

A big line of Silk, Linon and Cotton Handkerchiefs for ladies and gents.

Silk Handkerchiefs ranging in price from \$1 to \$4.50 per dozen.

Linon Handkerchiefs from \$1.25 to \$3 per dozen.

Cotton Handkerchiefs from 12 cents to \$1.25 per doz.

Now is the time to make your selection for Xmas trade. Come in and inspect our line.

**P. Steketee & Sons**

Wholesale Dry Goods

Grand Rapids, Mich.

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

THAT'S

**F. M. C. Coffee**

**FREEMAN MERCANTILE CO.**

**COFFEE ROASTERS**

**GRAND RAPIDS MICHIGAN**



## SPECULATIVE SPIRIT.

## Why Business Men Cannot Afford to Indulge It.

The desire to get rich quickly is akin to that which wants to secure something for nothing. There is a shade of difference but the similarity is there. The merchant or mechanic sees no way to wealth or even competence excepting through the legitimate accumulations of an extended period in which the fruit of honest effort comes little by little. It is step by step, dollar by dollar, year by year that legitimate gain must come to persevering toilers in the great majority of cases. And with the uncertainty connected with all things human, very many will not accumulate money or property, although industrious, prudent and persevering.

This is a money age, a time when great commercial and financial events are common. Business is transacted on a gigantic scale. Commerce is international, taking hold of the ends of the earth. Very many men are possessed of fortunes which a generation ago would have been deemed actually fabulous. Individuals and corporations control immense interests, involving tremendous capital and affecting all parts of the civilized world. The financial kings and commercial barons of the day exercise wider and more absolute sway than many powerful monarchs of olden times possessed. Everything seems to be done on a large scale and nothing in the ordinary line is deemed worthy of attention. This is the way many view the scene, as they take a general view of the situation and try to read the signs of the times as this era will bear record in history.

The press of the present day exalts the spirit of commercialism and bestows lavish honors upon the rich and successful. Young men and women see the conspicuous ones held up before them as examples. In hundreds of instances they read how the young man starting out without a cent has accumulated millions of dollars at middle age. At the same time they frequently hear it said that no man can hope to become a millionaire through legitimate trade profits. They put this and that together and what is the logical conclusion?

Before a young man starts out in the world for himself, he has had time to study out worldly matters and business prospects in a great many ways. His speculations and anticipations are stimulated by the myriad suggestions of current happenings and revelations in the business world. He finds that some of the successful ones have paved the way to great wealth by remarkably valuable inventions, a course not open to him in his dreams. He sees many helped from the start by great inherited wealth, and can not hope for any advancement in this way. Others seemed to have been wonderfully favored by circumstances which put special opportunities in their way at every step; but the possibility of similar good fortune seems too dim to offer him any comfort. He has concluded, long before entering upon his own active life-work, that in all the legitimate ways through which men starting poor have become rich, only a small part of the great fortunes of the day have been made. The moneymaking of the day is seen by him to come largely through the two great channels of trickery and sharp dealing with others, or the uncertain lines of miscellaneous speculation. The fresh, young mind of the honest young man naturally shrinks from dis-

honesty and fraud, but speculation has not yet been shown us as necessarily evil.

The habit of gambling at cards, of winning money at the gaming table or by any game of chance whatever has readily been placed in the list of vicious practices. It has been classed with stealing pure and simple. Our laws forbid it. But what myriad forms of speculation exist in this present day, against which ordinary business men, with standing in the community, raise no voice of protest. The gold seeker, hunting for sudden fortune through mining with its risks and hazards, stands on the boundary between legitimate toil and speculative effort, often with one foot on either side of the line. Speculators in real estate and great staple commodities come next and the safe ground is soon left without compunctions. The modern dealing in grains, provisions and stocks is almost wholly speculative, and a vast amount of the transactions in this line are purely games of chance—properly called gambling. In this class of a hasty rushing after money some of the most popular occupations of our age must be ranked. Then comes betting, where no attempt is made to disguise the game as either moral or legitimate, and these days men—and even women, too—bet on every prominent event in which results are doubtful. How strange it seems that beside the names of those who have become wealthy by such means, the papers do not mention those who have met loss, disaster and eternal ruin!

An object or event is conspicuous only as exceptional. A man is rich only by comparison, showing that the great majority are not. But if the majority are not in the walks of safe, happy living, then life is a failure. The winners of great fortunes in speculative life are the few exceptions among very many losers. He who chooses this course must know that the odds are greatly against him. There is no wise course to follow excepting where the results may be safely counted on because of the laws of cause and effect. No one can afford to put his life into a game where only one wins where twenty fail. Look up the statistics of our large cities to see what we mean. All speculation is risky. Much speculation is gambling. Gambling is wrong, unsafe and demoralizing. Happiness and real success must be in the path of morality and in conformity to the code of written and unwritten laws, human and divine. Great riches can be possible for but the few, and prove a blessing to but a small part of those having them. Honest endeavor, in legitimate channels, promises all the returns we should covet.—Hardware Trade.

## Siberian Butter.

Siberia has long been sending butter to England, but the opening of the Trans-Siberian Railway has made it a far more formidable competitor than it formerly was. Last year the imports of Siberian butter were valued at £1,400,000, and this year it is estimated that they will reach the value of £2,500,000. The supply of butter which Siberia can furnish is said to be practically unlimited, and it is possible that the opening up of Siberia may affect the dairy industry of these countries as disastrously as the opening up of America affected the wheat growing industry. It is also expected that Siberia will shortly flood the English market with poultry, game and meat. Cheerful news for the already depressed agriculturists!

## Trouble Caused By a Misplaced Advertisement.

Mrs. Wilkins wanted a servant girl. Mr. Wilkins, whose pursuits are literary, wrote something like this: "Good girl for light housework; reasonable wages; apply No. 411 Fourth street," and inserted the same in the morning paper. That was at night.

The next morning at 6:15 the Wilkins doorbell rang. Mr. Wilkins, scantily arrayed, answered the summons and confronted a large woman with spectacles.

"Where is the girl?" said the woman. "You can search me," Wilkins assured her.

"Haven't you got a girl here?" pursued the visitor.

"No," said Wilkins, "do you want a job?"

"Me!" exclaimed the woman. "Well, I guess not." And she flounced angrily down the steps.

At 7 Mrs. Wilkins arose, and, going to the kitchen, inserted her hands in pancake dough.

"R-r-r-r-r-r-r-ring," said the bell.

Mrs. Wilkins went to the door. "Are you the people who advertised about a girl?" asked a smartly dressed young matron, who had pressed the button.

"Yes," said Mrs. Wilkins, "come around to the back door."

The woman looked surprised, but presently stood looking into the kitchen.

"Now," she began, "how many afternoons out do you want, what are your habits, and what do you know about cooking?"

It was Mrs. Wilkins' turn to be surprised.

"I know enough about cooking, I guess madam," she said tartly, "and I do not think the afternoons I want out are any of your business. What references have you got, and suppose you tell me something about yourself."

"Well," snapped the woman, "for a servant, if you aren't the nerviest, the most self-sufficient thing I ever"—

"Look here, madam," replied Mrs. Wilkins, "who are you calling a servant?"

"Well, I suppose you object to the name, but I want you to understand that girls in my employ are servants. I want no ladies in my kitchen."

"Well, for goodness' sake, whoever wanted to be in your old kitchen?"

The woman outside looked puzzled.

"Didn't you advertise that you wanted a place?" she asked.

"Hardly. I advertised that I wanted a girl."

The woman pulled a copy of the paper from her handbag, and pointed at the "small advertisement" column. Then it was that Mrs. Wilkins saw that her advertisement had been placed in the "situations wanted" column. She didn't say much just then, but when, after answering thirty-six calls at the doorbell and confronting thirty-six men and women who looked her over with the air of an employer, she locked the front door and sped away to the house of a neighbor, with the baby in tow, she observed in a strenuous undertone:

"Gracious, I wish I could get Tom to swear for me just a little!"

## Seeking Information.

Mr. Gadd (at the police station)—May I see that burglar who was arrested for breaking into my house last night?

Inspector (hesitatingly)—Well, I don't know. What do you want to see him about?

Mr. Gadd—Oh, there's nothing secret about it. I just wanted to find out how he managed to get into the house without waking my wife.

## Malapropos.

Bungle—Jenkins seems sore at me about something.

Mungle—Of course. You asked him if the new woman wasn't beginning to make him tired.

Bungle—Well, he's just married his third wife, after divorcing the other two.

## Waterproof Horse and Wagon Covers

## OILED CLOTHING

Paints

Oils

Varnishes

Pipe Covering

Lath Yarn

Rope

## Mill Supplies

THE M. I. WILCOX CO.,

TOLEDO, O.

If you want to secure more than

**\$25 REWARD**

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

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

will secure that result.

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



## STORE EPISODE.

**Its Unhappy Beginning and Surprising Termination.**  
Written for the Tradesman.

Bill Jordan had cold blue eyes, red hair, a florid complexion and a harsh, derisive laugh. He thought horse, talked horse, and lived, ate and slept with horses until the air in his immediate vicinity was saturated with the atmosphere of the cheap livery stable on the side streets of a very, very filthy town.

He had a little farm back somewhere in the country, but that had long ago grown up to sprouts and milk weed, with a liberal sprinkling of choke cherry trees and berry vines around its outskirts, for he was always so busy swapping nags or trucking around with a plug team and a played-out wagon that the small boys had to run the place as best they might.

They planted a little popcorn, a few potatoes and some melons every spring, and, if more fortunate than their own hens, they sometimes harvested enough to last the family until well toward Thanksgiving. After that they had to depend upon the energy of Bill and the benevolence of the merchants doing business in the neighboring villages.

Bill used to go home Saturday nights when he felt like it and wasn't too drunk, and on those festal occasions usually had a settlement with the small boys. Sometimes this end was accomplished by the aid of a hitching strap, sometimes by the application of a heavy boot, but oftener still, for the boys were wary and fleet of foot, by chasing them, at the end of a black snake whip, out into the nearby woods. There they could remain until morning, or catching a favorable opportunity, sneak into the barn and burrow in the hay mow until morning. But as Bill generally used baled hay, and seldom had more than a hundred pounds on hand, this particular hay loft was not the ideal resting place that the story writers like to portray.

Mrs. Jordan was a large, squashy sort of person with frowzy hair, a smooth round face suggestive of grime, and a wardrobe that was always on the verge of falling apart. She talked in a queer, cracked voice as though about ready to burst into tears, and when at home put in her time rocking herself by the front window and reading the sort of stories that tempt young women to squander their lives upon no-account, good-looking card sharps, and their money for cheap jewelry and tawdry gowns.

Once upon a time a fortune teller told Mrs. Jordan that she would take a long journey and meet with an accident. After that she was to marry the long-lost son of a foreign baron. She might live in obscurity for a number of years and meet with the hardships of a poor man's wife, but after a while the baron would find his son, and with many tears and much rejoicing the happy family would thus be suddenly raised to their proper sphere and station in life.

Shortly after this she went to Mancelona with her father on an old worn-out wagon, and while there he imbibed rather too freely.

A tree had fallen over the road in the meantime, and on their way home in the night the horses stopped. The man could not see the tree, and having left his sense of reason in the Mancelona saloon, thrashed the horses until they jumped over the log. The wagon fell to pieces like a house of cards and the horses went home—twelve miles. The

lady was thrown against something that cracked her skull and her father, after gathering himself together, groped about in the darkness until, overcome by fatigue and whisky, he fell asleep.

He awoke next morning with a fierce headache and his mouth full of fur. He was lying across a small hemlock log in a strange piece of woods, and he wandered around a long time, trying to find some way out of the forest, without knowing what had happened, when he accidentally discovered his daughter, still insensible, lying where she had fallen. It was then that he received the first inkling of what had occurred. The smashed wagon and the missing team, his swelled head and glowing esophagus, his senseless daughter and a misty recollection of going to town told him that he had imbibed not wisely but too well.

The lady was ill for a number of weeks, but as she became convalescent, and the memory of the fortune teller's words came back to her, she smiled with satisfaction. And when, a few months afterward, along came young, good looking Jordan, who drove a pretty, prancing pony and a freshly painted buckboard, and asked her to "jine up with him," she smiled again.

So the Jordans had lived on that miserably neglected farm, and the lady had read and rocked and hoped, quite uncomplainingly, for she knew that it would all come right in the end. At times there were not enough money and credit combined in the family to buy what provisions and whisky were needed, and a choice had to be made. And when the wheel stopped, as it usually did, on the red, Mrs. Jordan would sigh deeply, send the boys to the woods to dig out a ground hog or two for dinner, and try to give them a good meal, as much as possible to strengthen them against the home-coming of pa.

On the present occasion, however, he had returned from a job of hauling tan bark, and was quite flush with funds. He was in an especially amiable frame of mind, and announced that he would take the bull caboodle to the store. This was welcome news to Mrs. Jordan, and knowing her husband too well to ask any questions, she hustled on her best clothes, and was ready to start even before the team.

Trade might easily have been better at Williams' store that afternoon, but the sad fact remained that it was very, very slow.

The oldest inhabitant had been in to see if there was any news from the African war, and Mrs. O'Lolly had called with a lot of eggs that had to be washed before anybody could tell which were fit to use. Two of them exploded during the ordeal, and that for a time had furnished entertainment enough of a certain kind. The butcher's dog had emerged victorious from a bloody altercation with a poor little cur of smaller size, much to the apparent amusement of a gang of loafers, and then the old town settled down to a dead, sullen, Sunday calm, and stayed there.

But hold! A cloud was rising in the east. A small one, no bigger than one's hand it seemed, but it rapidly grew, and as those who watched its progress became accustomed to the sight, Billy Simms, always on the lookout for excitement, and anxious to air his superior knowledge of matters equine, shouted:

"It's Bill Jordan an' them bays."

"It's more like to be Hent Liscom," ventured the Weather Prophet, shading

his eyes with his withered hand, as he peered vainly into the dusty horizon.

"It's Jordan fer the cigars," said Billy in a matter of fact way. "Liscom's off mare's got a yaller tail, and when the sun flickered on this'n a second ago, it showed black. Now't they're closter, ye can see by the way he travels that the nigh one's hipped, an' that settles it fer me. In ten minutes old Jordan'll give ye a sample of his plain an' ornamental cuss'n', an' that'll settle it fer youse. O, ye can't fool Billy Simms on horses, not yit." And Billy, who had staked his reputation as a horseman on the recognition of a plug team nearly two miles away, when others could not be sure whether the animals were cows or horses, strolled away as if the heavy work of the day were at last off his hands.

A stranger would have thought that when the wagon disgorged its whole load of Jordans before the door of the Williams' store on a quiet day, the proprietor would be so pleased he would fairly fall over himself to welcome in his friends. One unacquainted with the people and the business methods of that particular town might in fact think that on the present occasion Mr. Williams was what might be called uncommonly chilly.

But Williams knows his business a good deal, and when he does a thing it is usually for a reason.

He knew the Jordan family from A to Z, or thought he did, and he knew that when he received a visitation of this nature, there would surely be trouble soon. So he said the customary, commonplace things. He hoped that Mrs. J. was well and that the children were having good luck picking blackberries, and enquired about some horse trade or other that he happened to know Jordan had made, managing to become jocular enough to tell Bill he hoped he hadn't skinned the poor fellow much worse than usual.

A little thrust like that pleased the jockey more than any sort of encomiums that could possibly have been heaped upon his head, and of course led to talk on business matters.

"Now, Williams, I'll tell ye just what it is. I've be'n trading to this town and that town, and to this store and that store, and every time I fetch home any groceries that hain't bought right here from you, blamed if the woman don't kick. An', by Gum, I d'no's I blame her much either. Just think of all the years that I've bought stuff of you. Say, if you had all the money I've spent here, it'd buy the best farm in this county. Wall, say, what I was a gittin' at, the woman's going to do some trading, and when I come in, afore we go, mind ye, I'll pay ye fer it. Say, you want to do the square by her, too, an' say, we're going to give you business this winter. Wall, I'll be back pretty soon an' settle all right, I hain't broke this time, so you want do the square by the woman."

Bill got halfway across the street and then came back.

"Say," said he, "got any little rubbers fer kids? One of my kid's been at me all summer fer a little pair o' rubbers to wear with his socks this winter. Reckon I might as well get 'em now. Say, put in a pair fer the little feller, and I'll pay fer 'em when I come back," and away went Bill again.

When he returned his breath smelled of intoxicants, but he was good natured, and just wanted to add that the last pork he bought from a certain store,

the owner of which he consigned to perpetual warmth, had turned out to be so strong that it could not be eaten, and the other feller wouldn't make it right. Of course no such contingency would ever arise in Williams' store, and if it did Williams would do the square, but he thought best to be on the safe side and see just how the pork was, and if all right he wanted a good sized piece, on account of the woman bein' fond of meat vittles. And couldn't Williams throw in a cigar, for Bill hadn't had a smoke the whole day long. So, after another admonition to do the square by the woman, Bill again retired.

Mrs. Jordan had gone on buying goods. Some articles were useful and sensible, while others were evidently inspired by the literature she had read, and a lingering hope that the long expected Baron might not be so very far away.

Williams watched the growing order with emotions of distrust mingled with hope, and winced a little when the lady had six yards cut from a piece of dollar and a half silk. However, there was nothing to be said until he found out the size of Jordan's pile, and if that were sufficient, all would be well.

About this time Bill came in again. His step was fairly steady, but there was an unpleasant gleam in his eyes, and the odor of poor whisky that floated in with him, struggled manfully with the customary livery barn smell which was his inherited right, and rather had the better of the round.

Something had evidently gone wrong with the future baron, for he glared around the room as if looking for somebody small enough to quarrel with in safety, and seeing no better opening began on his wife.

"What you buying now?" he snapped.

"O, I was jest gettin' a little dress stuff, William," replied the lady meekly.

"Dress stuff! Flaming fagots! Who said you could get any dress stuff? Who said so? Say, who said so?" he repeated rapidly, with his face close to hers and his evil face looking like that of an enraged beast of prey. And then, perhaps, remembering that he was not in the seclusion of the Jordan home-stead, he added in a slightly altered although rough and surly tone: "You knowed I wanted to git a new harness fer the bays, and if you go and buy every fool thing you see, the hosses can't work and we'll all starve this winter surer 'n' guns. You're all through now, I reckon," he added by way of a closing argument, and she, taking the hint, said she was ready to quit any time.

"Did ye git any tobacker?"

"Yes."

"Not very much, I reckon."

"Got three plugs."

"Three plugs! How long dye s'pose three plugs'll last a man that works as hard as I do? Gimme six more. My motto is git what you want when you kin, fer the 'won't nobody get it fer ye. How much's the bill?"

"Twenty eighty-three," said the clerk laconically.

"Hay?" queried Bill in a weak voice. He didn't seem to grasp the situation.

"Twenty dollars and eighty-three cents," repeated the clerk in some trepidation.

Bill made no reply, but sat where he had dropped, revolving the situation in his mind. Those who watched and hoped for an explosion were disap-



pointed. It was a case to which the usual vituperations of Mr. Jordan were sadly inadequate, and in the midst of the suspense, he arose and walked unsteadily out.

Mr. Williams, more or less accustomed to such scenes, supposed that Mrs. Jordan, trusting to her husband's transitory good nature, had purchased goods in excess of his means; but just what his next move would be, Williams could only conjecture.

Recollections of old accounts against the Jordan family, long drawn out and hard and slow of collection swept through his brain, and he closed his mouth firmly and set his teeth tight together at the bare thought of again opening up the old sores. So he shook his head resolutely and went on with his work.

Mrs. Jordan remarked cheerfully that William wa'n't exactly himself that day, and then stared vacantly at a row of bright tin pails on the opposite wall and wondered how soon the really, truly baron would come. The prospective nobleman was, however, the first to appear. His head seemed rather cooler, but otherwise he had not improved.

"Shay, Willumsh," said he, huskily, "how much d' that fool shay my shtuff wush?"

Williams told him.

"Yesh, but you know, Willumsh, you shaid you'd play shquare wiz 'e womansh."

"So we did, Jordan."

"Wall, but twen' dolsh. Howsh all 'at combs?"

"Why, that's just what the goods amount to. We have an itemized bill all ready for you."

"Don't care noshin' fer e' billsh, but whersh shtuff? Wanter shee shtuff," insisted Mr. Jordan with some emphasis on the last words.

"It's right there in that pile on the counter," replied Williams.

Bill leered curiously at the packages for a moment, and then said:

"Twen' dolsh! Too much, too blamed much fer li'l shtuff. Shay, Willumsh, call it ten."

"O, I couldn't."

"Yesh could. Shay ten an' monish ready."

"O, no."

"Shay ten, I shay an' her'sh yer mon."

"Can't possibly."

"Shay Willumsh," after a pause, "ain't I all right?"

And the merchant, who in his desire to avoid an altercation with a drunken man, seldom hesitated at a mild perversion of facts replied cheerfully:

"O, you bet!"

"Shay, Willumsh, hain't I frien' o' yoursh?"

"Why, I hope so."

"Yesh, but hain't I? Shay, hain't I?" a little of the old dangerous glitter suddenly flashing up in his blood-shot eyes.

"Why, of course," replied Williams promptly and with such heartiness that Bill was apparently satisfied.

"And shay, Willumsh," he pursued, "hain't I bought lotsh an' lotsh o' shtuff f'om you?"

"Yes, you have that."

"An' hain't I allers paid you all up?"

"Yes."

"Don't owe ye a shent, do I?"

"Not a cent."

"All shquare, eh?"

"All square," repeated the merchant.

"Zen le's shake," said Bill extending

his limp and grimy paw. And the merchant took the proffered hand solemnly, and wondered how soon he was going to get out of the mess. Jordan seemed to feel better. Lapsing into a subdued and confidential tone he continued:

"Shay, Willumsh, trush me fer ten dolsb an' I take z-z-shtuff."

Here was the merchant's opportunity to do his finessing and nobody knew it better than he. So he said in a pleasant and natural way:

"I suppose we might manage that, but don't you think you have a lot of things there that you really don't need?" and he sighed as he thought of that piece of cut silk.

Bill looked a little injured. "Shay, you gittin' shkairt o' me?" he asked.

"O, not at all," averred Williams, glibly, "but you see there's a lot of dress goods in there that we might cut out if necessary, and you thought the bill too big. Of course I know you hate to owe a store debt as bad as any man I ever saw," added the merchant diplomatically, and Bill was so very drunk that he did not see the irony underlying the remark.

"Woman buy z-z-dresh goodsh?"

"O, yes."

"Zhen mush have it," said Bill, suddenly changing his point of view of his wife's purchases. "Woman wan'sh dresh, mush have it. Mebbe hain't quite bushed. Where'sh my pocketsh?"

So Bill went to groping about in his various garments, finding silver here and bills there until he had a little more than forty dollars. Then he turned to Williams, and in the most matter of fact way said:

"Williamsh, hic, shee 'f ye kin git it outter zhat."

So the merchant, well pleased at so satisfactory a termination of what promised to be a most unpleasant episode, took in the change. And, soon afterward, as he watched the baronial equipage fading into the twilight of the summer evening wondered what new and strange characteristic of the Jordan family would manifest itself next.

Geo. L. Thurston.

Out in Kansas it has been decided that there is no redress for a man who is called "baldy" in case he really is a victim of baldness. A banker named Griffin received a postal card addressed to him as "Baldy" Griffin. He was incensed and brought the matter to the attention of the postoffice department. The man who sent the postal card offered this explanation: "Griffin is a baldheaded man. I forgot his initials so I addressed him baldy, knowing that the letter would reach its proper destination. It did. That's all there is to it." The United States District Attorney, who is baldheaded, reflected that the Judge and the Clerk of the court were likewise baldheaded and if they took up the case it would look like a personal persecution. So he declared: "Baldness in Kansas is a mark of distinction and it is no violation of law in writing to a baldheaded man to address the letter baldy."

Albany, N. Y., claims the honor of having made the first carriage manufactured entire in this country. Several were built in the year 1814, and the event was duly noted at the time as an evidence of the spread of United States enterprise.

The Koreans as a people are better developed physically, than the Japanese. They are taller and mentally are liberally endowed.

WE ARE HEADQUARTERS FOR

# Buckwheat Flour

Just received a car of the celebrated **Pen You First Prize** brand. To handle the "Pen You" means to do the buckwheat business of your vicinity.

24 carat gold is **all gold**. Pen You Buckwheat is just like it---**all buckwheat**. Let us send you a sack in your next order. It will require no talk to sell you the second lot, and you will give us ten orders before spring.

**Olney & Judson Grocer Co.,**

Solo Distributors for  
Grand Rapids

# "EDEN"

Choice new cake. A different flavor. Very fine eating. Has the characteristic good features which Sears Bakery alone produces. About 25 to pound in cans and small boxes. Send for sample.

Remember "Seymour Butter," the worker which never disappoints.

**Sears Bakery**  
Grand Rapids



## Village Improvement

Workers the Improvement Society Can Depend On.  
Written for the Tradesman.

Those readers of the Tradesman, interested in this department, may possibly remember that much stress has been laid here upon the importance of securing the influence of the teachers in this work of making and keeping things beautiful. The idea was not that the choosing of the teacher meant any lessening of work or responsibility on the part of society members, but that through her influence the children of the neighborhood might become an army of ready workers in a matter which can be made to appeal directly to them. It is pertinent in this connection to ask if it follows, necessarily, that the public school teacher is meant? For my own part I believe that the work of the Improvement Society appeals quite as strongly to the home through the church and the Sunday school as it does through the public school and I know that the best work along these lines is done by the children when the teachers of the day and of the Sunday school plan together for this common good. Here, too, is where the influence of the minister can be relied on; and when pulpit and pew and school bench bend to the same task and bend to it kindly, what follows is a mere question of time. The thing to be feared and looked out for is that the home, the supporter of the other two will be the first to shirk and that too at the earliest possible moment. With this for a warning let us see what has been done already by this army of youthful zealots.

A club whose membership is 300, mostly of children, has been lately organized in Chicago. Each member of the club is pledged to pick up and destroy at least one piece of waste paper during each day, and during one month 150,000 pieces of waste paper were in this way taken care of in a space of 22 blocks by 120 children. For each block and the children living in it a chairman and a sub-committee are appointed. It is the chairman's duty to see that the work of his block is attended to, and he also reports delinquent club members and cases of untidiness to the President of the club. The club members range in age from five to fifteen years, and a kindergarten branch of the club is to be started soon. It is thought that considerable revenue may be obtained from the sale of waste paper, and a shed for storage is to be arranged. It is safe to say that at 4 o'clock, half an hour after "The Clean City Club" members get out of school, it is impossible to find a piece of waste paper in the districts to which they belong.

Massachusetts—a State never behind in any good work, God bless her!—is up and doing in this commendable endeavor. The Society of Danvers has 150 members enrolled. It has been turning its attention to the improving of the roads, sidewalks and lawns; the planting and care of trees, the removal of fences, destroying canker worms, caterpillars and insect pests, and beyond all these things, the buying of a twenty-five acre park for the free use and benefit of the inhabitants of the town. The cost of this park, \$5,000, has been raised by fairs, concerts, lectures, contributions, etc., and the society has the deed. When the society has done its best to make it beautiful, the park is to be turned over to the town as a free gift. To obtain the deed, about a dozen

members of the society became responsible for the last \$1,000. No wonder the children are interested! The society, in co-operation with the railroads—your wide-awake railroad is your true civilizer!—has graded and improved with flowers the principal stations and the grounds of the electric light plant, which is owned by the town. If Danvers were not so far to the eastward there would be frequent excursions from interested towns of the Middle West just to see the town and the people, for the purpose of making an object lesson of both.

I take great pleasure in reporting what has reached me from Bar Harbor, because somebody in that "Down East" town has found a good use to put what is too often looked upon as an unmitigated nuisance, the American small boy to.

The annual meeting was held on the third Tuesday in July. The road and the committee last year brought about the improvement of several roads and completed a number of short streets and kept the village free from litter, waste paper and whatever else was undesirable. Two men are hired to keep the grass cut by the roadsides and streets and to pick up rocks, sticks and other debris. "An original arrangement"—mark that!—is that of a boy on a bicycle with a bag or basket, who goes about picking up waste paper. What an item that is going to make for the Tradesman a few years from now when its correspondent writes up that boy for its "Men of Mark" column! The report ends with the statement that the bicycle paths have been looked after with the result that many trees, set out along the various paths which branch out of this famous summer resort, are doing their level best to second the efforts of the Improvement Society in that charming town "down by the sea."

R. M. Streeter.

### Utilization of Solar Heat For Power.

The dream of centuries seems to have been accomplished and a machine perfected which can utilize a portion of the sun's heat and harness it for man's needs. The machine now at Pasadena, Cal., with its almost 2,000 glass reflectors, is capable of bringing a boiler full of cold water up to 150 pounds steam pressure in one hour. But cold water is not supplied to the boiler, save at the beginning, for the steam, after being used in a compound engine, is forced back to the boiler as warm water and again reheated to the required high pressure. One of the chief difficulties heretofore experienced has been to develop sufficient heat except when the sun was directly overhead. There has been no device which, working automatically, would keep the reflectors at all times directly in line with the sun's rays. The present motor is balanced after the manner of the modern telescope and by a simple clockwork device the huge reflector is constantly so moved as to get the full benefit of the sun's rays, no matter what his position is in the heavens. This device is one of the factors which crowns this motor with success.

The motor looks like a huge inverted umbrella, and in place of a handle, but bearing about the same proportionate size, is a cylindrical boiler covered with lampblack or absorbing material of some kind. From the boiler the steam is conducted by a flexible pipe to the engine house, and after performing its mission is returned to the boiler in the

form of warm water. The oiling, the keeping in focus, the water gauges, all work automatically, so that almost no work is required beyond bringing the reflectors into focus in the morning, and this action is easy and rendered accurate by means of an indicator. The present machine develops 10 horse power, but it is confidently expected that when the sun is more nearly vertical at least 15 horse power can be obtained and possibly more. The concave side, 40 feet in diameter, is formed of 1,800 small mirrors so arranged that they focus the heat from the sun upon the cylindrical boiler, with resultant steam and prompt utilization of power.

The solar motor may solve, in a great measure, the problem of the development of many of the great arid plains where water is to be found not far from the surface, but where fuel is too expensive to make pumping for irrigation practical. But, given a number of these motors grouped in some central place, large dynamos may be run and power in large or small quantities furnished at a minimum cost over a wide area. Not alone can the power be furnished while the sun shines, but during the period of maximum heat, or when not otherwise required, the motor can be used to charge electric storage batteries, which in turn will furnish light and heat and power, either at night or when the sun does not shine. It is reported the patents covering the main features of the storage battery run out in a short time and that then they will come into very general use.

Charles E. Richards.

The man who relies on the advertising he did last year soon finds that he likewise has to rely on the sales he made last year.

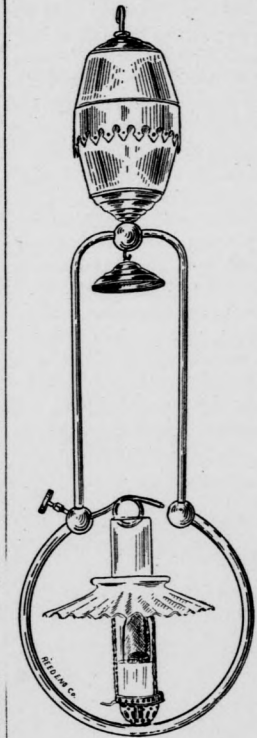
## Cheaper Than a Candle

and many 100 times more light from



Brilliant and Halo  
Gasoline Gas Lamps  
Guaranteed good for any place. One  
agent in a town wanted. Big profits.  
Brilliant Gas Lamp Co.  
42 State Street, Chicago, Ill.

# LIGHT! LIGHT!



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

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

## 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*

A Trade Maker

# Fanny Davenport

## 5c Cigar

Trade Supplied By:

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



## Hardware

### Relation of Trade Journals to the Wholesale Hardware Trade.\*

Artemus Ward was willing to sacrifice his wife's relation in the sacred cause of freedom and in moments of darkest pessimism one might be inclined to class the relation of the trade press to jobbing interests as of the Artemus Ward's wife's relation order. The hardware trade press does not gain that advertising embonpoint every publisher yearns for from the advertisements of the jobbing fraternity. This is not the publisher's fault, as I never knew or heard of any publisher of a hardware paper who turned down a reputable advertisement from a concern with a good rating on the ground that it was the advertisement of a jobber and not a manufacturer.

Some jobbers advertise, but there is a bushel of chaff to every grain of wheat for the advertising solicitor who tries to winnow out the jobbing bin. The trade press secures its advertising revenue from manufacturers and its subscriptions from the retailers, so the interest it unquestionably has in the jobber is nonmercenary. Miss Jobber is loved by the journalistic swain, not on account of her dowry, but for herself alone.

The relations between jobber and publisher are cordial and harmonious. Both have much in common, as both are engaged in distribution, not in production. It seems too bad that the lump of iron ore dug from the Mesabie range has to be saddled with the household expenses of the non-productive publishers of hardware papers and hardware jobbers I see before me, before it reaches the consumer in the form of nails or butts, but it does not seem able to shake us off.

Some people talk of eliminating the jobber with as much plausibility as some other people talk about eliminating sin. Some of the talk on both these subjects sounds pretty, but the elimination business fizzles out when the practical test comes. I am afraid sin is a necessity, and I know the hardware jobber is. If you gentlemen should all resolve to go out of business I do not know whether the manufacturer or the retailer would "holler" the harder, but they would each put up a pretty strong article of noise.

The trade press fulfills a function which can not be replaced except at heavy cost. The man who has a commercial message for the hardware dealer finds his Mercury at hand in the shape of the hardware trade journal.

Perhaps nowhere has the great influence of the hardware trade press been so distinctly manifest as in its part in fostering retail hardware organizations. The hardware trade press gave page after page to the free advertising of retail hardware associations and by throwing the glare of publicity on the various organizations stimulated this movement, which, in its sturdy combating of catalogue houses and department stores is clipping the wings of a system of merchandising which is a direct menace to the jobbing trade. Yesterday you had some valuable discussions as to the necessity of the jobber as a distributive element. Every dollar's worth of trade that passes from manufacturer to consumer through the medium of a catalogue house undermines the jobbing trade just so much, and if

for no other reason the jobber should recognize the value to his interests of the trade press in fostering retail organizations.

The trade press is unselfish in that the business it unquestionably creates is as free as salvation. The business your competitors, the catalogue houses, work up goes to them, but the business the trade press works up goes to the first jobber that sees it.

People may be so friendly as to use the same tooth brush and still have a little spat once in a while, and when a hardware jobber and hardware trade press representative get together they talk about trade and make experiments on differentials as applied to the concoction of beverages, and tell each other how nice they are, but the jobber is apt to call the publisher's attention to the question of quoting manufacturers' prices. The only paper I know of which I think is right in quoting manufacturers' prices is a certain whisky paper which circulates among jobbers exclusively, and which no retail saloon keeper can secure any more than he can secure a kind word from Carrie Nation. I do not think a hardware trade paper should quote manufacturers' prices. Who is benefited by such a procedure anyway? If the manufacturer is helped by having the quotations he makes to jobbers appear in a paper that goes to the retail hardware dealers it would be an evidence reductio ad absurdum to state that he would also be benefited by having the prices at which his goods are sold to the retail trade appear in a daily newspaper which goes to the consumer. All will admit that a manufacturer who would put an advertisement in the Cleveland Plain Dealer, saying: "My goods are sold to the jobbing trade at 60 cents each, who sell them to the retail trade at 75 cents each, who sell them to the consumer at \$1 each," would not make many friends, but would make a great many enemies. The consumer reading this advertisement would want the jobbing price if he could get it. This is but human nature.

I can not see where such an announcement from as differs at all in principle from one in a hardware trade paper going principally to retail dealers of manufacturers' prices to jobbers. The hardware trade press should, I think, publish the prices made by you gentlemen at which retailers can secure goods. It certainly should have a beneficial effect to publish prices at which the readers of a paper can secure goods, but what good does it do them to publish prices at which they can not secure goods? If such quotations of manufacturers help neither the manufacturer himself nor the retailer, it must be that in some mysterious way they help the jobber.

### Poor Show For the Man Who Watches the Clock.

A man can not have his head pumped out like a vacuum pan or stuffed full of odds and ends like a bologna sausage and do his work right. It does not make any difference how mean and trifling the thing he's doing may seem, that is the big thing and the only thing for him just then. Business is like oil—it won't mix with anything but business.

You can resolve everything in the world, even a great fortune, into atoms. And the fundamental principles which govern the handling of postage stamps and of millions are exactly the same. They are the common law of business, and the whole practice of commerce is

founded on them. They are so simple that a fool can learn them; so hard that a lazy man won't.

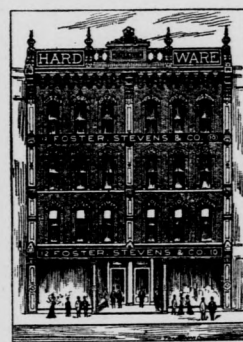
Boys are constantly writing me for advice on how to succeed, and when I send them my receipt they say that I am dealing out commonplace generalities. Of course I am, but that is what the receipt calls for, and if a boy will take these commonplace generalities and knead them into his job, the mixture will be cake.

Once a fellow has the primary business virtues cemented into his character, he is safe to build on; but when a clerk crawls into the office in the morning like a sick setter pup and leaps from his stool with the spring of a tiger, I am a little afraid that if I sent him off to take charge of a branch house he would not always be around when customers were. He is the sort of a chap who would hold back the sun an hour every morning and have it gain two every afternoon if the Lord would give him the same discretionary powers that He gave Joshua. And I have noticed that he is the fellow who invariably takes a timekeeper as an insult. He is

pretty numerous in business offices; in fact, if the glance of the human eye could affect a clock face in the same way that a man's country cousins affect their city welcome, I should have to buy a new timepiece for the office every morning. It is not the little extra money that you may make for the house by learning the fundamental business virtues that counts so much as it is the effect that it has on your character and that of those about you, and especially on the judgment of the old man when he is casting around for the fellow to fill the vacancy just ahead of you. He is pretty apt to pick some one who keeps separate ledger accounts for work and for fun, who gives the house sixteen ounces to the pound, and, on general principles, to pass by the one who is late at the end where he ought to be early, and early at the end where he ought to be late.—Self-Made Merchant in Saturday Evening Post.

### Lost in the Crowd.

Policeman—What's the matter with you, little one? S'pose you lost your mamma in the crowd? What's your name, anyway?  
Little Girl—Pretty Mousie, Sweet Lamb, Papa's Nudel!



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.

WORLD'S BEST

# S.C.W.

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

## Four Kinds of Coupon Books

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

TRADESMAN COMPANY, Grand Rapids, Mich.

\*Paper read before National Hardware Association by Daniel Stern, editor American Artisan.



## Window Dressing

Cease to Talk of Careers and Get Down to Work.

One of the most cheering things that I have seen in a long time, from a strictly feminine point of view, is the account of a young woman out in Iowa who is making a notable success as a sign painter. This is not because I have cast envious and covetous eyes upon the business of sign painting, or consider it peculiarly adapted to my sex, but because it is a hopeful indication that women are beginning to employ their talents in the gainful occupations that present themselves at their very doors, instead of waiting for some impossible something that sounds highfalutin' to turn up. It has taken them a long time to realize that a full pantry was better than an empty career, but, thank heaven, they seem to be grasping the fact at last.

It appears that in the case in question the young woman had considerable facility in drawing and, of course, decided that she would be an artist, and studied for that purpose. No doubt she had her dream of being a Rosa Bonheur, with her pictures hung on the line and sold for fabulous sums, or, at least, of becoming a Gibson, with publishers fighting for her drawings and money rolling in on wings.

She found out, as millions of other girls are finding out, that in these days of color photography there is absolutely no sale for mediocre paintings and that illustrators are simply a drug in the market. Doubtless it was a heart-breaking experience, as it always is when we realize that our little penny candle of talent is not the great, flaring electric light of genius, but instead of sitting down and weeping over her lot and bemoaning the injustice of the world in not appreciating her, this girl faced the situation with the courage of a hero and the common sense of a Napoleon of finance who can turn defeat into victory.

"If I can't paint pictures that people will buy," this level-headed little woman must have said to herself, "I can paint signs that they will be glad to pay for," and so she rolled up her sleeves and went to work, and just because of her superior skill and knowledge and talent—that weren't big enough for the great thing, but were great enough for the little thing—she surpassed all competitors and is making a fortune painting artistic signs.

If there is one thing on earth that I care for from the very bottom of my soul it is the working woman. There is not an ambitious young girl fluttering her wings against the cage of narrow circumstance who has not my entire sympathy. There is not an old woman eating the bitter bread of dependence and vainly longing to help herself whom I do not yearn to aid. More than that, I do not see in these times why any woman should any more sit down and fold her hands and submit to being poor and wanting money, without trying to earn it, than I see why a man should do such a thing. The world needs woman's work just as much as it does man's and is just as willing to pay for it.

The only trouble has been that women have steadfastly refused to recognize the fact that there is an inexorable law of supply and demand and that you must offer people what they want to buy if you expect to sell. It is conceivable that

you couldn't sell a man diamonds at ten cents a dozen if he was starving and saw beefsteaks just ahead of him. Yet that is precisely what women are always trying to do. They are never willing to give the world the kind of work it wants and is willing to pay for. The whole expanse of civilization is clamoring for good cooks, good dressmakers and good boarding-houses, yet millions of half-starving women are trying to palm off on us, instead, dauby water colors and dinky china plates and slushy poetry that nobody wants.

Right there you have the whole problem of women's failure in a nutshell: They won't do what they can do and they can't do what they want to do.

I know plenty of girls who are miserable failures as artists and who, if they lived as long as the Wandering Jew, would never be able to paint a picture that you would exchange a newspaper supplement lithograph for, yet they have the artistic instinct. They know something about lines and color and I have wondered, times out of number, why they didn't put their knowledge and their talent into good, practical, paying work by being milliners or dressmakers. If they lacked the necessary skill with needle and scissors to execute their ideas, they might go into partnership with some seamstress and, my word for it, they would make a fortune. For there is not a woman of us who would not cheerfully pay down her last dollar for a gown that has that intangible something that makes the difference between a plain "dress" and a "confection."

There are few other occupations which offer a woman such lucrative returns as artistic dressmaking and surely none in which there is so little competition. Not

one dressmaker or milliner in a hundred has the slightest idea of line and form or has any but the crudest knowledge of color combination. Go to one to make you a frock and she will say that such and such a thing is the style this year, and forthwith she slaps it on you without any reference to your age or color or height or fitness.

When you do find one who considers your individuality—who has the artistic sense to regard you as a detail in a picture that she must work out, who says, "I must warm up that sallow skin with a little red; I must emphasize the glints in that red-brown hair with a touch of gold; I must disguise that angular form in soft folds"—why you have a Worth, a Paquin, a Louise, and they may charge you what they please. This is no idle theory. I am writing from intimate personal knowledge of a woman who forsook an unsuccessful artistic career to become a famously successful artistic dressmaker and who is coining money.

"Ah," said a little actress to me the other day, talking about her, "she will be the death of me yet, for I have heart failure every time I get one of her bills, and yet it would kill me dead not to have her frocks."

Now, I am not discouraging any girl from trying to be a Rosa Bonheur or a Mrs. Browning or a George Eliot. "Aim at the stars," said a philosopher, "if you only hit the woodshed," but after you do miss the stars and hit the woodshed and realize that you have not got a Gatling gun, but a popgun, do not sit down and give up, and say that the world is against you, and you are unappreciated. Face the music like the brave little girl out in Iowa and

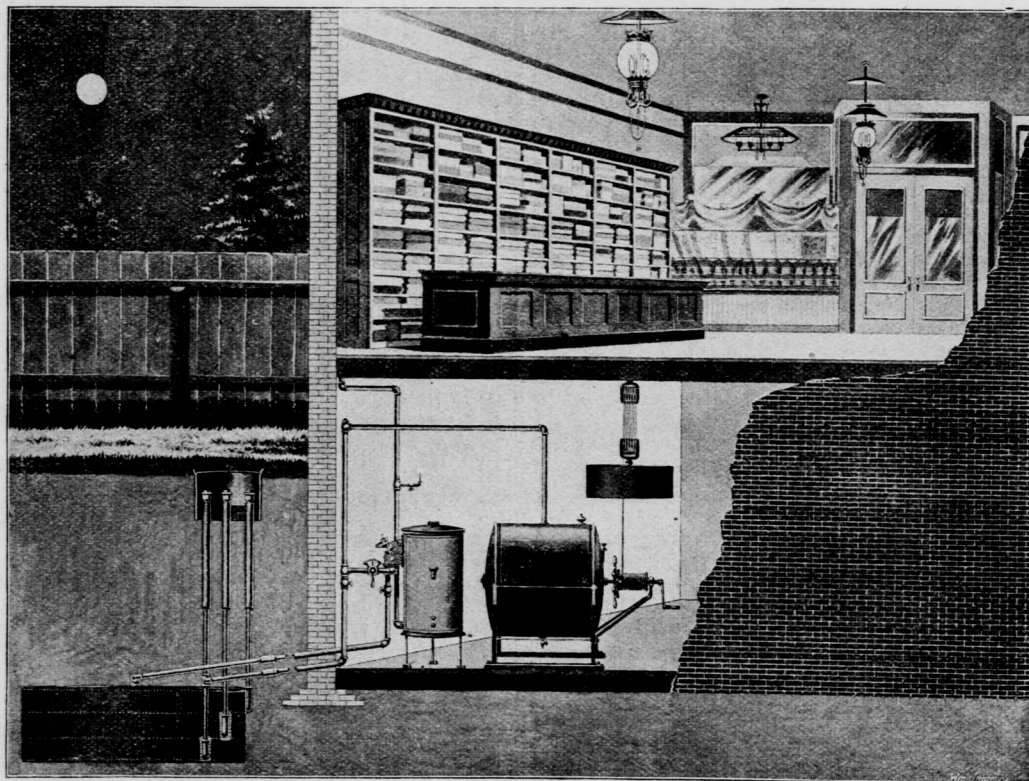
turn your talents to account. It takes just as much art to make a pretty frock as it does to paint a picture. It takes just as much poetry to construct a perfectly balanced dinner as it does to construct a sonnet, and it is always worth while to remember that while the demand for one is intermittent, the demand for the other will be inexhaustible as long as people have backs to clothe and stomachs to fill.

Among the most pitiful letters that come to my desk are missives from country girls who need money and who think that the only way to earn it is to come to town. They have read those wicked and hurtful fairy tales in the women's papers—may God forgive the writers for the harm they do—about girls who make three or four hundred dollars a month by attending rich people's canary birds or taking pet dogs out to walk or who grew rich and famous in a single night because the editor of a magazine accepted a story.

When I write these girls that these stories of illusive careers are entirely imaginary—that people able to hire attendants for a canary bird have servants to look after it and that unknown authors have to write for years, even if they are successful at last, before they get more than the barest pittance for their work—I know that it is a cruel disappointment to my correspondents and to these too, I would like to present the example of the Iowa girl.

There is more money in poultry than there is in poetry, and in Michigan at least, with its possibilities in fruits and flowers, there is no excuse for any woman being short on pin money. I know one woman who dresses herself, and pays for all her little treats off the profits

## 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.







## Butter and Eggs

Observations by a Gotham Egg Man.

There has been considerable interest among the egg trade of late in the progress being made toward unloading the stocks of refrigerator eggs and I have made effort to get a line on the situation here in New York in that respect. It will be remembered that our heaviest holdings of refrigerator eggs were about July 15, when it was pretty carefully estimated that the stock in New York was about 325,000 cases and at Jersey City—just across the river—55,000 cases. Enquiry among some of the leading storage houses now indicates that there has been a reduction among the New York houses ranging all the way from 25 to 50 per cent. The largest holders are believed to have effected a reduction of fully 35 per cent. from the highest point and other reports indicate that this may be taken as a fair average. This would indicate a remaining stock of about 210,000 cases in New York on October 1. At that time the Jersey City stock, allowing for some fall eggs put in, showed a net reduction of about 17,000 cases, standing at 38,000 cases. The stock in New York City on October 1 may be figured as being about 30,000 cases in excess of same date last year and to this, for all practical purposes, may be added the stock at Jersey City, where there were no eggs held a year ago. On October 1 the stock of eggs in Boston refrigerators had been reduced about 30 per cent. and stood about 23,000 cases above the quantity held at same date last year. Estimates of Chicago's holdings reach us from various sources and show some irregularity, although not so much as is often the case. From some egg men who were in Chicago about the first of the month we get an estimated reduction of about 15 per cent. at that time. As the stock there was estimated at 675,000 cases, or a little more, at the highest point, this would indicate a reduction of a little over 100,000 cases to October 1, leaving a remainder of 575,000 cases. Another estimate from a gentleman who looked over the situation there last week is of 500,000 cases in the public houses, and a prominent Chicago broker has lately given the same estimate of stock held outside of the Armour stocks. If we add, say, 30,000 cases for these (a guess) we find the Chicago estimates ranging 530,000 to 575,000 for October 1 and many figure on about 550,000 cases as a fair average. This is largely in excess of the quantity held in that city October 1, 1900. Eastern store houses in New York and New England (outside of New York and Boston) seem to have made a liberal percentage of reduction in their egg holdings, thanks to the unusually free movement prior to September 1, but their holdings are still liberal compared with last year and the average rate of reduction at all points, since September 1, has not been at all unusual.

\* \* \*

I learned some interesting points about frozen eggs the other day. The quantity of stock put up in this way seems to be increasing every year and

the outlet is widening gradually. Down East the baking trade have taken kindly to the frozen goods and large quantities are marketed there. There are also some large users in the West. Here in New York and vicinity the outlet is narrow as yet, although some of the bakers are using the goods with satisfactory results. There are various grades of frozen eggs put up. They are chiefly made from cracked eggs, some packers also putting in the heavy dirty eggs, and the bulk of the product is put away when eggs are being packed for storage in the spring and early summer. Some packers are much more careful than others in the selection of stock for freezing, and the product as offered in the fall and winter shows considerable range of quality. Just now stock that is carefully kept free of all tainted or spotted eggs commands about 12@13c per pound at wholesale, while an ordinary grade that lacks the sweetness and freshness of the better quality can be had at about 10c per pound. A pound of the frozen eggs is said to be equivalent to about ten eggs of average size. The goods are usually packed in tins holding various quantities, from 10 pounds up to about 40 pounds. It is very essential in using the frozen stock that only as much be taken out as can be used immediately upon thawing out, and when bakers have had trouble with the goods (provided they bought the best grade) it has usually been because they opened more than could be used at once. After thawing, the goods deteriorate quite rapidly. The smaller packages are therefore preferable except in very large establishments. It has been found that in order to get the best results from frozen eggs the material must be very thoroughly mixed or beaten together before freezing. When eggs are frozen just as they are broken out of the shells the yolk becomes dry and mealy and can not be satisfactorily restored to its original consistency when thawed. Some packers use a churn for thoroughly breaking up the yolks and mixing the white and yolk together, getting in this way a material of perfectly uniform consistency. Sometimes the whites and yolks are frozen separately, but in freezing the yolks alone it is especially necessary that they be broken up and thoroughly mixed in a liquid mass.—N. Y. Produce Review.

### Possible Profits Made in Raising Poultry.

If farmers will make poultry a specialty on the farm and the flocks be increased to a number that would permit the farmer to devote his attention thereto, the profit received in proportion to the labor bestowed would be larger than that derived from cattle. In fact, considering that the fowls on the farms really receive little or no care, it is alone sufficient evidence that with excellent management and the use of selected breeds the farmer would be more favorable to poultry if he would make the experiment. So long have the farmers overlooked poultry that it is surprising how many enquiries come from that class asking information on the methods of management, yet these farmers are well familiar with the care and management required for horses, cattle, sheep and swine.

It is, however, creditable to such farmers that they are disposed to learn more and they will make no mistake in placing the poultry department of the farm upon a plane higher than that occupied. The course to pursue is to gradually increase the flock every year, and not venture too largely at first, so as to gain experience while learning the business, and in a few years there will be a good profit coming in from poultry, the capital invested therein having been created by the fowls during the progress of development of the business. Begin in the poultry business with a determination to succeed in a few years, securing as much profit as possible with the least outlay for building and labor.

It is not difficult to keep two or three hundred hens on a farm, and two or three hundred dollars thus picked up will buy all the extras which the farmer finds necessary to purchase during the year. In this way he need not go in debt for the numerous small things which can not be produced on the farm,

and which of necessity must be purchased. Every time he goes to town he can sell chickens and eggs enough to pay for his purchase. It is the small things on the farm that run up a profit or loss in the aggregate, and poultry raising is one of the most important, although most neglected industries on the farm.—Poultry Keeper.

### The Exception.

He—What kind of woman is that beautiful Mrs. Swift?

She—Well, with one exception, she makes every man she meets sorry that he isn't her husband.

He—And the one exception?

She—Oh, he's sorry that he is.

## Geo. H. Reifsnider & Co.

Commission Merchants

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# The New York Market

Special Features of the Grocery and Produce Trades.

Special Correspondence.

New York, Oct. 19—"Weather prospects unfavorable. Flowering unfavorable." These and other reports of like nature have caused the coffee market to assume a much firmer tone. Then came the reported loss of a steamer with 20,000 bags and this gave further strength, although 20,000 bags is a mere bagatelle, either one way or the other. These despatches, of course, have an influence and have resulted in an advance of No. 7 Rio coffee to 6 1/4c. The advance checked buying and, as a result, matters stand about where they were last week. Speculators are making the most of the situation. In store and afloat the amount aggregates 2,201,148 bags, against 1,017,283 bags at the same time last year. Receipts at Santos and Rio since July 1 have amounted to 6,748,000 bags, against 4,468,000 at the same time last year or almost 50 per cent. more this season. Mild grades have sympathized with Brazil sorts and a firmer market is noted for all sorts. Good Cucuta, 7 1/4c. East Indias were firm, although not much actual business has been done.

Refined sugar in this market is firm and steady. There is an average movement—all that could be expected at this season of the year—and no more. Buyers take enough to keep up assortments. Higher quotations are hardly looked for.

While offerings of Pingsueys and country green teas are rather light, the demand is limited and the market generally is not as active as at last report. As stocks of teas in warehouses, placed there before the imposition of the tax, are growing very light, it is believed by those who are best posted that we shall see a tea market steadily gaining strength and some decided advance in quotations may be looked for.

The rice situation during the week has rather favored the buyer. Not that any observable decline has set in, but sales are not free on present basis and buyers evidently think that if they wait awhile they will obtain some concession. Good to prime, 5@5 1/2c. Supplies are arriving freely at primary points and we shall soon have abundant stores here.

There is no change in spices. Possibly pepper is rather firmer, but, as a rule, the market jogs along in the same old rut.

Molasses quotations are unchanged and firmly adhered to. Good to prime centrifugal, 17@30c. The supply in this market is certainly limited. Foreign sorts bring full prices. New crop comes in slowly at New Orleans and it is now thought that not for three weeks will there be good selections. Syrups are in good demand at high prices and prime to fancy will bring 20@30c.

Increased strength is shown every day in the canned goods market. The men who bought liberally some time ago appear to have no occasion to regret their action. There is hardly a single line that is not selling freely, unless it be salmon, and that has nothing to complain of. Tomatoes are bound to be a short pack and it is hard, even at this time, to find any really desirable Jersey 3s at less than \$1.10. Canned pumpkin and squash are sought for and altogether the outlook is more cheerful for the packer than for several seasons. Thus the law of averages comes in to make things right, for the packing plants of the country—many of them, at least—have not been large dividend payers for a long time, if, indeed, they paid expenses.

Evaporated apples of good quality are hard to find and the whole line of such

goods, as well as berries and pears, are doing well. California seeded raisins are selling with some freedom, now that it is known just what they will cost. Currants are steady and prices are possibly a trifle weaker than they were a fortnight ago.

Green fruits are quiet. Sicily lemons, \$2.50@3.50 for 360s and up to \$4@6 for extra fancy; Californias, \$3.50@4.50. Jamaica oranges, \$3@3.25 per box. Bananas are fairly firm and firsts are worth \$1@1.25 per bunch.

Best Western creamery butter has again reached 22c and the quotations seem pretty well established. There is a good demand and the market will be closely sold up this week. Grades other than best are also going better and sellers are favored all along the line. Seconds to firsts are worth 17@21c. Western imitation creamery, 15@18c, the latter for fancy. Western factory, 14@15 1/2c.

There is absolutely nothing doing in cheese. Full cream State is worth 10 1/4c; colored, 10c. Export trade is nil.

Best eggs are worth 22c and even 22 1/2c has been paid for some grades which were known. Prices have, in fact, been so high that the demand has been checked and consumers have taken more to refrigerator goods. Regular pack of Western, 19@21c.

Beans are doing well. Marrows are almost entirely cleaned up and can not be quoted at less than \$2.75; pea, choice, \$2.10; red kidney, choice 1901, \$2.60@2.65.

## Arizona Bees Have Produced Great Crop This Year.

Never before have Arizona's bees produced such a great crop of honey as that of the present year. There has never been a year in a decade that this territory has not produced 2,000,000 or more pounds of honey, most of which has been placed in New York and Chicago markets. During this season, however, conditions have been more favorable than heretofore, and an unusual plentitude of water has given such great growth to desert flora and to cultivated crops in the alfalfa and fruit districts that the production will be nearly double its usual size.

While the alfalfa blossom is to be credited with the greater part of the Arizona honey, and the orange, peach, apricot and pear blossoms do their part, the best and sweetest results are obtained where the bees can harvest from desert plants, although that source is only available during the spring and early summer, while the alfalfa blossoms can be used for the larger part of the year.

Strange as it may seem, the mesquite and cactus, which flourish without water, provide the bees with a honey far superior to that from cultivated plants, and the blossom and fruit of the cactus is even better than the mesquite blossom. The most handsome of desert flowers grow on the hundreds of varieties of cactus. One of the most beautiful is the Cereus Giganteus, the organ cactus, generally known by its Spanish appellation of the "Saguara," Arizona's most typical plant, that towers in great, green fluted shafts, the most conspicuous and oddest object on all the plains. In the late springtime each saguara is crowned by a mass of brilliant, silken white flowers, sometimes over 100 in a bunch. Each blossom is about four inches across. Nearly all develop to fruit, the "petahaya," the most pala-

table of the wild products, and in the blossom and the fruit the wild bees and the tame ones find the essence of honey. The prickly pear, the night-blooming cereus, the cholla, the doubly-barred terror of the desert, the ocatilla and many others give honey to the bees, while the wild roses of the rocks, and the thousands of smaller flowers, aid in furnishing the most delicately flavored honey known to the apiaries.

In the Salt River valley bees work for a longer period than in any other locality, a crop of 200 pounds of honey to each hive being not unusual, while an average of 100 pounds for the season is maintained. From Phoenix and Tempe alone are shipped about 1,000,000 pounds of honey each year, nearly all of it being separated or strained.

The wild bees of the desert and mountains provide an interesting study and honey hunting is a most unique sport, which is not without its dangers, but with recompense sufficiently delightful to repay one for its difficulties. In the cavities of the highest rocks the bees gather in great swarms and store their supply of food. With remarkable sagacity they choose the most inaccessible spots and frequently find places which baffle all ingenuity of even the Indian, the most persistent seeker of honey. Frequently great hoards of honey are found in caves and down the sides of steep cliffs, where thousands of bees have stored their products for per-

haps scores of years, and sometimes as much as a thousand pounds of honey are taken from such places. The Indian bee hunter many times risks his life to obtain the nectar of the wild bees and swings himself at the end of a frail rope far down the sides of a steep precipice. Neither is his danger ended there, for if not well protected from the onslaught of the bees, sometimes in dense swarms of thousands, he is likely to become a victim of the angry defenders. Indeed, not long ago, a Papago young man was stung so badly while robbing a wild hive that he died soon after his comrades had pulled him up to the top of the cliff.

On the desert, too, the bees make their homes, sometimes swarming in the shell of the decayed cactus and often in caves along arroyos and the beds of the large streams. Very often they swarm close to the agricultural districts, and it is a frequent and very easy thing for the ranchers to gather them into hives and hold them. One rancher, a few miles southeast of Phoenix, has on his property a small isolated butte, near the top of which is a small cave. From this piece of rock the owner has gathered honey enough to pay for his ranch. Several years ago a great swarm of bees settled in the cave, and the owner has gradually tamed them, and each year gathers from 1,000 to 2,000 pounds of honey from them.

## Geo. N. Huff & Co.

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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.

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## Clerks' Corner.

**Insists on Going to New York Every Winter.**

Written for the Tradesman.

Ever since Jack Guthrie bought out the store over at Stanwicks Station the "Emporium" at Glendown had been shriveling up. How long that thing would have gone on nobody knows, but when it was pretty well under way Hank Hendricks, a young fellow almost ready to vote, fancied he saw something and concluded he'd follow it up. He drove over there one day and came home satisfied. He saw a great deal more than he wanted to and the minute he reached home he began to talk.

"There isn't any two ways about it, dad, something's going to be done. I was in at Guthrie's not over a half an hour and in that time some half dozen of our customers went off loaded and when old Deacon Miller went out with his arms full Jack couldn't hold in a minute longer and when old white head let the door bang after himself Jack winked his left eye an inch or two into his head and blurted out: 'That's the way we do it at Stanwicks.' Now, then, how are we going to put a stop to that?"

"Can't. When things gits t' rolling down hill all thunder can't stop 'em. Ye've got to find that out one of these days, Hank, and ye might jest as well learn it now."

Hank was mad to begin with and the helpless, hopeless answer of his father threw him into a white heat.

"Then why in h—l don't you let thunder go to the devil and try a little common sense. A load of dirt in the middle of the hill will check the rolling and here we sit and let Deacon Miller drive right by us twice a week and we just wear out our trousers watching him. I'm tired of it."

"Wall, what ye goin' to dew?"

"Do? Anybody 'round here that don't know Miller—that don't know anybody well enough to know that all he wants is to get all he can for nothing or so near it that he can have something to brag of for the rest of his days—is just a plain idiot! Now I tell you what it is, dad, you've got to get a move on or I'll quit. Our old customers are coming back within the next four weeks or I'll leave. Uncle Judd keeps urging me to come and work up with him and I'll give you warning if Deacon Miller and our other old customers are not trading here a month from to-day, I'll start for Shelbyville."

That was a staggerer and it took a couple of days—if days couple up in that way—for old man Hendricks to get over it. Finally on the third morning he said at the breakfast table, "I tell you, Hank, what we'll do. You make up your mind what you'd like and we both will buckle to and do it. That's fair. Now, go ahead."

That boy didn't want any more breakfast. He dropped knife and fork and shot out through the gate like a flash. Three minutes later he had the store door open, his coat off and his jeans on and things were moving. "Many a time and oft" he had begged to overhaul the window and the showcase and been roughly told to hush his nonsense and let them alone. They were not large and the contents of the window were on the counter in no time, the glass cleaned and the goods replaced by new ones in a way that would attract attention. It was a good job when it was done, as Hendricks, senior, acknowledged when

he came in. The showcase showed the same pleasing change when done and the same good authority nodded his approval and began to clear out the stuff of ages from the middle of the floor that so long had blocked the way.

By that time Widow Saunders came in for some butter, and before she went out Hank got her over to the dry goods counter to ask her if she didn't think ten cents was low enough for a piece of calico he had there. The price caught her and when Hank threw down the piece she had been wanting for over three months and wouldn't pay the 15 cents asked for it she looked over her glasses to see if the boy was in his right mind and then at Hendricks to see if he was going to allow such goings on. Finding no objection she whisked out her pocketbook and paid for it when she took the goods lest they should go back on the bargain and hurried home in high feather.

She did not go, however, before the young merchant had told her that they'd about concluded to make a fair reduction in all their lines and in less than half an hour the business going on at the "Emporium" began to be worthy of its name. That set things going. The news of what was going on went just as fast as Widow Saunders' gray mare could make it and her go, and such a harnessing up as went on among the farmers for the next ten days had never been seen in that community.

After the lull came some weeks afterwards Hendricks asked Hank what put the idea into his head.

"Just going over to the Station and seeing what Jack Guthrie had done to get our best customers away from us. He was all the time fixing things up. I'd heard, and went to see for myself. I did a lot of looking that day. I found out that Jack got his ideas at Springfield—enough anyway to get started—and that's all I wanted. Now, I'll tell you what I'm going to do. If Jack got a start by going to such a town as Springfield, I'm going to get a better one in New York. I'm going next week and I'm going to be gone a week; and after this twice a year it is where I'm going. It's going to be New York teaching against Springfield and I'll bet a crisp fifty dollar bill that New York takes the cake."

It did. The old customers came back and brought new ones; and now when the Stanwicks Station folks want to trade they come to the store at Glendown. Richard Malcolm Strong.

William E. Curtis tells this story about Stanford White, New York. "A man with a deep weed on his hat came into Mr. McKim's office one day and said he would like a design for a monument for his wife, recently deceased. He was questioned as to the style of tomb that he preferred, but said he would leave it all to the designer. Stanford White, who was a genius in that line, made a beautiful sketch after the Gothic order, with graceful tracery and delicate lines, which he thought particularly suitable for a young woman. A few days later, however, the bereaved client rejected the design instantly, and said it would not do at all. He wanted something solid and substantial. Mr. White was disgusted; but architects have to do what their clients want, and he made another sketch, as heavy and ungraceful as an Egyptian pyramid. When the widower called again he looked at the plan carefully and asked how many tons of granite would be needed to carry it out. 'I should say about forty tons,' remarked Mr. White, 'I guess that will hold her down,' observed the stranger, sadly, and ordered the monument erected over the grave of his wife at once."

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GRAND RAPIDS, MICH.

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## She Is Not Teaching School Any More.

Ever since Miss Barr had taught school at Leonard's Station she had been in the habit on Friday evenings of taking the 7:30 train in order to spend her Sundays with her folks in a neighboring city.

Usually some one of her older pupils accompanied her to the depot; but on this particular Friday evening a "Harvest Home Festival," announced to take place at a church in a nearby community, claimed the attention of nearly all the Leonard Station young people and Miss Barr was left to go to the train alone.

The station at Leonard's was in a lonely spot, quite remote from the village proper, and Miss Barr started early, in order to avoid making the trip after the dusk of the evening.

The damp gloom of a November twilight was settling down over the world when she entered the little over-heated "ladies" waiting room, and on looking around she discovered that there was not a soul about but herself and the "agent." This troubled-faced, be-whiskered personage busied himself with lighting the dim lamps above the ticket windows which pierced the walls on either side of the narrow strip of territory sacred to his multifarious duties, then locking his sanctum, he went to supper, leaving the little schoolmistress with nothing but the muffled clatter of the telegraph instruments for company.

Seating herself in one of the compartments of the uncomfortable, many-armed seats which ranged around the wall, she sat awhile very forgetful and contented, watching the firelight winking lazily in the tall, round stove, flashing weird pictures in the dark corners, only to die away again in a group of scudding shadows.

Suddenly she fell to thinking what if some bold, bad man should come and, finding her alone, knock her senseless, take her valuables, rifle the agent's safe and be gone before help could come. The thought made her shiver.

Just then the door clicked sharply on the "gents'" side and some one did come in.

The sudden noise coming out of the brooding stillness startled Miss Barr, and while keeping up a lively speculation on her chances of escape in case she was attacked, she remained very quiet and listened. She heard the man—she was convinced it was a man—moving about very quietly, she thought, and then she heard the striking of a match. Could it be that he was lighting the fuse of a bomb that would blow the station to atoms! She started for the door very cautiously, but stopped midway, as she heard the occupant of the other room begin to sing an air from one of the late operas, in a rich baritone voice, and with a freedom that can only come through feeling miles

away from everybody. Certainly that smooth, well-modulated voice could not come from a tramp or desperado, but she was not so sure; she had read of some desperate and basely criminal characters in her time who were highly refined and cultured.

Speculation in a woman is sure to breed curiosity. She must have one look at this man, if only to make sure that he was not a Claude Duvall, or Fra Diavolo, with long curly hair and wearing a broad-brimmed hat and high-topped boots.

She raised herself on tiptoe and peeped through the window very stealthily.

What she saw was a smartly dressed, well-groomed young chap, with an unmistakable commercial air about him. He was leaning with complacent ease upon a pair of sample cases, placed on the seat at his side, his head wreathed in fragrant smoke from a prosperous-looking perfecto, which at the moment was held jauntily between his fingers.

One swift glance was all, but it was not quick enough. Before she could withdraw her eyes they were met by the alert, energetic gaze of the stranger.

"Well, he may be wicked, but he's handsome," she thought, and then she sat down and hated herself with all her might for being so stupid as to be peeping and spying about in that unlady-like fashion. She was sure he would mistake her motive, and as they were in all likelihood waiting for the same train, she could confidently look forward to further embarrassing contact with him en route, even if it did not come before the train arrived. How she did wish the station agent would return, or, better still, that another woman passenger would put in an appearance.

In twenty minutes more the station agent arrived, and, shortly after, the train for Cleveland.

Miss Barr lost sight of her prospective fellow-passenger as she entered the parlor car, but it was only a moment later that he entered the same car, followed by the porter, who was bending under the weight of the two substantial-looking sample cases. The cold black of the outward darkness against the moist window pane gave Miss Barr a sense of discomfort and she had made two or three unsuccessful attempts to adjust the shade when she was startled by a strong, manly voice at her elbow. She turned and met again the quick but kindly eye of the handsome stranger.

"I beg your pardon," he said, "perhaps I can be of some service to you?"

Miss Barr's first impulse was to say something real cutting and send him about his own affairs, but she changed her mind and answered with a little gasp of embarrassment:

"Perhaps you can, since I can not seem to get the porter's attention."

The shade was soon fixed to her liking and Miss Barr thanked the gentleman and was turning to look for a fallen magazine when he again spoke.

"Er—I don't want to appear obtrusive—but—er—the fact is—haven't I seen you somewhere?"

"Yes," she answered, quietly, "you saw me only a little while ago looking through the ticket window at Leonard Station."

Both tried very hard to suppress a smile and neither succeeded.

"Jingo," he thought, "she's a perfect picture and as clever as they make 'em, too." Then aloud: "Yes—yes, of course. I referred to another time; but

possibly I'm mistaken. Are you going very far?"

"Only as far as Cleveland."

"Cleveland! Why, hang it—er—that is, I'm going there myself. Now, you seem to be all alone. Suppose you let me kind of see after you a little going up. I'm sure I'd be delighted."

"But I don't know you from Adam."

"Well, my name is Paul Grafton. I represent Farley, Means & Co., wholesale hardware—headquarters at Buffalo—here's my card—we're manufacturers as well as jobbers—our mills at Buffalo, Pittsburg, Syracuse and Jersey City cover an area of fifty acres and employ three thousand men—we control over two hundred patent rights and manufacture ten leading specialties—our sales of wire nails for the year ending December 31 amount to 5,000,000 kegs—half hatchets we—"

"I don't care to buy any hardware, thank you."

"Certainly—of course not—but you will get acquainted, won't you?"

"Well, really, I'm not making much progress."

"That's so; now let's see. Do you know anybody in Cleveland?"

"Yes, I've lived there all my life."

"Oh, hang my stupidity, I mean anybody that I know—any traveling men, for instance?"

"I have just one friend who is a traveling man—a Mr. Daugherty."

"Who? Dan Daugherty? With Yeiser, Wise & Co., roofing specialties? Why, bless his old soul, Dan and I are going to Sunday together in your town. Now, say, Miss—Miss—would you mind taking me on consignment, as it were, until I can get Dan to vouch for me? I know it isn't business in all cases. But you can make an exception this once. What do you say?"

"Oh, yes, that's fair enough. I guess you may call me Miss Barr until then."

Relations thus established, through the time-honored medium of an absent third party, these two travelers sailed on smoothly into a bright, congenial acquaintance and companionship that made the two hours' journey to Cleveland seem like thirty minutes. Paul Grafton's brilliant conversation, filled with the incident and repartee of the American commercial traveler, was to Miss Barr more entertaining than she cared to confess. It was with a twinge of regret that she realized that their journey was at an end.

It seems that the train bearing the highly important Daugherty had arrived a few minutes in advance of that carrying Miss Barr and Mr. Grafton. Daugherty was expecting Grafton, and, thinking how pleasant it would be to drive to the hotel in company with his friend, he had lingered outside the gates awaiting the latter's arrival. Turning about from a critical comparison of his time table with the big train bulletin which stood against the wall, he found himself confronted by Paul Grafton, and there leaning on his arm in the most trusting fashion was Miss Almeda Barr of his acquaintance. The sight struck him with wonder.

"Why, Miss Barr," exclaimed Daugherty before he had time to think of a more courteous salutation, "where did you ever meet Paul Grafton?"

"We haven't met yet, old man," interrupted Grafton blithely, "we are just waiting for you to introduce us."

"That, Grafton, will give me the keenest pleasure. Miss Barr, this is Paul Grafton, one of my most esteemed friends. I have long wanted you to

know him; in fact, it was a part of a private plan of mine to have him out to call at your house on Sunday. May we come?"

"Indeed, you shall both be very welcome."

Daugherty wondered why Miss Barr and Grafton exchanged such eloquent looks after that speech, but he found out later.

Miss Barr is not teaching school at Leonard's Station any more; she is helping to represent Farley, Means & Co., wholesale hardware, with headquarters at Buffalo.

Charles Edmund Barker.

## U. C. T. Organize in Marquette.

Marquette, Oct. 21—A meeting of commercial travelers of the Upper Peninsula was held here recently when the first lodge of the Order of United Commercial Travelers of America was organized in this part of the country. The Council will be known as Upper Peninsula Council, No. 186.

The following officers were elected: Senior Counselor—W. C. Allan. Junior Counselor—C. A. Wheeler. Past Counselor—L. P. Murray. Secretary and Treasurer—C. A. Shelton.

Conductor—L. E. Finn.

Page—W. E. Beall.

Sentinel—A. E. Boswell.

In addition, an Executive Committee, consisting of four members, was named. It comprises: Lester Clark and E. R. Morrison, for two-year terms, and G. H. Eccles and John E. Kraft, selected to serve one year each. It is understood that Mr. Morrison will also serve the Council as Chaplain. The membership of the Council will include nearly all of the traveling men in this part of the country.

## First Social Party of the Season.

Grand Rapids, Oct. 22—On Saturday evening Grand Rapids Council No. 131 opens the season of 1901-02 with its first dancing party at Innes Rifles Armory. Dancing will begin promptly at 8 o'clock, and it is hoped that every member will come and bring some friends and let them see what a jolly good time they can have at "our parties;" and if not already a member of the grand army of United Commercial Travelers, they may feel that they wish to be one of us. Music for dancing will be furnished by Newell's orchestra (chimpan music by Floor Committee.) The Committee in charge—C. P. Reynolds, S. H. Simmons and W. B. Holden—assures all who come that they will have a good time. JaDee.

L. E. Phillips, Western Michigan representative for the Western Shoe Co., recently received a consignment of bibles amounting to \$17. He could not recall having ordered an assortment of this kind and was puzzled beyond measure to know how he could use so many, when it suddenly dawned on him that there might be another man by the same name in town, which proved to be the solution of the problem.

## The Warwick

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

A. B. GARDNER, Manager.

*Michigan Trades School*  
*Business and Retail Training*  
*W. B. Grafton, Jr.*  
*Michigan Business University*  
*Grand Rapids, Mich.*



## Drugs--Chemicals

### Michigan State Board of Pharmacy

Term expires  
**L. E. REYNOLDS**, St. Joseph - Dec. 31, 1901  
**HENRY HEIM**, Saginaw - Dec. 31, 1902  
**WILEY 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.

### The Reputation of Michigan Pharmacy in the Balance.

As doubtless many of our readers know, the Michigan Pharmaceutical Association has been endeavoring for several years to secure the passage of a law which would prevent the illegitimate sale of liquor by the druggists of the State. In order to sell liquor in Michigan a druggist has only to pay \$25 for a Government license, but he is restricted to its sale for medicinal, mechanical and sacramental purposes, and he is directed to keep a register in which are to be entered the name and address of the purchaser, the quantity and price of the substance purchased, and the purpose for which the substance is to be used. A saloon-keeper, on the other hand, is made to pay a license of \$500, wherever situated, whether in a small village or a large city.

The inevitable result arising from this discrepancy in license fees is that a number of men who desire to do a saloon business conceived the brilliant and original idea of doing it under the cloak of the drug business. They are not registered pharmacists, and they have therefore no legal right to manage a drug store. But this does not matter. The woods are full of registered pharmacists, and one may easily be gotten for \$10 or \$12 a week—nay, perhaps for \$8. A new "drug store" is opened, a meager stock of cheap drugs marshaled in the small front room, and a generous stock of liquors in the large back room and larger basement. A "polite" saloon business is then conducted, enlivened for the patrons by "quiet little games" of dice or poker, or other equally intellectual and harmless amusements. The drugs in the front room? Oh, yes, a nickel's worth of Rochelle salts is sold occasionally, and about twice a year a prescription wanders in by mistake. But this is a matter of no concern. A good business in cigars is done in the front room, and so passers-by who might otherwise be suspicious see people making purchases.

But unfortunately this is not the chief evil. There is one much more serious in its damage to pharmacy. Too frequently the pharmacist who has long kept a legitimate store, finding honorable business rather hard sledding, and tempted by the large profits of illegitimate business, is won over by the seductive voice of the tempter. He begins by selling liquor to whomsoever asks for it, regardless of the circumstances, and, such is the rapidity with which one's moral nature suffers decay when the germ has once been implanted, he ends by cultivating the liquor trade and making it the chief feature of his business. No effort is ever made to enforce the law, the registration books are never examined by any public officer; and so an illegitimate business may be done with impunity.

This condition of things has in two

ways resulted in great and serious damage to Michigan pharmacy: In the first place, the saloon-keepers of the State, angered that others are able to do what is done by them and only pay twenty-five dollars a year for it, where they are compelled to pay five hundred dollars, have striven at every session of the Legislature for years past to push a bill through which should make druggists pay a license fee equal to that paid by themselves. In the second place, many of the people in the State, knowing that some druggists are but saloon-keepers in disguise, have naturally assumed that most of them are, and thus the disreputable acts of the few have brought disgrace upon the many.

Compelled at session after session of the Legislature to fight the bills brought forward by the saloon interests and being hurt to the quick by the bad repute which pharmacy was getting, the leading members of the State Pharmaceutical Association decided several years ago that they would strive to secure a law which would prevent the continued appearance of hostile legislation, and which would also convince Legislature and people that the pharmacists of the State deplored the illegitimate sale of liquor within their ranks and were themselves willing and eager to correct the evil. A bill was accordingly drafted which would give the Board of Pharmacy power to revoke the pharmacist's certificate of any druggist convicted in court of the illegal sale of liquor, and which would also prohibit pharmacists from making a counter or window display of liquors. And in order that the law might not be a dead letter, but would be enforced, it was provided that an "assistant secretary" should be appointed by the Board of Pharmacy to devote his whole time to the work, traveling about the State, detecting violations of both the pharmacy act and the liquor law, and bringing the violators to justice.

We shall not here go into an account of the conditions which resulted in the second failure to pass this measure at the recent session of the Legislature. Suffice to say now that inasmuch as the "assistant secretary" was not to be a member of the Board of Pharmacy, and his creation was to remove from the Board the one salaried office on it, some of the members of the Board opposed the measure and are charged by the Association with having secured its defeat, their defense being that if an additional office were necessary it should remain within the Board.

It is seriously to be deplored that there should be this division in the ranks. A house divided against itself can not hope for success. If the pharmacists of the State want to defeat the saloon and other outside interests hostile to their welfare, and defeat also the disreputable members of their own calling, they must stand together. The bill which has been evolved is an admirable one. Massachusetts has had for several years just such a measure upon her statute books, and although not more than half a dozen revocations of license have been made, a moral effect has been created which has reduced to a minimum the illegal sale of liquor, and greatly improved the tone of pharmacy in the State. Rhode Island now has a similar measure, and her pharmacists look forward to securing the same happy results. It is devoutly to be hoped that the pharmacists of Michigan will not falter in their commendable effort to do what their brethren in these other States

have done, and that, when the subject comes up for discussion at the next annual meeting of the State Association at Saginaw, the unfortunate division which prevented success at the last session of the Legislature will have given way to harmony and co-operation. The welfare of Michigan pharmacy demands that the bill conceived by the Association be placed on the statute books. Let every man who has that welfare at heart sink his own personal ambitions and work unselfishly for the common good, realizing and remembering that the reputation of his calling in the State hangs in the balance.—Bulletin of Pharmacy.

### The Way the Medical Editor Looks at It.

If one were to answer the question, What is the greatest abuse of the present day? it would be the indiscriminate taking of drugs as proprietary nostrums. The mischief that is constantly being done to the community by taking so much proprietary medicine is enormous. In the first place the people are induced by the wiles of the advertiser, to take some preparation, of the composition of which they know nothing. In this way very harmful drugs may be introduced into their systems. In some cases a dangerous craving may be acquired for the narcotics which enter into the composition of some of these nostrums. Persons are often taking drugs when they have no need for them. On the other hand, by the use of these drugs they are often laying the foundation for serious trouble.

In the next place, many persons take it upon themselves, by the aid of advertisements, to disagnose their own cases and prescribe for themselves according to the fancy that may strike them, as the result of the study of these advertisements. Wrong drugs are thus usually taken, and valuable time lost to the patient.

Another feature of the sale of medicines, as placed before the public by the nostrum vender, is the claim of curative powers that do not exist in any drug, or combination of drugs. All forms of heart disease are cured, no matter whether functional or organic. The kidneys in like manner are made to yield to the potency of some so-called cure; the granular contracted kidney once again assumes its normal shape, size and texture; the rigid arteries become soft and flexible; and the health is again restored to its former vigor. All the experience of the medical world is given the lie. The crumpled, broken-down heart valves, and the small, hardened kidneys, are again compelled to do duty of perfect quality.

In all this we have the most monstrous fraud and deception. In some cases it is ignorance, so far as the vender is concerned, but in the majority of instances there is wilful deception for the love of gain. It is fraud of the most diabolical sort, and should not be tolerated for a single day. No man should be allowed to advertise a quality for his goods which they do not possess. It is a variety of confidence game, or practice, that invariably humbugs the buyer and fraudulently enriches the maker.

The law is not strict on the sale of poisons, and certain noxious drugs; and yet, under the name of some proprietary article, bromides, chloral, opium, cocaine, alcohol, ergot, etc., can be obtained in any quantity.

A female regulator is put upon the market; an analysis shows it to contain ergot, savin, aloes, iron, hellebore,

cotton-root, etc. Here you have an ideal abortifacient, as far as drugs are capable of accomplishing such work. Yet, if a physician gave a prescription for such a purpose, or introduced a sound, he would stand in the eyes of the law as a heinous criminal. But the proprietary medicine man can put such a compound upon the market, and in the advertisements suggest to the public what it is for, and nothing is done to him.

Here, then, is a crying evil. What is the remedy? One would be to prohibit the sale and advertising of proprietary medicines, but especially if they contain any of the drugs in the poison or noxious list. It may be some time before our legislators can be educated up to this standard. Then there remains a partial remedy that should at once be put in force—the exact composition of every proprietary medicine should be printed in plain language on the wrappers. In this way the people could see for themselves that some greatly vaunted medicine was only ditch water. Further, these nostrums would be ordered off the market if they contained noxious or poisonous drugs.—Canadian Practitioner.

### The Drug Market.

Opium—Is in fair demand at unchanged prices.

Morphine—Is steady.

Quinine—Is unchanged.

Balm Gilead Buds—Are scarce and advancing.

Caffeine—Price has been reduced by manufacturers 50c per lb.

Cocaine—Has been reduced 25c per oz.

Menthol—Advanced \$1.25 per lb. and then declined 75c per lb. Market seems to be unsettled.

Canada Balsam Fir—Continues in small supply and is very firm.

Elm Bark—Is scarce and higher.

Oil Peppermint—Is in very firm position and steadily advancing.

Oil Sassafras—Is scarce and tending higher.

Oil Lemon Grass—Is nearly out of market and quotations have been advanced.

Oil Cloves—Has advanced, in sympathy with the spice.

Oil Bay—Is scarce and has advanced.

Oil Wintergreen—Is firm, on account of small supplies.

Oil Erigeron—Is in better supply and has declined.

Oil Wormwood—Has again advanced and there is very little to be had.

Oil Rose—Is tending higher.

Linseed Oil—Is weak and tending lower.

Cloves—Are scarce and advancing.

## 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.



## WHOLESALE DRUG PRICE CURRENT

Advanced—Oil Peppermint.  
Declined—Cocaine, Linseed Oil.

<b>Acidum</b>		Conium Mac. .... 50¢ 60		Sedlitz Mixture..... 20¢ 22		Linseed, pure raw... 57 60	
Aceticum.....\$ 60¢ 8		Copaiba..... 1 15¢ 1 25		Sinapis..... 20¢ 18		Linseed, boiled..... 54 61	
Benzoleum, German. 70¢ 75		Cubeba..... 1 50¢ 1 60		Sinapis, opt..... 30¢ 30		Neatsfoot, winter str 54 60	
Boracic..... 30¢ 42		Erigeron..... 1 00¢ 1 10		Snuff, Maccaboy, De 40¢ 41		Spirits Turpentine... 41 46	
Carbolicum..... 40¢ 49		Gaultheria..... 1 00¢ 2 00		<b>Voies</b>		<b>Paints</b> BBL. LB.	
Citricum..... 30¢ 5		Geranium, ounce..... 50¢ 60		Myristica, No. 1..... 60¢ 80		Red Venetian..... 1 1/2 2 3/4	
Hydrochlor..... 80¢ 10		Gossypil, Sem. gal..... 1 60¢ 1 75		Nux Vomica...po. 15 35¢ 37		Ochre, yellow Mars. 1 1/2 2 3/4	
Nitricum..... 12¢ 14		Hedeoma..... 1 50¢ 2 00		Os Sepia..... 1 00¢ 1 10		Ochre, yellow Ber... 1 1/2 2 3/4	
Oxalicum..... 12¢ 14		Juniper..... 1 00¢ 2 00		Pepsin Saac, H. & P. 40¢ 40		Putty, commercial... 2 1/2 2 3/4 2 3/4	
Phosphoricum, dil... 15¢ 15		Lavandula..... 1 00¢ 2 00		Pi Co..... 1 00¢ 1 00		Putty, strictly pure... 2 1/2 2 3/4 2 3/4	
Salicylicum..... 52¢ 55		Limonia..... 1 20¢ 2 10		Pi Liq. N.N. 1/4 gal. doz..... 2 00¢ 2 00		Vermilion, Prime..... 13¢ 15	
Sulphuricum..... 1 10¢ 1 20		Mentha Piper..... 1 50¢ 1 60		Pi Liq. quarts..... 2 00¢ 2 00		Vermilion, English... 70¢ 75	
Tartaricum..... 38¢ 40		Mentha Verid..... 1 50¢ 1 60		Pi Liq. plnts..... 2 00¢ 2 00		Green, Paris..... 14¢ 18	
<b>Ammonia</b>		Morhuia, gal..... 4 00¢ 4 50		Pi Liq. Spts. Cologne..... 2 00¢ 2 00		Green, Peninsular... 13¢ 16	
Aqua, 16 deg..... 40¢ 6		Myrcia..... 75¢ 3 00		Pi Liq. Spts. Ether Co..... 50¢ 55		Lead, red..... 6 1/2 7	
Aqua, 20 deg..... 60¢ 8		Olive..... 10¢ 12		Pi Liq. Spts. Myrcia Dom..... 2 00¢ 2 00		Lead, white..... 6 1/2 7	
Carbonas..... 13¢ 15		Pi Liq. Liquid, gal... 10¢ 12		Pi Liq. Spts. Vini Rect. bbl. 10 10		Whiting, white Span... 90	
Chloridum..... 12¢ 14		Ricini..... 1 00¢ 1 06		Pi Liq. Spts. Vini Rect. 10gal 10 10		Whiting, gliders..... 95	
<b>Aniline</b>		Rosmarini..... 6 00¢ 6 50		Pi Liq. Spts. Vini Rect. 5 gal 10 10		White, Paris, Amer... 1 25	
Black..... 2 00¢ 2 25		Rosa, ounce..... 6 00¢ 6 50		Pi Liq. Spts. Vini Rect. 10gal 10 10		Whiting, Paris, Eng... 1 40	
Brown..... 80¢ 1 00		Succini..... 40¢ 45		Pi Liq. Spts. Vini Rect. 10gal 10 10		Universal Prepared. 1 10¢ 1 20	
Red..... 45¢ 50		Sabina..... 30¢ 1 00		Pi Liq. Spts. Vini Rect. 10gal 10 10			
Yellow..... 2 50¢ 3 00		Santal..... 2 75¢ 7 00		Pi Liq. Spts. Vini Rect. 10gal 10 10			
<b>Bacee</b>		Sassafras..... 55¢ 60		Pi Liq. Spts. Vini Rect. 10gal 10 10			
Cubeba.....po. 25 22¢ 24		Sinapis, ess., ounce..... 65¢ 65		Pi Liq. Spts. Vini Rect. 10gal 10 10			
Juniperus..... 60¢ 8		Tigil..... 1 50¢ 1 60		Pi Liq. Spts. Vini Rect. 10gal 10 10			
Xanthoxylum..... 1 70¢ 1 75		Thyme..... 40¢ 50		Pi Liq. Spts. Vini Rect. 10gal 10 10			
<b>Balsamum</b>		Thyme, opt..... 1 60¢ 1 60		Pi Liq. Spts. Vini Rect. 10gal 10 10			
Copalba..... 50¢ 55		Theobromas..... 15¢ 20		Pi Liq. Spts. Vini Rect. 10gal 10 10			
Peru..... 60¢ 65		<b>Potassium</b>		Pi Liq. Spts. Vini Rect. 10gal 10 10			
Terabin, Canada..... 45¢ 50		Bi-Carb..... 15¢ 18		Pi Liq. Spts. Vini Rect. 10gal 10 10			
Tolutan..... 45¢ 50		Bichromate..... 13¢ 15		Pi Liq. Spts. Vini Rect. 10gal 10 10			
<b>Cortex</b>		Bromide..... 52¢ 57		Pi Liq. Spts. Vini Rect. 10gal 10 10			
Abies, Canadian..... 18		Carb..... 12¢ 15		Pi Liq. Spts. Vini Rect. 10gal 10 10			
Cassia..... 12		Chlorate.....po. 17¢ 19		Pi Liq. Spts. Vini Rect. 10gal 10 10			
Cinchona Flava..... 18		Cyanide..... 34¢ 38		Pi Liq. Spts. Vini Rect. 10gal 10 10			
Euonymus atropurp..... 30		Iodide..... 2 30¢ 2 40		Pi Liq. Spts. Vini Rect. 10gal 10 10			
Myrica Cerifera, po..... 20		Potassa, Bitart, pure..... 23¢ 26		Pi Liq. Spts. Vini Rect. 10gal 10 10			
Prunus Virgin..... 12		Potassa, Bitart, com..... 70¢ 10		Pi Liq. Spts. Vini Rect. 10gal 10 10			
Quillaja, gr'd..... 12		Potass Nitras, opt..... 60¢ 8		Pi Liq. Spts. Vini Rect. 10gal 10 10			
Sassafras.....po. 20 15		Potass Nitras..... 23¢ 26		Pi Liq. Spts. Vini Rect. 10gal 10 10			
Ulmus.....po. 15, gr'd 15		Prussiate..... 15¢ 18		Pi Liq. Spts. Vini Rect. 10gal 10 10			
<b>Extractum</b>		Sulphate po..... 15¢ 18		Pi Liq. Spts. Vini Rect. 10gal 10 10			
Glycerhiza Glabra..... 24¢ 25		<b>Radix</b>		Pi Liq. Spts. Vini Rect. 10gal 10 10			
Glycerhiza, po..... 28¢ 30		Aconitum..... 20¢ 25		Pi Liq. Spts. Vini Rect. 10gal 10 10			
Hematox, 15 lb. box 11¢ 12		Althea..... 30¢ 33		Pi Liq. Spts. Vini Rect. 10gal 10 10			
Hematox, 1s..... 13¢ 14		Anchusa..... 10¢ 12		Pi Liq. Spts. Vini Rect. 10gal 10 10			
Hematox, 1/4s..... 14¢ 15		Arum po..... 20¢ 25		Pi Liq. Spts. Vini Rect. 10gal 10 10			
Hematox, 1/4s..... 16¢ 17		Calamus..... 20¢ 25		Pi Liq. Spts. Vini Rect. 10gal 10 10			
<b>Ferru</b>		Gentiana.....po. 15 12¢ 15		Pi Liq. Spts. Vini Rect. 10gal 10 10			
Carbonate Preelp..... 15		Glycerhiza.....po. 15 12¢ 15		Pi Liq. Spts. Vini Rect. 10gal 10 10			
Citrate and Quinia..... 2 25		Hydrastis Canaden..... 75¢ 80		Pi Liq. Spts. Vini Rect. 10gal 10 10			
Citrate Soluble..... 70		Hydrastis Can. po..... 12¢ 15		Pi Liq. Spts. Vini Rect. 10gal 10 10			
Ferrocyanidum Sol..... 15		Hellebore, Alba, po..... 18¢ 22		Pi Liq. Spts. Vini Rect. 10gal 10 10			
Solut. Chloride..... 2		Inula, po..... 3 60¢ 3 75		Pi Liq. Spts. Vini Rect. 10gal 10 10			
Sulphate, com'l..... 80		Ipecac, po..... 3 60¢ 3 75		Pi Liq. Spts. Vini Rect. 10gal 10 10			
Sulphate, com'l, by bbl, per cwt..... 7		Iris plox.....po. 35¢ 38		Pi Liq. Spts. Vini Rect. 10gal 10 10			
Sulphate, pure..... 7		Jalapa, pr..... 25¢ 30		Pi Liq. Spts. Vini Rect. 10gal 10 10			
<b>Flora</b>		Maranta, 1/4s..... 25¢ 30		Pi Liq. Spts. Vini Rect. 10gal 10 10			
Arnica..... 15¢ 18		Podophyllum, po..... 75¢ 1 00		Pi Liq. Spts. Vini Rect. 10gal 10 10			
Anthemis..... 22¢ 25		Rhei..... 75¢ 1 00		Pi Liq. Spts. Vini Rect. 10gal 10 10			
Matricaria..... 30¢ 35		Rhei, cut..... 75¢ 1 00		Pi Liq. Spts. Vini Rect. 10gal 10 10			
<b>Folia</b>		Rhei, pv..... 35¢ 38		Pi Liq. Spts. Vini Rect. 10gal 10 10			
Barosma..... 36¢ 38		Sanguinaria.....po. 15 50¢ 55		Pi Liq. Spts. Vini Rect. 10gal 10 10			
Cassia Acutifol, Tin..... 20¢ 25		Serpentaria..... 50¢ 55		Pi Liq. Spts. Vini Rect. 10gal 10 10			
nevelly..... 25¢ 30		Senega..... 60¢ 65		Pi Liq. Spts. Vini Rect. 10gal 10 10			
Cassia, Acutifol, Alix..... 12¢ 20		Smilax, officinalis H..... 40¢ 45		Pi Liq. Spts. Vini Rect. 10gal 10 10			
Salvia officinalis, 1/4s and 1/4s..... 8¢ 10		Smilax, M..... 40¢ 45		Pi Liq. Spts. Vini Rect. 10gal 10 10			
Uva Ursi..... 8¢ 10		Sellae..... 10¢ 12		Pi Liq. Spts. Vini Rect. 10gal 10 10			
<b>Gummi</b>		Symplocarpus Foeti..... 25¢ 30		Pi Liq. Spts. Vini Rect. 10gal 10 10			
Acacia, 1st picked..... 65		Valeriana, Eng. po. 30..... 15¢ 20		Pi Liq. Spts. Vini Rect. 10gal 10 10			
Acacia, 2d picked..... 45		Valeriana, German..... 14¢ 16		Pi Liq. Spts. Vini Rect. 10gal 10 10			
Acacia, 3d picked..... 28		Zingiber a..... 25¢ 27		Pi Liq. Spts. Vini Rect. 10gal 10 10			
Acacia, sifted sorts..... 45¢ 65		<b>Semen</b>		Pi Liq. Spts. Vini Rect. 10gal 10 10			
Acacia, po..... 12¢ 14		Anisum.....po. 18 13¢ 15		Pi Liq. Spts. Vini Rect. 10gal 10 10			
Aloe, Barb. po. 18¢ 20		Apium (graveleons)..... 40¢ 45		Pi Liq. Spts. Vini Rect. 10gal 10 10			
Aloe, Cape.....po. 15 12¢ 14		Bird, Is..... 10¢ 12		Pi Liq. Spts. Vini Rect. 10gal 10 10			
Aloe, Socotri.....po. 40 55¢ 60		Carul.....po. 15 10¢ 12		Pi Liq. Spts. Vini Rect. 10gal 10 10			
Ammoniac.....po. 40 25¢ 40		Cardamon..... 1 25¢ 1 75		Pi Liq. Spts. Vini Rect. 10gal 10 10			
Assafetida.....po. 40 50¢ 55		Coriandrum..... 45¢ 50		Pi Liq. Spts. Vini Rect. 10gal 10 10			
Benzoinum..... 50¢ 55		Cannabis Sativa..... 45¢ 50		Pi Liq. Spts. Vini Rect. 10gal 10 10			
Catechu, 1s..... 65¢ 70		Cydonium..... 15¢ 16		Pi Liq. Spts. Vini Rect. 10gal 10 10			
Catechu, 1/4s..... 65¢ 70		Chenopodium..... 1 00¢ 1 10		Pi Liq. Spts. Vini Rect. 10gal 10 10			
Catechu, 1/4s..... 65¢ 70		Dipterix Odorate..... 1 00¢ 1 10		Pi Liq. Spts. Vini Rect. 10gal 10 10			
Camphora..... 65¢ 70		Foeniculum..... 70¢ 90		Pi Liq. Spts. Vini Rect. 10gal 10 10			
Euphorbium.....po. 35 65¢ 70		Foenugreek, po..... 33¢ 35		Pi Liq. Spts. Vini Rect. 10gal 10 10			
Galbanum..... 65¢ 70		Lini..... 44¢ 50		Pi Liq. Spts. Vini Rect. 10gal 10 10			
Gamboge.....po. 70 65¢ 70		Lini, gr'd..... bbl. 4 44¢ 50		Pi Liq. Spts. Vini Rect. 10gal 10 10			
Gualacum.....po. 25 65¢ 70		Lobelia..... 45¢ 50		Pi Liq. Spts. Vini Rect. 10gal 10 10			
Kino.....po. 30.75 65¢ 70		Pharlaris Canarian..... 44¢ 50		Pi Liq. Spts. Vini Rect. 10gal 10 10			
Mastic.....po. 45 65¢ 70		Rapa..... 44¢ 50		Pi Liq. Spts. Vini Rect. 10gal 10 10			
Myrrh.....po. 45 65¢ 70		Sinapis Alba..... 90¢ 10		Pi Liq. Spts. Vini Rect. 10gal 10 10			
Opi.....po. 4.90¢ 4.90 3 35¢ 3 40		Sinapis Nigra..... 11¢ 12		Pi Liq. Spts. Vini Rect. 10gal 10 10			
Shellae..... 32¢ 45		<b>Spiritus</b>		Pi Liq. Spts. Vini Rect. 10gal 10 10			
Shellac, bleached..... 40¢ 45		Frumentum, W. D. Co. 2 00¢ 2 50		Pi Liq. Spts. Vini Rect. 10gal 10 10			
Tragacanth..... 60¢ 90		Frumentum, D. F. R. 2 00¢ 2 25		Pi Liq. Spts. Vini Rect. 10gal 10 10			
<b>Herba</b>		Frumentum..... 1 25¢ 1 50		Pi Liq. Spts. Vini Rect. 10gal 10 10			
Absinthium.....oz. pkg 25		Juniperis Co. O. T. 1 65¢ 2 00		Pi Liq. Spts. Vini Rect. 10gal 10 10			
Eupatorium.....oz. pkg 25		Juniperis Co..... 1 75¢ 3 50		Pi Liq. Spts. Vini Rect. 10gal 10 10			
Lobelia.....oz. pkg 25		Saacharum N. E. 1 90¢ 2 10		Pi Liq. Spts. Vini Rect. 10gal 10 10			
Majorum.....oz. pkg 25		Spt. Vini Galli..... 1 75¢ 6 50		Pi Liq. Spts. Vini Rect. 10gal 10 10			
Mentha Pip.....oz. pkg 25		Vini Oporto..... 1 25¢ 2 00		Pi Liq. Spts. Vini Rect. 10gal 10 10			
Mentha Vir.....oz. pkg 25		Vini Alba..... 1 25¢ 2 00		Pi Liq. Spts. Vini Rect. 10gal 10 10			
Rue.....oz. pkg 25		<b>Sponges</b>		Pi Liq. Spts. Vini Rect. 10gal 10 10			
Tanacetum V oz. pkg 25		Florida sheeps' wool carriage..... 2 50¢ 2 75		Pi Liq. Spts. Vini Rect. 10gal 10 10			
Thymus, V.....oz. pkg 25		Nassau sheeps' wool carriage..... 2 50¢ 2 75		Pi Liq. Spts. Vini Rect. 10gal 10 10			
<b>Magnesia</b>		Velvet extra sheeps' wool, carriage..... 1 50		Pi Liq. Spts. Vini Rect. 10gal 10 10			
Calcined, Pat..... 55¢ 60		Extra yellow sheeps' wool, carriage..... 1 25		Pi Liq. Spts. Vini Rect. 10gal 10 10			
Carbonate, Pat..... 18¢ 20		Grass sheeps' wool, carriage..... 1 00		Pi Liq. Spts. Vini Rect. 10gal 10 10			
Carbonate, K. & M..... 18¢ 20		Hard, for slate use..... 75		Pi Liq. Spts. Vini Rect. 10gal 10 10			
Carbonate, Jennings 18¢ 20		Yellow Reef, for slate use..... 1 40		Pi Liq. Spts. Vini Rect. 10gal 10 10			
<b>Oleum</b>		<b>Syrups</b>		Pi Liq. Spts. Vini Rect. 10gal 10 10			
Abs							



## 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

Domestic Cheese  
Package Coffee  
Soap Chips

## DECLINED

Clear Back Pork  
Dried Currants  
Dates

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## 1

## AXLE GREASE

doz.	gross
Anura.....	55 6 00
Castor Oil.....	60 7 00
Diamond.....	50 4 25
Frazer's.....	75 9 00
IXL Golden, tin boxes 75	9 00



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

## BAKING POWDER

## Egg

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

## JAXON

doz.	gross
1 lb. cans, 4 doz. case.....	45
1 lb. cans, 2 doz. case.....	85
1 lb. cans, 1 doz. case.....	1 60

## Queen Flake

doz.	gross
3 oz., 6 doz. case.....	2 70
6 oz., 4 doz. case.....	3 20
9 oz., 4 doz. case.....	4 80
1 lb., 2 doz. case.....	4 00
5 lb., 1 doz. case.....	9 00

## Royal

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

## BATH BRICK

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

## BLUING

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

## JENNINGS

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

## BRUSHES

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

## 2

## Stove

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

## BUTTER COLOR

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

## CANDLES

Electric Light, 8s.....	12
Electric Light, 16s.....	12
Paraffine, 6s.....	10 1/2
Paraffine, 12s.....	11
Wicking.....	29

## CANNED GOODS

doz.	gross
3 lb. Standards.....	1 00
Gallons, standards.....	3 25

## Blackberries

Standards.....	80
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## Beans

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

## Blueberries

Standard.....	85
---------------	----

## Brook Trout

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

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

## Clam Bouillon

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

## Cherries

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

## Corn

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

## French Peas

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

## Gooseberries

Standard.....	90
---------------	----

## Hominy

Standard.....	85
---------------	----

## Lobster

Star, 1/2 lb.....	1 85
Star, 1 lb.....	3 40
Picnic Tails.....	2 35

## Mackerel

Mustard, 1 lb.....	1 75
Mustard, 2 lb.....	2 80
Soused, 1 lb.....	1 75
Soused, 2 lb.....	2 80
Tomato, 1 lb.....	1 75
Tomato, 2 lb.....	2 80

## Mushrooms

Hotels.....	18@20
Buttons.....	22@25

## Oysters

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

## Peaches

Ple.....	1 65@1 85
Yellow.....	1 25

## Pears

Standard.....	1 00
Fancy.....	1 25

## Peas

Marrowfat.....	1 00
Early June.....	1 00
Early June Sifted.....	1 60

## Pineapple

Grated.....	1 25@2 75
Sliced.....	1 35@2 55

## Pumpkin

Fair.....	70
Good.....	75
Fancy.....	85

## Raspberries

Standard.....	1 15
---------------	------

## Russian Caviar

1/2 lb. cans.....	3 75
1 lb. cans.....	7 00
1 lb. cans.....	12 00

## Salmon

Columbia River, talls.....	@1 85
Columbia River, flats.....	@2 00
Red Alaska.....	1 30@1 40
Pink Alaska.....	1 10@1 25

## Shrimps

Standard.....	1 50
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## Sardines

Domestic, 1/2s.....	4
Domestic, 3/4s.....	8
Domestic, Mustard.....	11@14
California, 1/2s.....	17@24
French, 1/2s.....	7@14
French, 3/4s.....	18@28

## Strawberries

Standard.....	1 00
Fancy.....	1 25

## Succotash

Fair.....	90
Good.....	1 00
Fancy.....	1 20

## 3

## Tomatoes

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

## CATSUP

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

## CARBON OILS

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

## CHEESE

Acme.....	@11 1/2
Amboy.....	@11 1/2
Carson City.....	@11
Elise.....	@12
Emblem.....	@12
Gem.....	@12
Gold Medal.....	@11
Ideal.....	@11 1/2
Jersey.....	@11
Riverside.....	@11 1/2
Brick.....	@14 1/2
Edam.....	@17
Lelden.....	@13 1/4
Limburger.....	@50 75
Pineapple.....	@19 20
Sap Sago.....	@19 20

## CHEWING GUM

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

## CHICORY

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

## CHOCOLATE

Walter Baker & Co.'s.....	23
German Sweet.....	31
Premium.....	46
Breakfast Cocoa.....	41
Runkel Bros.....	21
Vienna Sweet.....	28
Vanilla.....	31
Premium.....	31

## CLOTHES LINES

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

## COCOA

Cleveland.....	41
Colonial, 1/2s.....	35
Colonial, 1/4s.....	33
Epps.....	42
Huyler.....	45
Van Houten, 1/2s.....	12
Van Houten, 1/4s.....	38
Van Houten, 1s.....	70
Webb.....	30
Wilbur, 1/2s.....	41
Wilbur, 1/4s.....	42

## COCOANUT

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

## COCOA SHELLS

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

## COFFEE

## Roasted

Special Combination.....	15
French Breakfast.....	17 1/2
Lenox, Mocha & Java.....	21
Old Gov't Java and Mocha.....	24
Private Estate, Java & Moc.....	26
Supreme, Java and Mocha.....	27
Dwinnell-Wright Co.'s Brands.....	
White House, 60-1s.....	29
White House, 30-2s.....	28
Excelsior M. & J., 60-1s.....	21 1/2
Excelsior M. & J., 30-2s.....	20 1/2
Royal Java.....	26 1/2
Royal Java & Mocha.....	26 1/2
Arabian Mocha.....	28 1/2
Aden Moch.....	22 1/2
Freeman Merc. Co. Brands.....	
Marexo.....	11
Porto Rican.....	14
Honolulu.....	16 1/2
Parker House J & M.....	
Monogram J & M.....	28
Mandehling.....	31 1/2



**6**

**COLEMAN'S**  
HIGH FOOTE & JENKINS CLASS  
EXTRACTS

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

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

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

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

**FRESH MEATS**

**Beef**  
Carcase 6 @ 8  
Forequarters 5 @ 6  
Hindquarters 7 1/2 @ 9  
Loins 9 @ 12  
Ribs 8 @ 10  
Rounds 7 1/2 @ 8  
Chucks 5 1/2 @ 6  
Plates 3 @ 5

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

**Mutton**  
Carcase 7 @ 8  
Lamb 7 1/2 @ 8 1/2

**Veal**  
Carcase 7 @ 7 1/2

**GRAINS AND FLOUR**

**Wheat**  
Winter Wheat Flour  
Local Brands

Patents 4 20  
Second Patent 3 70  
Straight 3 50  
Second Straight 3 30  
Clear 3 10  
Graham 3 40  
Buckwheat 4 00  
Rye 3 20  
Subject to usual cash discount.

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

Ball-Barnhart-Putman's Brand  
Diamond 1/2 3 85  
Diamond 3/4 3 85  
Diamond 1 3 85

Worden Grocer Co.'s Brand  
Quaker 1/2 3 75  
Quaker 3/4 3 75  
Quaker 1 3 75

**Spring Wheat Flour**

Clark-Jewell-Well's Co.'s Brand  
Pillsbury's Best 1/2 4 45  
Pillsbury's Best 3/4 4 45  
Pillsbury's Best 1 4 45

Pillsbury's Best 1/2 paper. 4 25  
Pillsbury's Best 3/4 paper. 4 25  
Pillsbury's Best 1 paper. 4 25

Ball-Barnhart-Putman's Brand  
Duluth Imperial 1/2 4 25  
Duluth Imperial 3/4 4 05  
Duluth Imperial 1 4 05

Lemon & Wheeler Co.'s Brand  
Wingold 1/2 4 20  
Wingold 3/4 4 10  
Wingold 1 4 00

**Olney & Judson's Brand**

Ceresota 1/2 4 25  
Ceresota 3/4 4 05  
Ceresota 1 4 05

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

**Meal**  
Bolted 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 17 00  
Winter Wheat Middlings 18 00  
Screenings 16 50

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

**Corn**  
Corn, car lots 58 1/2

**Hay**  
No. 1 Timothy car lots 10 50  
No. 1 Timothy ton lots 12 00

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

**7**

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

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

**LICORICE**  
Pure 30  
Calabria 23  
Sicily 14  
Rooft 10

**LYE**  
Condensed, 2 doz. 1 20  
Condensed, 4 doz. 2 25

**MATCHES**  
Diamond Match Co.'s brands.  
No. 9 sulphur 1 65  
Anchor Parlor 1 50  
No. 2 Home 1 30  
Export Parlor 4 00  
Wolverine 1 50

**MEAT EXTRACTS**  
Armour & Co.'s, 2 oz. 4 45  
Liebig's, 2 oz. 2 75

**MOLASSES**  
New Orleans  
Fancy Open Kettle 40  
Choice 35  
Fair 25  
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

1/2 28 50  
1/4 34 60  
1 44 80

2 54 1 00  
3 66 1 25  
4 76 1 45

5 90 1 70  
6 1 06 2 00  
8 1 28 2 40

10 1 38 2 60  
12 1 60 3 15  
14 2 24 4 15

16 2 34 4 60  
20 2 52 5 00  
25 5 50

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

**PARIS GREEN**  
Bulk 14  
Packages, 1/2 lb., each 18  
Packages, 1 lb., each 17  
Packages, 1 1/2 lb., each 16

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

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

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

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

**PROVISIONS**  
Barreled Pork  
Mess 16 00  
Back 18 00  
Clear back 18 50

Short cut 18 00  
Pig 20 75  
Bean 17 25  
Family Mess 18 75

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

**Smoked Meats**  
Hams, 12 lb. average 11 1/2  
Hams, 14 lb. average 11 1/2  
Hams, 16 lb. average 11 1/2

Hams, 20 lb. average 11 1/2  
Ham dried beef 13  
Shoulders (N. Y. cut) 9 1/2  
Bacon, clear 10 1/2

California hams 8 1/2  
Boiled Hams 17  
Picnic Boiled Hams 13  
Berlin Ham pr's'd 9  
Mince Hams 9 1/2

**Lards-In Tierces**  
Compound 8  
Pure 10 1/2  
Vegetable 8 1/2

60 lb. Tubs, advance 1/2  
80 lb. Tubs, advance 1/2  
50 lb. Tins, advance 1/2

20 lb. Pails, advance 1/2  
10 lb. Pails, advance 1/2  
5 lb. Pails, advance 1

**8**

**Sausages**  
Bologna 6 1/2  
Liver 8  
Frankfort 8  
Pork 9  
Blood 6 1/2  
Tongue 6 1/2  
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 12  
Beef middles 12  
Sheep 65

**Butterine**  
Solid, dairy 13 1/2  
Rolls, dairy 14  
Solid, creamery 17  
Solid, creamery 17

**Canned Meats**  
Corned beef, 2 lb. 2 50  
Corned beef, 14 lb. 17 50  
Roast beef, 2 lb. 2 50

Potted ham, 1/4 50  
Potted ham, 1/2 90  
Deviled ham, 1/4 50  
Deviled ham, 1/2 90  
Potted tongue, 1/4 50  
Potted tongue, 1/2 90

**Domestic**  
Carolina head 6 1/2  
Carolina No. 1 8  
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 2  
Java, No. 1 2  
Table 2

**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 60  
Celery 10  
Hemp, Russian 4  
Mixed Bird 4  
Mustard, white 7  
Poppy 6  
Rape 4  
Cuttle Bone 14

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

**SNUFF**  
Scotch, in bladders 37  
Maccaboy, in jars 35  
French Kapee, in jars 43

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

**GRAND PA'S**  
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  
Peckin 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  
Fels brand—  
Naptha 4 00  
Gowans & Sons brands—  
Oak Leaf 3 25  
Oak Leaf, big 5 4 00

**SAL SODA**  
Granulated, bbls 90  
Granulated, 100 lb. cases 1 70  
Lump, bbls 80  
Lump, 145 lb. kegs. 85

**SALT**  
Buckeye  
100 3 lb. bags 3 00  
50 6 lb. bags 3 00  
22 14 lb. bags 2 75  
In 5 bbl. lots 5 per cent. discount.

**Diamond Crystal**  
Table, cases, 24 3 lb. boxes 1 40  
Table, barrels, 100 3 lb. bags 3 00  
Table, barrels, 40 7 lb. bags 2 75  
Butter, barrels, 250 lb. bulk 2 65  
Butter, barrels, 20 14 lb. bags 2 85  
Butter, sacks, 28 lbs. 27  
Butter, sacks, 56 lbs. 67

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

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

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

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

**Solar Rock**  
56 lb. sacks 25

**Common**  
Granulated Fine 85  
Medium Fine 90

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

**Halibut**  
Strips 10  
Chunks 12

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

**Herring**  
Holland white hoops, bbl. 10 25  
Holland white hoops, 1/2 bbl. 5 50  
Holland white hoop, keg. 75  
Holland white hoop mechs. 85  
Norwegian 3  
Round 100 lbs. 3 00  
Round 40 lbs. 1 50  
Scalped 17  
Bloaters 1 60

**Mackerel**  
Mess 100 lbs. 11 00  
Mess 40 lbs. 4 70  
Mess 10 lbs. 1 25  
Mess 8 lbs. 1 03  
No. 1 100 lbs. 9 50  
No. 1 40 lbs. 4 10  
No. 1 10 lbs. 1 10  
No. 1 8 lbs. 91  
No. 2 100 lbs. 8 00  
No. 2 40 lbs. 3 50  
No. 2 10 lbs. 1 00  
No. 2 8 lbs. 79

**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 30  
Regular, medium 28  
Regular, choice 30  
Regular, fancy 30  
Basket-fired, medium 28  
Basket-fired, choice 35  
Basket-fired, fancy 40  
Nibs 27  
Siftings 19 1/2  
Fannings 20 1/2

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

**Best Gloss Starch**  
CHAS. POPE GLUCOSE CO.  
CHICAGO.

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**11**

**Young Hyson**  
Choice 30  
Fancy 36

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

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

**India**  
Ceylon, choice 32  
Fancy 42

**TOBACCO**

**Cigars**  
A. Bomers' brand.  
Plaindealer 35 00  
H. & P. Drug Co.'s brands.  
Fortune Teller 35 00  
Our Manager 35 00  
Quintette 35 00  
G. J. Johnson Cigar Co.'s brand.

**SUGAR**  
Below are given New York prices on sugars, to which the wholesale dealer adds the local freight from New York to your shipping point, giving you credit on the invoice for the amount of freight buyer pays from the market in which he purchases to his shipping point, including 20 pounds for the weight of the barrel.

**Domino** 5 70  
**Cut Leaf** 5 70  
**Crushed** 5 70  
**Cubes** 5 45  
**Powdered** 5 30  
**Coarse Powdered** 5 30  
**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 20  
**Confectioner's A** 5 05  
**No. 1, Columbia A** 4 90  
**No. 2, Windsor A** 4 85  
**No. 3, Ridgewood A** 4 85  
**No. 4, Phoenix A** 4 80  
**No. 5, Empire A** 4 75  
**Pay Car** 4 32  
**Prairie Rose** 5 50

**Enameline**  
J. L. PRESCOTT & CO.  
NEW YORK, N. Y.

**En**



12	Protection.....	38
	Sweet Burley.....	40
	Sweet Loma.....	38
	Tiger.....	39

Plug		
Flat Iron.....	38	
Crepe de Menthe.....	39	
Stronghold.....	39	
Elmo.....	39	
Sweet Chunk.....	37	
Forge.....	33	
Red Cross.....	32	
Palo.....	36	
Kylo.....	36	
Hlawatha.....	41	
Battle Axe.....	37	
American Eagle.....	34	
Standard Navy.....	37	
Spear Head, 16 oz.....	42	
Spear Head, 8 oz.....	44	
Nobby Twist.....	48	
Jolly Tar.....	38	
Old Honesty.....	44	
Toddy.....	34	
J. T.....	38	
Piper Heldsick.....	63	
Boot Jack.....	81	
Jelly Cake.....	36	
Plumb Bob.....	32	
Honey Dip Twist.....	39	

Smoking		
Hand Pressed.....	40	
Ibex.....	28	
Sweet Core.....	36	
Flat Car.....	35	
Great Navy.....	37	
Warpath.....	29	
Bamboo, 8 oz.....	27	
Bamboo, 16 oz.....	27	
I X L, 5 lb.....	27	
I X L, 16 oz. palls.....	31	
Honey Dew.....	37	
Gold Block.....	37	
Flagman.....	41	
Chips.....	34	
Klin Dried.....	22	
Duke's Mixture.....	38	
Duke's Cameo.....	40	
Myrtle Navy.....	40	
Yum Yum, 1 1/2 oz.....	40	
Yum Yum, 1 lb. palls.....	38	
Cream.....	37	
Corn Cake, 2 1/2 oz.....	24	
Corn Cake, 1 lb.....	22	
Plow Boy, 1 1/2 oz.....	40	
Plow Boy, 3 1/2 oz.....	39	
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	

## 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.....	3 75	
Scourine.....	3 50	

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

WOODENWARE		
Baskets		
Bushels, wide band.....	1 15	
Market.....	30	
Split, large.....	6 00	
Split, medium.....	5 00	
Split, small.....	4 00	
Willow Clothes, medium.....	5 00	
Willow Clothes, small.....	4 75	

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

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

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

## 13

Mop Sticks		
Trojan spring.....	90	
Eclipse patent spring.....	55	
No 1 common.....	75	
No 2 patent brush holder.....	55	
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 60	
3-wire, Cable.....	1 70	
Cedar, all red, brass bound.....	1 25	
Paper, Eureka.....	2 25	
Fibre.....	2 40	

Toothpicks		
Hardwood.....	2 50	
Softwood.....	2 75	
Banquet.....	1 80	
Ideal.....	1 50	

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

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

Wood Bowls		
11 in. Butter.....	75	
13 in. Butter.....	1 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 1/4	
Fiber Manila, white.....	3 1/2	
Fiber Manila, colored.....	4 1/2	
No. 1 Manila.....	4 1/2	
Cream Manila.....	3	
Butcher's Manila.....	2 1/2	
Wax Butter, short count.....	13	
Wax Butter, full count.....	20	
Wax Butter, rolls.....	15	

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

FRESH FISH		
White fish.....	80	9
Trout.....	80	9
Black Bass.....	100	11
Halibut.....	100	15
Ciscoes or Herring.....	10	5
Bluefish.....	10	12
Live Lobster.....	20	20
Boiled Lobster.....	20	20
Cod.....	10	10
Haddock.....	10	7
No. 1 Pickerel.....	10	9
Pike.....	10	8
Perch.....	10	5
Smoked White.....	11	11
Red Snapper.....	11	11
Col River Salmon.....	12	12
Mackerel.....	12	15

Oysters		
Can Oysters.....	40	
F. H. Counts.....	33	
F. S. D. Selects.....	27	
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	21 00
Lamb.....	30	20 50
Tallow		
No. 1.....	4 1/2	
No. 2.....	4 3/4	
Wool		
Washed, fine.....	15	17
Washed, medium.....	18	21
Unwashed, fine.....	11	14
Unwashed, medium.....	14	16

CANDIES		
Stick Candy		
Standard.....	7 1/2	
Standard H. H.....	7 1/2	
Standard Twist.....	7 1/2	
Cut Loaf.....	9	
Jumbo, 32 lb.....	7 1/2	
Extra H. H.....	10 1/2	
Boston Cream.....	10	
Beet R.....	8	

## 14

Mixed Candy		
Grocers.....	6 1/2	
Competition.....	7	
Special.....	7 1/2	
Conserve.....	8 1/2	
Royal.....	8 1/2	
Ribbon.....	9	
Broken.....	8 1/2	
Cut Loaf.....	9	
English Rock.....	9	
Kindergarten.....	9	
Bon Ton Cream.....	9	
French Cream.....	10	
Dandy Pan.....	10	
Hand Made Cream mixed.....	14 1/2	
Crystal Cream mix.....	13	

Fancy-In Pails		
Champ. Crys. Gums.....	8 1/2	
Pony Hearts.....	15	
Fairy Cream Squares.....	12	
Fudge Squares.....	12	
Peanut Squares.....	9	
Sugared Peanuts.....	11	
Salted Peanuts.....	12	
Starlight Kisses.....	10	
San Blas Goodies.....	12	
Lozenges, plain.....	9 1/2	
Lozenges, printed.....	10	
Choc. Drops.....	11 1/2	
Eclipse Chocolates.....	13 1/2	
Choc. Monuments.....	14	
Victoria Chocolate.....	15	
Gum Drops.....	5 1/2	
Moss Drops.....	9 1/2	
Lemon Sours.....	9 1/2	
Imperial.....	9 1/2	
Ital. Cream Op.....	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. L. and Dk. No. 12.....	1 00	
Gum Drops.....	35	
Licorice Drops.....	75	
Lozenges, plain.....	55	
Lozenges, printed.....	60	
Imperial.....	60	
Molasses.....	60	
Cream Bar.....	55	
Molasses Bar.....	55	
Hand Made Creams.....	80	
Cream Buttons, Pep. and Wint.....	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 Russett.....	2	
Florida Bright.....	2	
Fancy Navels.....	2	
Extra Choice.....	2	
Late Valencia.....	2	
Seedlings.....	2	
Medt. Sweets.....	2	
Jamaicas.....	4 25	4 50
Rodi.....	2	

Lemons		
Verdelli, ex fcy 300.....	40	
Verdelli, fcy 300.....	4 50	4 75
Verdelli, ex chco 300.....	40	
Verdelli, fcy 300.....	40	
Maiori Lemons, 300.....	40	
Messinas 300s.....	4 00	4 50
Messinas 360s.....	3 50	4 00

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

Foreign Dried Fruits		
Figs		
California, Fancy.....	9	
Cal. pkg. 10 lb. boxes.....	9	
Extra Choice, Turk.....	12	
10 lb. boxes.....	12	
Fancy, Trk., 12 lb. boxes.....	14	
Pulled, 6 lb. boxes.....	14	
Naturals, in bags.....	14	

Dates		
Fards in 10 lb. boxes.....	5	5 1/2
Hallow.....	5	5 1/2
lb. cases, new.....	4 1/2	6
Sals, 60 lb. cases.....	4 1/2	6

NUTS		
Almonds, Tarragona.....	16	
Almonds, California, soft shelled.....	15	16
Brazils.....	15	
Piberts.....	13 1/2	
Walnuts, Greenobles.....	14	
Walnuts, soft shelled.....	14	
California No. 1.....	14	
Table Nuts, fancy.....	13	
Table Nuts, choice.....	13	
Pecans, Med.....	11	
Pecans, Ex. Large.....	11	
Pecans, Jumbos.....	12	
Hickory Nuts per bu. Ohio, new.....	21	69
Cocconuts, full sacks.....	21	69
Chestnuts, per bu.....	21	69

Peanuts		
Fancy, H. F., Suns.....	5 1/2	
Roasted.....	6 1/2	
Choice, H. F., Extras.....	6 1/2	
Choice, H. F., Extras.....	6 1/2	
Roasted.....	6 1/2	
Span. Shld No. 1 n'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.....	18	
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. flat or rd. bot., per doz.....	48	
1 gal. nat or rd. bot., each.....	6	

½ gal. fireproof, ball, per doz.....	
1 gal. fireproof, ball, per doz.....	
<b>Jugs</b>	
½ gal. per doz.....	
¼ gal. per doz.....	
1 to 5 gal., per gal.....	
<b>Sealing Wax</b>	



# Window Dressing

Utilizing Waste Space — Photographing Show Windows.

When a store stands on a corner the whole front is devoted to show windows, and in a majority of cases the side of the building facing on the side street is a blank wall with a few high-set windows in it. A merchant will not deface his property by erecting a billboard against the blank wall, and so the entire space is waste so far as he is concerned. This is a mistake, and a great one. Between the line of the building and the sidewalk there is a space that should be occupied by show windows. A firm of merchants on a busy corner have erected along the full length of their store a row of display windows which are not connected with the interior of the store. They have swinging and sliding glass doors and are entered from the sidewalk. Being scientifically lighted at night, they attract people who stop to look at the front windows. Here were a great many square feet paying this firm no rental until they occupied it with a row of cases. Now it is almost as valuable as their front window space. It is needless to add that they do a large business. Another firm of merchants found that they had a whole side of their building going to waste in the same way. They had no sidewalk space, so they covered the side of the store with a row of projecting windows about eighteen inches deep. These were fitted up with rods and fixtures, necessitating trimming close to the glass. The whole pane is constantly kept trimmed with a line of goods that entirely fills the window. These merchants have fully half their stock on display in their windows, and as their store is a very small one they have barely enough room for their necessary reserve stock. They have found that their window display is better than their best salesmen for drawing trade. People see their whole stock, as it were, and when they come into the store their minds are made up and they buy with the least waste of time and effort. An added sheet of glass in a store's wall is sometimes as good as the addition of a salesman to the force. Still, if it is not possible to utilize the side of the store in this way it can often be used for special announcements got up in an artistic way. There is no reason why the blank wall of a store should be used to advertise some other line of goods, or no line at all, when it could just as well be used to set forth the special announcements of the store.

Photographing window displays is still a matter of difficulty, and about forty-nine out of fifty attempts seem to be failures. The photographer who makes a living taking portraits of people in a specially arranged studio, with lights perfectly placed and graduated, is unable to bring his machinery out into the street and successfully manipulate his skill with stops and lenses and shutters against the reflections in the glass of the show windows. To overcome this difficulty the professional photographer can learn a good bit from people who are not professionals, but who have had to devise schemes whereby they can obtain what they are after. There are very few windows so situated that they do not hold some sort of reflection in the glass the greater part of the day and particularly at such times as the light is strong enough to enable a

photograph to be taken. If windows are strongly enough illuminated by artificial light the picture taken at night by an exposure of from twenty-five to thirty-five minutes will bring out the greatest amount of detail. People passing on the street will not interfere with such a picture, unless there be a continuous crowd. No one should be allowed to stop between the camera and the window during the exposure. Such an exposure can be made late at night when there are few people on the street. If it is necessary or more desirable to photograph a window display during the daytime the reflections can be shut out by a very simple device and one that is inexpensive, for it will last for a number of years if cared for properly. Take two long poles that are as high as the window. Cut strips of black cloth a little longer than the window is wide and sew them together until there is a sheet large enough to reach nearly from top to bottom of the glass. Tack the upper corners of this sheet to the top end of each of the poles, and continued along down the poles, thus making a large black screen.

When the photographer is ready to begin operations have two boys take the screen and hold it up behind the camera in such a position as to shut off the light from all objects across the street or from whatever direction it comes. The right time of day must be chosen in order to get the greatest amount of light in the window that is possible, but the man who takes the picture must be the judge of that. The length of the strips out of which to make the screen can be determined by taking the piece of goods out on the walk and observing how much is necessary to shut off reflections. Black lining, cambric or plain black calico will serve the purpose and is not expensive. Not every picture of a window can be successfully reproduced in a half-tone. They should first be of a size to allow of some reduction. The best results are obtainable from pictures of the old-fashioned kind; that is, those with a brownish tint on glazed paper. The printing should be medium light to make the best half-tone. When too dark, the shadows are intensified on the reproduction. Especially in the case of a shoe window should the printing from the negative be light to make a pleasing contrast with the black shoes.

## Making Sure of His Honesty.

As the daily train reached a Vermont village the other day an antique looking dame thrust her head out of the window opposite the refreshment room and briefly shouted:

"Sonny!"  
A bright looking boy came up to the window.  
"Little boy," she said, "have you a mother?"  
"Yes, ma'am."  
"Do you go to school?"  
"Yes, ma'am."  
"And are you faithful to your studies?"  
"Yes, ma'am."  
"Do you say your prayers every night?"  
"Yes, ma'am."  
"Can I trust you to do an errand for me?"  
"Yes, ma'am."  
"I think I can, too," said the lady, looking steadily down on the manly face. "Here is five cents to get me an apple. Remember, God sees you."

## Hardware Price Current

Ammunition						Mattocks	
Caps						Adze Eye.....\$17 00...dis	
G. D., full count, per m.....						Metals—Zinc	
Hicks' Waterproof, per m.....						600 pound casks.....	
Musket, per m.....						Per pound.....	
Ely's Waterproof, per m.....						Miscellaneous	
Cartridges						Bird Cages.....	
No. 22 short, per m.....						Pumps, Clatern.....	
No. 22 long, per m.....						Screws, New List.....	
No. 32 short, per m.....						Casters, Bed and Plate.....	
No. 32 long, per m.....						Dampers, American.....	
Primers						Molasses Gates	
No. 2 U. M. C., boxes 250, per m.....						Stebbins' Pattern.....	
No. 2 Winchester, boxes 250, per m.....						Enterprise, self-measuring.....	
Gun Wads						Pans	
Black edge, Nos. 11 and 12 U. M. C.....						Fry, Acme.....	
Black edge, Nos. 9 and 10, per m.....						Common, polished.....	
Black edge, No. 7, per m.....						Patent Planished Iron	
Loaded Shells						"A" Wood's patent planished, Nos. 24 to 27	
New Rival—For Shotguns						"B" Wood's patent planished, Nos. 25 to 27	
Broken packages 1/4c per pound extra.						Planes	
No.	Drs. of Powder	oz. of Shot	Size Shot	Gauge	Per 100	Ohio Tool Co.'s, fancy.....	
120	4	1 1/2	10	10	\$2 90	Scota Bench.....	
129	4	1 1/2	9	10	2 90	Sandusky Tool Co.'s, fancy.....	
128	4	1 1/2	8	10	2 90	Bench, first quality.....	
126	4	1 1/2	6	10	2 90	Nails	
135	4 1/4	1 1/2	5	10	2 95	Advance over base, on both Steel and Wire.	
154	4 1/4	1 1/2	4	10	3 00	Steel nails, base.....	
200	3	1	10	12	2 50	Wire nails, base.....	
208	3	1	8	12	2 50	20 to 60 advance.....	
236	3 1/4	1 1/2	6	12	2 65	10 to 16 advance.....	
265	3 1/2	1 1/2	5	12	2 70	8 advance.....	
264	3 1/2	1 1/2	4	12	2 70	6 advance.....	
Discount 40 per cent.						4 advance.....	
Paper Shells—Not Loaded						3 advance.....	
No. 10, pasteboard boxes 100, per 100.....						2 advance.....	
No. 12, pasteboard boxes 100, per 100.....						Fine 3 advance.....	
Gunpowder						Casing 10 advance.....	
Kegs, 25 lbs., per keg.....						Casing 8 advance.....	
1/2 kegs, 12 1/2 lbs., per 1/2 keg.....						Casing 6 advance.....	
1/4 kegs, 6 1/4 lbs., per 1/4 keg.....						Finish 10 advance.....	
Shot						Finish 8 advance.....	
In sacks containing 25 lbs.						Finish 6 advance.....	
Drop, all sizes smaller than B.....						Barrel 1/2 advance.....	
Augurs and Bits						Rivets	
Snell's.....						Iron and Tinned.....	
Jennings genuine.....						Copper Rivets and Burs.....	
Jennings' Imitation.....						Roofing Plates	
Axes						14x20 IC, Charcoal, Dean.....	
First Quality, S. B. Bronze.....						14x20 IX, Charcoal, Dean.....	
First Quality, D. B. Bronze.....						20x28 IC, Charcoal, Dean.....	
First Quality, S. B. S. Steel.....						14x20 IC, Charcoal, Alloway Grade.....	
First Quality, D. B. Steel.....						14x20 IX, Charcoal, Alloway Grade.....	
Barrows						20x28 IC, Charcoal, Alloway Grade.....	
Railroad.....						20x28 IX, Charcoal, Alloway Grade.....	
Garden.....						Ropes	
Bolts						Sisal, 1/4 inch and larger.....	
Stove.....						Manilla.....	
Carriage, new list.....						Sand Paper	
Plow.....						List acct. 19, '86.....	
Buckets						Sash Weights	
Well, plain.....						Solid Eyes, per ton.....	
Butts, Cast						Sheet Iron	
Cast Loose Pin, figured.....						Nos. 10 to 14.....	
Wrought Narrow.....						Nos. 15 to 17.....	
Chain						Nos. 18 to 21.....	
1/4 in. 5-16 in. 3/4 in. 1 in.						Nos. 22 to 24.....	
Com.....						Nos. 25 to 28.....	
BB.....						No. 30.....	
BBB.....						All Sheets No. 18 and lighter, over 30 inches wide, not less than 2-10 extra.	
Crowbars						Shovels and Spades	
Cast Steel, per lb.....						First Grade, Doz.....	
Chisels						Second Grade, Doz.....	
Socket Firmer.....						Solder	
Socket Framing.....						1/4@.....	
Socket Corner.....						The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.	
Socket Sicks.....						Squares	
Elbows						Steel and Iron.....	
Com. 4 piece, 6 in., per doz.....						Tin—Melyn Grade	
Corrugated, per doz.....						10x14 IC, Charcoal.....	
Adjustable.....						14x20 IC, Charcoal.....	
Expansive Bits						20x14 IX, Charcoal.....	
Clark's small, \$18; large, \$26.....						Each additional X on this grade, \$1.25.	
Ives' 1, \$18; 2, \$24; 3, \$30.....						Tin—Alloway Grade	
Files—New List						10x14 IC, Charcoal.....	
New American.....						14x20 IC, Charcoal.....	
Nicholson's.....						10x14 IX, Charcoal.....	
Heller's Horse Rasps.....						Each additional X on this grade, \$1.50	
Galvanized Iron						Boiler Size Tin Plate	
Nos. 16 to 20; 22 and 24; 25 and 26; 27, List 12 13 14 15 16.....						14x56 IX, for No. 8 Rollers, } per pound..	
Discount, 60.....						14x56 IX, for No. 9 Rollers, }	
Gauges						Traps	
Stanley Rule and Level Co.'s.....						Steel, Game.....	
Glass						Oneida Community, Newhouse's.....	
Single Strength, by box.....						Oneida Community, Hawley & Norton's.....	
Double Strength, by box.....						Mouse, choker per doz.....	
By the Light.....						Mouse, delusion, per doz.....	
Hammers						Wire	
Maydole & Co.'s, new list.....						Bright Market.....	
Yerkes & Plumb's.....						Annealed Market.....	
Mason's Solid Cast Steel.....						Coppered Market.....	
Hinges						Tinned Market.....	
Gate, Clark's 1, 2, 3.....						Coppered Spring Steel.....	
Hollow Ware						Barbed Fence, Galvanized.....	
Pots.....						Barbed Fence, Painted.....	
Kettles.....						Wire Goods	
Spiders.....						Bright.....	
Horse Nails						Screw Eyes.....	
Au Sable.....						Hooks.....	
House Furnishing Goods						Gate Hooks and Eyes.....	
Stamped Tinware, new list.....						Wrenches	
Japanese Tinware.....						Baxter's Adjustable, Nickeled.....	
Iron						Coe's Genuine.....	
Bar Iron.....						Coe's Patent Agricultural, Wrought.....	
Light Band.....							
Knobs—New List							
Door, mineral, jap. trimmings.....							
Door, porcelain, jap. trimmings.....							
Lanterns							
Regular 0 Tubular, Doz.....							
Warren, Galvanized Fount.....							



### 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.

Beets—\$1.25 per bbl.

Butter—Receipts continue heavy, due to the fact that fall pasturage still remains good. Factory creamery is steady at 21@22c and dairy grades range from 12c for packing stock to 14@15c for choice and 16@17c for fancy.

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—The market is about steady. Cold storage goods command 16c and fresh range from 17c for case count to 18c for candled.

Game—Dealers pay \$1@1.25 per doz. for black, gray and fox squirrels. Red squirrels are not taken at any price. Rabbits will not be purchased until the weather is colder.

Grapes—Wordens fetch 13@14c for 8 lb. and 10c for 4 lb. baskets. Niagaras, 15c for 8 lb. baskets.

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@1.25.

Potatoes—The market is a little irregular, paying prices at this market and the principal buying points hereabouts ranging from 45@55c. The shipping demand is springing up and will be in full blast in the course of a week or ten days.

Poultry—Local dealers have discontinued the purchase of live—except in the case of pigeons and squabs—and are turning their attention to dressed stock. Hens fetch 8c, spring chickens command 9@10c, turkey hens fetch 11@12c, gobblers command 8@10c, ducks fetch 9@10c. Geese are not wanted until the weather gets colder. Live pigeons command 50@60c and squabs are taken at \$1.20@1.50.

Quinces—\$1.40 per bu.

Squash—Hubbard commands 2c per lb.

Sweet Potatoes—Virginias have declined to \$1.75. Baltimores command \$2 and genuine Jerseys \$2.75 per bbl.

### Gripsack Brigade.

David S. Haugh (Olney & Judson Grocer Co.) and wife celebrated their silver wedding anniversary last Saturday.

Kalamazoo Gazette-News: Jay Chase, who has been clerk for a long time in Cowlbeck, Waldo & Co.'s store, has started out on the road as Michigan representative of the Diamond Skirt Co.

Byron S. Davenport accompanied Wm. Judson to New York last week, as the guest of the Olney & Judson Grocer Co., and spent several days seeing the sights and calling on the Napoleons of the mercantile world.

Will J. Worden, formerly on the road for the Powers & Walker Manufacturing Co. in this State, is now President of the Worden-Clarke Company, of New York. He was in Grand Rapids last week and spent a day with old friends and acquaintances.

Belding Banner: Jesse G. Wilbur has entered into a contract with the Walden Shoe Co., of Grand Haven, to

represent it on the road. Jesse has proved that he is a capable salesman and we have no doubt will give good satisfaction to his employers.

Frank R. Miles, who has been connected with the wholesale department of Foster, Stevens & Co. for the past seventeen years, has resigned his position in that establishment for the purpose of engaging in the furniture brokerage business. Prior to opening an office, he will make a tour of the State in the interest of a fishing tackle house whose line he has secured and is now listing and classifying.

B. Frank Parmenter has signed with the Durand & Kasper Co., of Chicago, and has already entered upon the duties of his new position with his accustomed energy. His territory includes all the available towns in Northern and Central Michigan, exclusive of Kalamazoo and the lake shore cities. Those who know Mr. Parmenter need not be reminded that he is one of the best posted men in the grocery line on the road.

Kalamazoo Gazette-News: Fred H. Crooks, of the drug firm of F. H. Crooks & Co., has withdrawn from that firm to take a position on the road with the Fraser Tablet Manufacturing Co., of New York. His territory will be in New Jersey and he will assume his new duties next Tuesday. For the past two years Mr. Crooks has been in business for himself in this city, having been formerly associated with Hall Brothers. He came here about ten years ago and is popular in the Kalamazoo Club Lodge No. 50, B. P. O. E., and Southworth Lodge No. 170, K. of P.

### Hides, Pelts, Tallow and Wool.

Hides are taken freely at the decline. The offerings are ample for the demand. The strife for good stock keeps values well up. The country takeoff has somewhat increased in volume.

Pelts are in good demand and bring full values on account of the scarcity. Previous accumulations are being offered at lower asking prices.

Tallow has slumped off from the extreme high figure of two weeks ago. The stock is wanted, but the price is still high for soapers, who are not anxious buyers except as necessity commands.

Wools are again dull and lifeless. Sales are many, but of small amounts. The summed-up volume is small, although, with manufacturers in the market looking around, it would indicate that they are interested. Dealers intimate that they are likely to have a good trade from now on and expect buying will be more freely done, which it is hoped will stiffen prices. It is claimed that values of fine are stronger, but there are no sales to warrant it. The outlook is not good for much or any advance.

Wm. T. Hess.

### Must Obtain Their Own Calendars.

The Winchester Arms Co. and the Union Metallic Co. announce that they have discontinued the distribution of calendars. They make the announcement early in the season, so that the hardware and sporting goods trade can arrange to obtain their supplies of calendars elsewhere. The Tradesman Company has a handsome hunting design, especially adapted to the sporting goods trade, sample of which will be sent to any dealer interested in the matter.

W. Frederick Blake, Treasurer of the Worden Grocer Co., is spending a few days at the Pan-American. He stopped off a day at Guelph, where he was U. S. Consul several years ago.

### Has Outgrown Its Present Building.

The firm of George H. Gates & Co., wholesale dealers in hats, caps, umbrellas, gloves and mittens, now located at 143 Jefferson avenue, Detroit, will remove the first of the year to the five-story building at the corner of Jefferson and Bates, now occupied by E. Schloss, Son & Co., wholesale clothiers. The lease for the building was made this morning.

"It was a case of necessity with us."



said Mr. Gates. "We have been in business only two years, but during that time our trade has grown so that our present quarters, which we thought would do us for ten years at least, are entirely inadequate. We have been looking for larger quarters for some time and we think that the building we have just leased, and which we will occupy the first of January next, will accommodate us nicely."

In the present store and storerooms of the concern there are four floors and 8,000 feet of floor space, but in the new building there will be 27,000 square feet, besides the basement.

## 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.

GOOD OPENING FOR NEWSPAPER AT Weidman, Mich., Isabella county. Write to John S. Weidman, Weidman, Mich. 108

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. 96

FOR SALE—BEST ESTABLISHED BAZAAR, wall paper and picture frame business in Central Michigan, in growing city of 20,000. Retiring from business only reason for selling; inspection invited; will lease same location. Address No. 106, care Michigan Tradesman. 106

FOR SALE—A COUNTRY STORE; SEVEN miles from railroad; wealthy community, 95 per cent. landowners; income of storeroom, dwelling, sheds and barn, \$850; of stock, \$2,600; good roads and good trading point. Address Box 71, Goblesville, Ind. 105

FOR SALE—GROCERY STORE OF E. J. Herriek, 116 Monroe street, Grand Rapids. Enjoys best trade in the city. Mr. Herriek wishes to retire from business. Address L. E. Torrey, Agt., Grand Rapids. 102

FOR SALE—THE CLOTHING, HAT, CAP and furnishing goods stock of the late L. F. Lutz, of Byron, Michigan, involving about \$7,000. Business has been established twelve years. Stock is in good shape. Must be sold at once. Address Mrs. L. F. Lutz. 109

FOR SALE—BEST GROCERY BUSINESS in Flint. Sales average \$1,200 per month. Will inventory about \$2,000. Big bargain for cash. Best of reason for selling. Write quick if you want it. Address Derby & Choate, Flint, Mich. 110

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—The only drug stock in growing Indiana town; stock valued at \$700; daily sales \$6.00. No fountain; have drugs, sundries, proprietaries, paints and oils, and all connections. Dwelling and storeroom on same lot, both new, and owned by the advertiser. Write for particulars. G. K. Coggeshall, Carlos, Ind. 107

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, involving 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, Coleridge, 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 mortgage at 5 per cent. Branch office of the West Michigan Telephone Co. and all telephone property reserved. Store building 26x32; 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, \$295. 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—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 CLEAN STOCK OF GENERAL merchandise, involving \$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 GROCERIES in the city of Flint, Michigan, including horses and delivery wagons. Cash sales last year were \$30,000. Store rents for \$600. 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 MERCHANDISE in the best town in Northern Michigan. Large mills, tannery, chemical works; surrounded by good farming country; stock of about \$2,000; will rent store and residence attached; will make price right. Address No. 87, care Michigan Tradesman. 87

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

FOR SALE—\$7,000 STOCK OF DRY GOODS in good Southern Michigan town of 5,000 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, 26x30 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—CONFECTIONERY STOCK, fixtures, utensils and all tools necessary for making candy; also soda fountain on contract, and all apparatus for the manufacture of ice cream; situated in thriving town of 3,000 inhabitants; the only store of its kind in the town. The owner, a first-class candy maker, will agree to teach the buyer for one month in the manufacture of candy. Reasons for selling, other business. Address No. 62, care Michigan Tradesman. 62

I WILL SELL WHOLE OR ONE-HALF INTEREST in my furniture business. The goods are all new and up-to-date; located in a town of 7,000; has been a furniture store for thirty years; only two furniture stores in the town. Address all correspondence to No. 63, care Michigan Tradesman. 63

MERCHANTS DESIROUS OF CLOSING out entire or part stock of shoes or wishing to dispose of whatever undesirable for cash or on commission correspond with Ries & Guetel, 129-128 Market St., Chicago, Ill. 6

### MISCELLANEOUS

REGISTERED PHARMACIST WISHES position; At references. Address A. B. C., care Michigan Tradesman. 104

WANTED—CLOTHING MAN; MUST have some experience in window trimming. Apply at once to Messinger & Co., Alma, Mich. 103