

MICHIGAN TRADESMAN

Nineteenth Year

GRAND RAPIDS, WEDNESDAY, OCTOBER 30, 1901.

Number 945

National Fire Ins. Co.
of Hartford
Successor to
The Grand Rapids Fire Ins. Co.
CAPITAL, \$1,000,000

ELLIOT O. GROSVENOR
Late State Food Commissioner
Advisory Counsel to manufacturers and jobbers whose interests are affected by the Food Laws of any state. Correspondence invited.
1232 Majestic Building, Detroit, Mich.

WILLIAM CONNOR
WHOLESALE
READYMADE CLOTHING
for all ages.

Removed to William Alden Smith block, 28 and 30 South Ionia street.
Open daily from 8 a. m. to 6 p. m.
Saturday to 1 p. m.
Mail orders promptly attended to.
Customers' expenses allowed.

A. BOMERS,
..Commercial Broker..
And Dealer in
Cigars and Tobaccos,
157 E. Fulton St. GRAND RAPIDS, MICH.

Aluminum Money
Will Increase Your Business.



Cheap and Effective.
Send for samples and prices.

C. H. HANSON,
44 S. Clark St., Chicago, Ill.



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

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

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

THE MERCANTILE AGENCY

Established 1841.

R. G. DUN & CO.

Widdcomb Bld'g, Grand Rapids, Mich.

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

C. E. McCrone, Manager.

Tradesman Coupons

IMPORTANT FEATURES.

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OUR NEXT DOOR NEIGHBORS.

While it is true in the commercial world as it is in the physical that "Distance lends enchantment to the view," the enchantment which is tuning the tradesman's eyes to the Orient should not be strong enough to keep him from taking an occasional glance at affairs going on nearer home. True the far-off prospect is a pleasing one, but something quite as pleasing will be found in the same lines on the continent to the south of us. We get an occasional scare when we have it on good authority that Germany and England are pushing things in that part of the world; but to many it has become an absolute fact that South America does not amount to much anyway. It is a continent of republics and there is considerable territory down there; but to many who ought to know better the Darkest Africa and the Darkest South America are synonymous terms. Then, too, it is a continent of unrest. They are all the time quarreling and fighting and a republic that has not on its hands a lively revolution is hardly respectable. Trade does not flourish where strife goes on and South America has been left to herself.

It is time, however, for a change. United States indifference has been taken advantage of and, if the Treasury Bureau of Statistics amounts to anything, affairs have come to a point that calls for consideration by the trade interests of this country. It is not gratifying to read, for example, that while we are supplying 52 per cent. of the total imports of British North America, 40 per cent. of those of Mexico and 35 per cent. of those of Central America, to the South American countries washed by the Caribbean Sea which import goods to the amount of \$36,000,000 annually, we are represented by a miserable 25 per cent. We have been bragging, too, of getting the inside track of foreign markets and keeping it by the superiority of our goods and our business methods and yet in the South American countries along the Atlantic

which are annually importing goods to the value of \$275,000,000, we furnish 10 per cent.; while the countries along the Pacific at the same rate pay us \$60,000,000 yearly. The foremost Nation on the earth and satisfied with 10 per cent.

The chief of the bureau takes the opportunity to remark that this small amount of trade is due to no lack of American goods to supply the South American markets. We produce everything which the people of those countries want. The question of distance is in our favor. The great commercial cities of England and Germany are not much farther off than New York, but New Orleans, the trade center of what must be a growing interest with the Southern republics will add to this country a still greater advantage in this respect. The important fact, however, to be carefully considered is that almost all the steamship lines entering the ports of South America are under the control of European interests and they divert the trade of the South American countries to their own land. What is wanted, then, to get our share of this trade is lines of steamships running between our ports and those of South America. In the language of the report: "That closer, more frequent and direct steamship communication is an important factor in obtaining the commerce of countries which can be reached only by steamship lines is evidenced by the more rapid growth of our exports to the countries fronting upon the Caribbean Sea, with which fairly satisfactory steamship connections now exist."

Besides this it must be remembered that the banking and business facilities for direct intercommunication between those countries and the United States are lacking; there is a neglect on the part of our merchants to study the trade methods and requirements of the Southern countries, and an absence of direct solicitation of trade in the language of the country where business is sought, all of which accounts in some measure for that 10 per cent.

That these are matters which will be looked after there can be no doubt; but in the meantime we may be sure that the European countries that have secured a foothold there will not give it up without a struggle, and the sooner the struggle begins the better it will be for the United States. That the trade in the Far East is worth fighting for goes without saying, that it will be fought for and won is a fact hardly worth the stating; but important as the trade of the whole Orient is, it is hardly more so than that our next door neighbors on account of our neglect and remissness of duty should pour into the Old World's coffers an export of 90 per cent., while we, who insist that we are in every way superior to that Old World and all that pertains to it, are contented and happy over the 10 per cent. that is left.

Some men are so dignified that they never unbend until they are broke.

Some men have a gallon of words to every spoonful of thoughts.

GENERAL TRADE REVIEW.

Increasing intensity of demand in many of the staple industries, to an extent that is putting heavy premiums on many products for spot delivery, is the present characteristic of the situation. Yet there is complaint of dulness in the stock markets, where dealings are almost entirely confined to professional operations. The public seems to be kept out through distrust of corporation management in some cases and in others through the belief that watered values make present quotations too high. Most of the activity has been in steel and copper stocks and in some of the leading transportations. Price changes were downward, especially for the first two mentioned—steel on account of threatened competition and copper on account of the overproduction which has troubled the issues of the red metal for several weeks. This is followed by a more general activity and an upward movement in several leading lines.

Notwithstanding the fact that our exports continue far in excess of imports, the condition of the foreign money market would seem to indicate that we are not maintaining as heavy a credit balance in our dealings with Europe as has been popularly supposed. Actual payments of accounts due American investors, additional investments abroad and the heavy expenditures of American travelers have gone far to balance the difference in trade. This, however, is no cause for uneasiness; we have abundance of money for all legitimate trade requirements. As long as speculation is kept in hand, as seems to be the case now, no call that can exceed the supply is possible. On the other hand, it is encouraging that so much of American capital is finding employment.

The story of the steel situation continues the interesting features of intense activity and increasing pressure of demand. It is significant that in this, as in other industries, orders for large quantities for far future delivery are unhesitatingly offered. In steel rails, for instance, the orders now in hand in excess of the capacity of works for this year insure an output of over 2,000,000 tons for 1902. It is encouraging that pig iron stocks are not accumulating at furnaces even with a production far in excess of all records. Cotton is a little lower in price as a result of the holding off of frosts in the Southern fields, but the manufacturers are in a still more favorable condition. An advance in wages at Fall River is a cause of uneasiness as to the labor situation in other mills. Woolens have been slow of distribution on account of so much warm weather, but this is apparently but a temporary delay. Demand is especially notable in the carpet trade, as well as in hosiery, knit goods and silks. Leather and hides are still held at the highest price of the year and shipments of boots and shoes from Boston are 20,000 cases larger than during the same week last year.

To open a bank in the Ohio way only requires a stick of dynamite.

Getting the People

The Use of Prices in General Advertising.

The primary use of an advertisement is not the conveying of information. If it were so, and if it were desirable to instruct the possible patrons of a store as to the price of every article, a better method than using the costly space in a newspaper would be to issue a catalogue of prices as is done by the catalogue stores in the great cities.

What is the primary use of advertising prices? I should say, to interest customers and possible customers. The first essential to this end is to make them as few as possible. It is surprising how quickly the average mind becomes confused and distracted, and thus repelled, by the least apparent complexity of figures.

The use of prices is to interest. To do this there may frequently be some descriptive designation of the article which would appear to make the price seem reasonable, not necessarily low, but reasonable and fair, as compared with the quality suggested. But it is not essential that the price should always be associated with description to be of use. One of the most difficult things for shoppers to do is to make up their minds as to prices. As long as there is no suggestion in this direction the want frequently stands in the way of any consideration of the subject. If, then, there is furnished some suggestion on which the mind may hinge it proves in itself a sufficient attraction. This I apprehend is the principal value of published prices in advertisements.

How many prices should be named? The fewer the better. It does not follow that there should always be but one for a single line of goods, although where their nature will admit of the use of but one it is frequently the most effective. I need only cite such an example as that of the Douglas shoe to prove this point. There is a popular idea that people are interested in the picture of Mr. Douglas which accompanies all his work, but this is not the case. The picture serves a good purpose in giving individuality—something of a designating character—but without the price it would not amount to a row of pins. It is the price, with the suggestion of good quality, that sells the shoes.

The fewer prices the better. Let an interested mother look into a large show window, say of children's suits, showing eight or ten qualities and corresponding prices. The display may be made as attractive as possible and yet it is not long before she turns away evidently repelled by something. There is a chance, a narrow one, that her attention may be monopolized by some particular suit adapted to her needs, and taste, but more frequently she begins to compare the great variety of prices and the consequent comparison in her mind soon sends her onward. Had the display shown but, say, three prices, so selected as to meet the average needs she would have looked longer and likely would have come into the store. There the judicious salesman might be able to meet her requirements at the price which interested her or he might guide her to another mutually profitable and satisfactory.

Multiplicity of prices confuses everywhere. The judicious merchant studies to keep down the variety of prices as far as possible. But when it is necessary to have a great variety he is careful to prevent their acting as a means

STOVES

All kinds of Heating Stoves
FOR ALL KINDS OF FUEL

All kinds of Cook Stoves
FOR ALL KINDS OF FUEL

Majestic Steel Ranges and
Florence Hot Blasts

ARE OUR
SPECIALTIES.

Spaulding & Co

Rubbers are CHEAPER!

The United States Rubber Trust are trying to freeze out the Independent Rubber Manufacturers, and have made a cut of about

20 per cent on all Rubbers.

We Guarantee our price
on Rubber.

If you buy a pair of RUBBERS of us and afterwards find that you could have bought them cheaper of some other dealer, let us know and we will refund the difference.

We will not be Undersold.

You take no risk in buying RUBBERS of us.

We handle the Boston Rubbers
They are the best.

Our RUBBERS are all this year's manufacture, we carried none over from last year. We have a full stock in all styles.

WE SOLICIT YOUR TRADE IN RUBBERS.

S. Buckner.

NEW LINE OF COUCHES.

THERE is a certain feeling of comfort gained from a rest on the couches we sell which cannot be secured from the cheap inferior goods sold in many places. Our aim is to offer only such reliable furniture as will build for us a permanent reputation for selling the best goods at reasonable prices. See the handsome new line of couches.

PUTMAN & EAMES, - Ovid, Mich.

HORSE CLOTHING...

As usual I have a very full line of HARNESSES in all weights and grades.

PLUSH AND FUR ROBES

FUR COATS and BLANKETS. My stock was never larger, more complete than now.

BARGAINS IN BUGGIES

A few special bargains to make room for other goods—come while they last.

A full line of
Men's Gloves, Mittens

T. T. DIXON

A Winsome Woman,

Among her other accomplishments, knows how to dress tastefully and becomingly. To do this she must deal at a store that carries a large stock and has a new stock of everything.

Woman Wants.

We aim to sell out all of each one our stock during the current season.

Our stock of Fall Dry Goods, Carpets, Clothing and Shoes is tempting. These cold days suggest the changes. We have the goods. Come in and see us.

M. B. NETZORG,

Elite's Leading Dealer.
Advertiser of facts.
Established April, 1904

With each fifty cents worth of Tea, I will give, FREE OF CHARGE, an imported Cup and Saucer, like I have for exhibition in my window.

I am still selling the celebrated

COFFEE,

2 pounds for

25c

22 Pounds of Brown
Sugar for \$1.00.

Louis Sawady.

DELICIOUS

PASTRY,

Flaky, crisp piecrust cannot be with ordinary flour, it takes a fine rich flour like

PEARL

HIGH PATENT

The best for bread, cake or pastry. Milled only by

Geo. Wood & Bro.

Makers of Flour in St. Johns for 38 years.

Sold by all wise grocers.

PEARL LEADS THEM ALL.

A Fact That's Pretty Well Known

is the fact that we own none but first class rigs at this barn. When you come or phone No. 82 for a rig, you get a good one. We have gentle horses, rubber tired buggies, and two hacks at your service.

PECK & COMPANY

Successors to Peck & Flynn,
ST. JOHNS, MICH

of confusion to the customer and so repelling him. As far as possible the dealer will adhere to a few definite, round prices, and this will often effect the sale.

But especially in advertising must the number of prices be kept down. Often there is value in the mention of a single one. Frequently one of each of several classes of goods, well separated, will be found valuable. Seldom should the number in any line exceed say three in any case.

Spaulding & Co. are up-to-date in the style and display of their store advertisement. The wording is attractive and the printer has done his work well, except that it would be an improvement to keep a little farther away from the border. This border is one of those unfortunate ones that, unless given abundant room, throw a "dizzy" effect over the whole.

S. Buckner has the material for a good advertisement and, in the main, the printer's work is good. I think the advertiser is making a mistake in guaranteeing the price of rubber goods and offering to refund the difference in case someone is able, later on, to buy goods cheaper, because, under this arrangement, a sale is never a sale until the rubber is worn out and, even then, if a customer hears of a place where rubbers can be obtained at a less price, friction and ill feeling must necessarily ensue. I always like to feel that a sale is a sale; that a contract is a contract; that a bargain is a bargain, and that a deal is closed when the goods are passed over the counter and the money is raked into the till; furthermore, I fail to see wherein any great good can come from a proposition of this kind. It is possible that an announcement of this kind would attract customers, but it strikes me that it would attract altogether the wrong class—the fault finders and the speculators—and that the tendency of such advertising is to educate customers the wrong way.

A good model of writing in its way is the couch advertisement of Putman & Eames. There is just enough for the space and the wording is calculated to gain attention. The printer's work is good, notwithstanding the black face of display type used. The full lines at the top and bottom serve to emphasize the space if it is not so unfortunate as to encounter heavier faces.

T. T. Dixon is happy in saying just enough and falls into the hands of a good printer. The black border is pretty heavy, but the white space helps out, and the adherence to one face of severely plain type does the rest.

M. B. Netzorg writes rather a striking dry goods advertisement, which is not bad for a change. I think I would be content with one of the lines following the signature for this occasion and would use the other some other time.

Louis Sawady writes an advertisement of specialties which can not fail to interest. The price feature is good. The display is poor.

Geo. Wood & Bro. write a good plain advertisement, dignified and calculated to interest. There is just enough for the space and the printer has done well to adhere to one plain style of letter.

Peck & Company write a good livery advertisement, which is handled well by the printer considering the space. He would have done better to make the space a little larger.

Developments in the Clothing Trade.

The developments in the clothing trade are of a pleasing character. The repeat orders that are coming in for heavyweight clothing are such as to indicate that the retailer is doing a business that comes fully up to expectations, considering that the new season is still in its infancy, so far as the retailer is concerned.

The weather of the past two or three weeks has enabled the retailer to move a very fair volume of clothing. He has been able to cut down his stock in certain directions, and is now placing reorders to make up for the sales he has made. The business is coming forward in such a way that certain clothing manufacturers confess inability to take care of their customers' requirements, and are turning down business.

The result of the demand for clothing is that the wholesaler is cutting down his stock, which is by no means large, and in addition he is culling such goods as he can use from the stock of the goods agent for the purposes of his business.

If the recent developments of the heavyweight clothing season are duplicated in the future developments, the clothing manufacturer will have small reason to complain of the volume of his sales except in the matter of impossibility of handling all the business offered. If the progress already noted is continued, the clothing market will be cleaned out to a degree that is unusual.

Of course, there are some important "ifs" to be reckoned. There is the weather problem. Seasonably cold weather is what is wanted to make possible the best results in the clothing market.

One feature of the duplicate heavyweight business that is coming to the wholesale clothiers' hands, and which should give encouragement to the overcoating manufacturer, is that a fair number of reorders coming forward are for overcoats. Cold weather would be particularly beneficial to the overcoat trade. The return business coming forward from retailers on overcoats is already being reflected in increased attention to overcoating piece goods. The interest should grow apace within a few weeks.

Overcoats made of rough surfaced goods, such as vicunas, friezes, etc., are being reordered, the Oxford shade being well represented. Novelty effects are also among the sellers, and, of course, the staple kersey and melton are also represented.

Plain goods, largely of the worsted cheviot and unfinished worsted order, figure prominently in the duplicate demand for heavyweight suits. There is some call for fancy worsteds in dark effects, but the plain goods business predominates.

The wholesale clothier is still insistent in the matter of deliveries of heavyweights yet to be made. There are mills which still owe a large number of pieces of heavyweights. It would seem as though they would be unable to deliver them all.

Some of the children's clothing and pants houses are showing spring goods, but enough time has not elapsed since the first showing of these lines to give further insight into the possibilities and promises of the season.

Probably Got Them Mixed.

"My dear Miss Billmore," sadly wrote young Hankison, "I return herewith your kind note in which you accept my offer of marriage. You will observe that it begins 'Dear George.' I do not know who George is, but my name, as you know, is William."

Only One Manufacturer



No. F, 608

Woman's Dongola Foxed Lace, Turn, Lenox Tip

\$2.10



No. F, 4601

Men's Box Calf, Machine Sewed, English Bal., 1/2 D. S., King Tip, M. S.

\$1.65

We don't mean to say that we're the only manufacturers of shoes, but we do mean that we're **the only one in a central market manufacturing a full line from cacks to creoles, and selling only our own goods.**

Give us a chance to show you how much "snap," as well as honest wear, is now put into the great line of "Western Made Shoes."

Drop a line to Department F if you would like to have a salesman call. It pays to keep in touch with the people who are progressive.

New Catalogue F, just out.

**C. M. Henderson
& Co.**

"Western Shoe Builders"

Cor. Market and Quincy Sts.
Chicago, Illinois

Around the State

Movements of Merchants.

Port Huron—Geo. Hagan has opened a meat market on Erie street.

Hartford—Chris. Kirchner has sold his meat market to Goodrode & Son.

Augusta—H. C. Whipple succeeds Geo. W. Fay in the bakery business.

Wadsworth—Mathew Wurm has purchased the general stock of Wm. Mills.

Uby—Albert Edmiston succeeds John Tyler in the grocery and bakery business.

Petoskey—Samuel Pettingill has sold his grocery stock to L. N. Overholt & Co.

Lapeer—C. M. Campbell has purchased the grocery stock of Henry C. Gillett.

Detroit—Wm. Brenner has purchased the boot and shoe stock of Addison Davenport.

Bridgman—Hebb & Schroer, meat dealers, have dissolved partnership, Wm. H. Hebb succeeding.

Bessemer—The Bessemer Co-operative Society has been organized with a capital stock of \$25,000.

Lansing—C. Blatt has opened a confectionery store in the Smith block on Washington avenue, south.

Perrinton—G. W. Groom & Co., furniture dealers and undertakers, have sold out to E. E. Burchard.

Oakville—John G. Juckett has purchased the interest of his brother in the grocery firm of Juckett Bros.

Flushing—Cameron & Shannon succeed C. A. Cameron & Co. in the furniture and undertaking business.

Bailey—George Seamon has leased the store building of Geo. Hirschberg and will shortly engage in general trade.

Allen—F. E. Burns has sold his grocery stock to Bengé & Co. and C. A. Smith and will engage in other business.

Port Huron—W. Maclaren is the manager of the branch office of the Freedom Oil Co. recently established at this place.

Greenville—Peter Hansen has sold his grocery stock to his brother, L. Hansen, who will continue the business at the same location.

Lake Ann—Wm. Habbeler died recently at Genoa, Ohio, where he was visiting. He was one of the wealthiest citizens of Benzie county.

Owosso—The shoe stock of the late E. L. Brewer will be closed out at the expiration of the administrator's sale now being held by H. W. Parker.

Harbor Springs—Miss Lizzie Hathaway has purchased the millinery stock of Mesdames Runyan & Snyder and will continue the business at the same location.

Monroe—Wahl & Godfrey, dealers in tobaccos and cigars, have dissolved partnership. The business will be continued under the style of Godfrey & Hoffman.

Veizey—Sidney Stark has sold one-half interest in his store building and dry goods and grocery stock to Emery Brown, of Solon. The new style is Stark & Brown.

Quincy—James Pope has sold his hardware stock to Clyde U. Michael, of Fremont, Ind., and Hugh Spaulding, of Reading, who have formed a copartnership to continue the business.

Zeeland—The firm known as Isaac VanDyke & Co., recently formed here, has purchased the buildings and implement stock of John Pyl. The stock will be transferred to the building of J.

DePree & Sons, where the company expects to open an implement business about Nov. 1.

Mass City—The banking institution recently established at this place will open for business about Nov. 15. The officers are: P. W. Scott, President; W. A. Brown, Vice-President, and M. W. Dorn, of New York, Cashier.

Kalkaska—Cole Bros. shipped a carload of squashes to Buffalo week before last and a carload of cabbages to Bern, Indiana, last week. This is the first carload of either of the above vegetables that were ever shipped from Kalkaska.

Escanaba—The cranberry crop is a failure in Delta county this fall. Several thousand bushels were expected to be harvested, but not one-tenth of the amount were picked. The cause given is that the vines were flooded last spring while in blossom.

Hancock—E. R. Godfrey & Sons, the Milwaukee wholesale dealers in fruits and general produce, will shortly erect a new business block for wholesale purposes on Hancock street, adjoining the Mineral Range grounds. The building will be equipped with all modern improvements, including electric lighting and steam heating. The site of the new structure has been leased for a term of years.

Alpena—Chas. E. Cheney, an active business man of this city, who organized the Huron Handle & Lumber Co. in 1896, and which was removed to Onaway last year, when it became the Huron Handle & Manufacturing Co., and continued until it became a part of the Lobdell & Daily plant, has removed to Detroit to become identified with the Forester & Cheney Co., manufacturer of knit gloves and mittens. The concern is located at 39 to 49 State street and employs about 175 men.

Lake Linden—The official statement of the Lake Linden Co-Operative Society for the year ending October 1, 1901, shows that during the previous twelve months the sales at the Society's general store amounted to \$45,578.14. Out of that amount sales to the extent of \$42,000 were made to members of the Society and the remainder, about \$2,700, were made to non-members. The report also shows that the Society's membership was increased by ninety-nine members, bringing the total to 245. A 7 per cent. dividend was paid on the capital stock and also 7 per cent. rebate distributed by the organization on all purchases made during the year.

Mason—Grant G. Carter, a local furniture dealer, was the victim of a peculiar accident Monday. He was delivering a load of furniture to parties living east of the city and suddenly perceived that his load was on fire. Mr. Carter took a horse blanket from the seat and tried to smother the flames, but the high wind helped matters along and he barely had time to unhitch his team from the wagon. In about ten minutes the \$80 load of furniture and the wagon were licked up by the flames, with Mr. Carter powerless to save a thing. The fire undoubtedly caught in the burlap and excelsior around the furniture from a match used to light Mr. Carter's cigar.

Manufacturing Matters.

Kalamazoo—The Spiral Manufacturing Co. has been organized with a capital stock of \$5,000.

Ypsilanti—The Phoenix Reed Co., of Detroit, has removed to this place and has established itself in the Follett block. It will employ a force of from forty-five to fifty men.

Jackson—The capital stock of the Jackson Starch Co. has been increased from \$30,000 to \$35,000.

Jackson—The O. F. Schmidt Chemical Co. has filed articles of incorporation with a capital stock of \$35,000.

Greenville—The Moore Plow & Implement Co. is the style of a new corporation at this place. It is capitalized at \$15,000.

New Haven—The New Haven Milling Co. has embarked in the flouring mill business at this place. The capital stock is \$6,000.

Edwardsburg—June & Allsopp, of Niles, have leased the grist mill at this place owned by Mrs. Daly and will take immediate possession.

Walkerville—A. C. Stetson has retired from the Walkerville Milling Co. on account of ill health. James Gleason will continue the business in his own name.

Detroit—The White Star Portland Cement Co. has filed articles of incorporation with the Wayne Circuit Court; capital stock, \$10,000; incorporators, L. C. Waldo, E. W. Sprague and W. M. Hull.

Detroit—The Marr & Stevens Shoe Co. has been incorporated with \$50,000 capital, 53 per cent. paid in. The stockholders are Herbert J. Stevens, Geo. A. Marr, Arthur G. Holland, Dr. Chas. E. Ford and Edwin O. Krentler.

Munising—Ferguson Bros. will get out about 14,000,000 feet of pine in the woods near this place this winter and will employ about 150 men. They have raised wages to \$35 per month, including board, but at that are finding labor very scarce.

South Haven—Winkle Bros. and E. J. Reed have engaged in the planing mill business and will manufacture sash and doors and interior finishings. They have received two cars of oak and black ash, which they will dry kiln and use for this work.

Detroit—George W. Williams sets up in a bill of complaint that he was for some years engaged in the making and sale of "The Williams Canadian Maple Syrup" from a formula known only to himself. September 25 last, he formed a partnership with Ernest A. Worden, but already the parties are at odds and Williams has begun suit, asking an accounting and the protection of certain rights he claims to the maple syrup trade-mark.

Pontiac—There is a possibility of this city acquiring a large wholesale harness factory. W. R. Strieby, who manufactures harnesses and other horse goods on a large scale at Akron, Ohio, is contemplating a removal to this city, which offers special attractions to that line of business on account of the large number of vehicle factories located here.

Detroit—It is claimed that an amalgamation of the computing scale industries of the United States has been effected by which the Stimpson Computing Scale Co., of this city, and institutions of a similar character in other cities have been united into one company with a capital of \$3,500,000. George H. Paine, Sherman R. Miller and John W. Leggett of the Detroit company, it is stated, step out with a comfortable competence. It is also stated that the deal was engineered by Mr. Paine and a New York broker by the name of Rice. The \$3,500,000 capital stock is divided into \$1,500,000 7 per cent. cumulative preferred stock and \$2,000,000 common stock. Samuel B. Lawrence is President and Henry M. Haviland Treasurer. Both are Eastern men. The Knickerbocker Trust Co. was the underwriter.

Gotten Old Accounts in Good Shape.

Chase-Hackley Piano Co.

Manufacturers of

Grand and Upright Pianos.

Muskegon, Mich., Oct. 17, 1901.

Commercial Credit Company,

Grand Rapids, Mich.

Gentlemen—We have just received to you for check covering your collections on our accounts for the first half of this month and we wish to compliment you on the satisfactory manner in which you are handling this business for us.

When we placed this business in your hands, we realized how uncertain any satisfactory results would be from the fact that we had a great many old accounts which had not been receiving proper attention, but you have gotten these accounts in very good shape and payments are coming in in a very much more satisfactory way than we had reason to expect.

Thanking you for the careful attention you have given our business, we remain

Very truly yours,

Chase-Hackley Piano Co.

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

Men and watches are judged by their works; both have wheels.

WROUGHT IRON PIPE

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Grand Rapids Gossip

The Grocery Market.

Sugars—The raw sugar market remained quiet and unchanged, 96 deg. test centrifugals being still quoted at 3 13-16c. Refiners practically withdrew from the market, for the present being amply supplied with raw sugar, which is arriving in sizable quantities. There were no offerings of sugar pressed for sale and importers remained firm, having sufficient confidence in the market to await further developments. The outlook is favorable and no decline in prices is expected until Cuban sugars are placed on the market. The world's visible supply of raw sugar is 762,000 tons, against 430,000 tons at the same time last year. Reflecting the quiet market for raw sugars, there was little interest manifested by the trade in refined. Business was fair, buyers placing orders for such lots as were actually needed to fill immediate wants, but no speculative purchases were made. Shipments of Michigan beet granulated are received almost every day and demand for Eastern refined is consequently much less than it otherwise would be. The price of granulated is unchanged, but there was an advance of 5 points on certain grades of softs which are rather scarce.

Canned Goods—While the canned goods market is not as active as it was a few weeks ago, yet there is a feeling of security and confidence existing among the holders that bespeaks a healthy market during the balance of the year. These remarks apply not only to tomatoes, but to almost all other lines of canned goods. The general outlook continues very strong and prices show an upward tendency. Tomatoes, of course, rank as the leading topic of interest in the canned goods line, as they have done for some time past. It is the general opinion that tomatoes purchased at to-day's prices are more than safe, but just the same a safer plan would be to buy for current wants only. To sum up the tomato situation as it is to-day, it can be briefly stated: First, the crop was a short one, the pack will be about 40 per cent. less than last year's. Secondly, the shortage extends not to one section, but all over the country. Thirdly, the shortage is not confined to 3 pounds but includes 2 pounds and gallons as well. Lastly, the jobbers throughout the country have not sufficient stocks to last them until the coming year is well under way. Therefore, the logical conclusion is that the present conditions are such as require constant and close attention. The next active article in the list is the different sizes of peas. Stocks of the better grades of these goods have dwindled away until there are practically none of these grades to be had and some dealers will simply have to withdraw quotations on these goods because they will not be able to get any of that quality to sell. There is a better demand for corn, but nothing compared to the interest usually taken in this article when tomatoes are on the advance, as they have been during the past two months. The market, however, is firm and offers at prices below the regular quotations are refused. While every indication points to the largest yield of corn in the history of the State of Maine, yet the acreage all over the country is less than an average and in some states less than one-half the usual crop. Thus the output is less than usual, which makes the demand

for Maine corn greater than usual, and if the demand is kept up for the next month Maine corn of this year's pack will be a scarce article to find in first hands. The peach market is quiet. It is always so during the months of October, November and December. The market, however, is steady and there are no changes in values. Everybody wants pumpkin. There seems to be a general shortage all over the country. The market is very firm and high prices are asked by those who are fortunate enough to hold any quantity of stock. Gallon apples are firm and in good demand. Salmon is easy and in light demand. The Seacoast Packing Co. has reduced prices on $\frac{1}{4}$ oil sardines 35c per case and 25c on mustards and a large number of sales have been made at the reduced prices.

Dried Fruits—The dried fruit market is rather demoralized. The present warm weather is not conducive to buying of dried fruits, but as soon as it grows cooler, we think trade will pick up considerably. Both raisins and prunes show considerable weakness and the market for these two articles is in bad condition. New goods, both prunes and raisins, sold some weeks ago are coming in now and are meeting with a fair sale. The quality of the goods seems to be quite satisfactory. Apricots and peaches are both quiet and with few sales made. Currants continue in good demand from the consuming trade, the lower prices and fine quality of the goods proving very attractive. Figs are firm and are moving out well, especially for the very best keeping grades, which bring good prices. The present mild weather is against actual consumption and the actual consumptive demand is light as yet, but is expected to greatly increase soon. Other dried fruits are quiet and featureless.

Rice—The rice market is very firm. The demand is very good and full prices are realized for all grades. As a result of liberal receipts there is a better assortment to be had and offerings now include all grades from the lowest to the highest. Dealers have been carrying light stocks and have now got to where they are compelled to make further purchases to meet their actual needs. The position of the market is strong and indications point to firm prices for the immediate future.

Tea—Green teas were very firm throughout the week, prices showing fair advance and it is believed that a further advance will be made, as stocks are small. Black tea showed a slight improvement in sympathy with green grades, and some holders have advanced prices on certain sorts. The anticipated increased fall demand has not as yet materialized. Wholesale grocers did not show much desire to replenish stocks and transactions were moderate for the week. The statistical position is improving and prices continue in favor of sellers. It is stated that the Indian crop of tea will be below last year.

Molasses and Syrups—Prices are firm for all grades of molasses and the statistical position of the market continues strong. The trade, as usual at this time of the year, is rather inactive, as a result of the near approach of the new crop. Spot supplies are narrowing daily and stocks will practically be depleted before the new crop begins to move freely. The latest reports in reference to the molasses crop were favorable and the yield is expected to equal that of last season. The corn syrup market is

stronger and prices have advanced $\frac{1}{2}$ c per gallon and 3c per case.

Nuts—Nuts are in quite active demand for both old and new goods. Almonds are becoming much more plentiful now and are selling very well at good prices. Brazil nuts are very firm at the present high prices and the tendency is still upward.

Rolled Oats—The rolled oats market is also improving and prices have advanced 10c per barrel and 5c per case for competitive cases. The market is very firm at the advance and it looks as though this advance would be followed very shortly by another.

Hides, Pelts, Tallow and Wool.

Hides have become scarce and high in value. Eastern tanners could not hold out of the market. They were obliged to have hides to work or stop. They have come in and taken all offerings of light stock at a round advance and prices rule higher. Sales the latter part of last week were large. There is no money for tanners at these prices on present leather values.

Pelts are in light offering at low values, although prices are as high as the market will warrant. The demand is good if the value is not too great.

Tallow is lower, while prices are high for soapers' use. Stocks do not accumulate on a fair value for home use.

Wools are firm in the Eastern market. Prices do not advance and sales are in small lots with no easy spots. The volume shows fairly well at the end of each week. Supplies are sufficient for present wants. The States carry considerable wool, awaiting higher prices that do not come to any extent. Large quantities are being used and manufacturers are well supplied for present needs. The supply is not as large as one year ago on this side, while the world's supply is reported to be large.

Wm. T. Hess.

Has the Erie Telephone Co. Been "Deliberately Wrecked?"
Pinkham in Boston Post, Oct. 26.

The principal feature in the local market to-day was a further break of 5 points in Erie Telephone Co. stock, which sold down to 25. The selling was largely for Lowell account. In fact, a large portion of the sales of late have been for the account of the Lowell bank which has recently suffered at the hands of speculating employes. The Erie Telephone stocks sold by this bank represented collateral held to secure loans advanced to a gentleman who has long been connected with the telephone industry. There is little doubt, therefore, that the Erie Telephone Co. is deliberately wrecked, and this process has been going on ever since the management was compelled to resort to the pawn-shop at the head of the street. At that time, it will be remembered, I sounded a note of alarm. In fact, I have continually advised the sale of this stock since February, 1900, when it was up to 122, and when my contemporaries were urging "suckers" to bite, because it was going to 150. Some people think there are 20 points in selling it now.

The sympathy of the trade will go out to Guy M. Rouse, Secretary of the Worden Grocer Co., in the death of his mother, Mrs. Wm. H. Rouse, which occurred Monday evening. Mrs. Rouse was a woman of culture and refinement, of strong moral character and an exemplary wife and mother.

The Freeman Mercantile Co. has leased the vacant store at 20 and 22 Ottawa street, formerly occupied by Rice & Matheson, and will shortly remove to that location.

GOING BEGGING.

Controlling Interest of the Michigan Telephone Co.

The daily papers have had a good deal to say of late about the option obtained by Dudley E. Waters, of this city, on a controlling interest of the stock of the Michigan Telephone Co. Considerable speculation has been indulged in as to the reasons for obtaining the option and the probable outcome of the situation. As usual, it remains for the Tradesman to divulge the exact facts connected with the negotiations and acquaint the business public with the underlying motives which actuated the principals in the deal.

It is a matter of common knowledge that the Erie Telephone Co., which owns a controlling interest in the Michigan Telephone Co., has long been weary of the investment and has despaired of ever bringing the business of the company up to a paying basis. The other subsidiary companies of the Erie company have been making a little money, but the profit thus made has been more than offset by the losses incident to the management of the Michigan Telephone Co.—losses which it was found impossible to prevent, due to the absorption of so large a proportion of the profitable part of the telephone business by the independent companies. In Grand Rapids and many other places in the State the Michigan Telephone Co. has done business at a fearful loss, furnishing telephone service at about half what it cost, because of its inability to do business on an even basis with the independent companies.

Mr. Waters conceived the idea that he could pocket a handsome commission by obtaining an option on a controlling interest of the capital stock of the Michigan Telephone Co. and effect a sale of the property to the Citizens Telephone Co. of Grand Rapids. In the opinion of the Tradesman the deal will not be made, because, judging by authoritative statements made in Wall Street—which have not been contradicted—that the Michigan Telephone Co. sunk \$235,000 during the first six months of this year, there will undoubtedly be an opportunity to obtain the property on much more favorable terms at foreclosure sale inside of a very few months. If the purchase was made on the basis of the present offer—35 on the dollar for a controlling interest—the purchaser would have to assume \$5,000,000 5 per cent. bonds of the Michigan Telephone Co., \$590,000 bonds of the Detroit Telephone Co. (assumed and guaranteed by the Michigan Telephone Co.), and \$1,800,000 floating indebtedness—in all \$7,390,000—besides a minority interest of the \$5,000,000 capital stock. This can not be done without seriously jeopardizing the income and discounting the future of the Citizens Telephone Co., which the directors are not justified in doing, and are not likely to do.

The offer to sell a controlling interest of the capital stock is an admission on the part of the Michigan Telephone Co. that it has been beaten at its own game—that it has been whipped to a finish by "greenhorns" and amateurs in the telephone business—simply because enough telephone users in every community—patriotic people who refuse to be made cat's-paws of by accepting telephone service at less than cost—have stood manfully and heroically by the independent companies and assisted them to win the most gigantic commercial battle ever fought out in this State.

Hardware

The Manufacture of Fire Brick.

Various processes and labor-saving machines are employed in a modern well-equipped plant.

The manufacture of fire brick has long received a great deal of attention in Western Pennsylvania and throughout the steelmaking districts of the United States owing to the steady demand for such brick for the many coke ovens in these regions. A description of one of the plants engaged in making this type of fire brick that appeared recently in a technical contemporary is of general interest owing to the numerous ingenious methods and machines employed. The clay is blasted with dynamite and powder, preferably the former, as it loosens the blocks designed to come down without blowing the clay in all directions. The clay is loaded into small cars, which travel over a trestle across a creek to the plant. The cars have drop bottoms, and run directly over a chute, leading down into the grinding pans, two in number. The main chute branches, so that the clay can be let into one, the other, or both at the same time. The dry pans are nine feet each in diameter. From the pans the ground clay goes up an elevator 30 feet long. This is made of a traveling belt, on which are steel buckets, 5½x10 inches in size. The elevator carrier drops the ground clay on the screens, which are of the regular galvanized gravity pattern, the mesh being regulated according to the make of clay to be turned out on the run. From the screen the clay travels automatically through a chute to the brick-making machines. When stiff mud bricks are being made the clay goes into a special machine having a capacity of 50,000 bricks a day. Connected with this machine is an automatic cutter which cuts the bricks on a carrying belt as they emerge. The belt then separates the bricks and carries them further where they are taken by handy workmen and loaded on trucks which travel to the transfer, and from the transfer the cars of bricks are run into the tunnels of the dryer at will.

The bricks remain in the tunnel on the cars about twelve hours. As green bricks are added in front of the tunnel, the dry bricks are pushed out towards the rear of each tunnel, and each day are taken out of the rear, where there is another transfer track running parallel with the rear end of the dryer, and also parallel with the face of each of the kilns. The tunnels have a drying capacity of 50,000 bricks per day. Over the top of the drying tunnels there is a large floor space on which special shapes, that is, large shapes, including tunnels for coke ovens, fronts, jams, etc., are dried. It requires from one to two weeks for drying these special shapes. Sometimes this operation is one of the most delicate in the manufacture of fire brick.

To resume the operation of the manufacture of bricks, when they are placed in one or the other of the kilns, of which there are six, each with a capacity of 80,000 bricks, they are burned for five days and five nights. The secrets of burning are said to have been solved after years of trial and study and the expenditure of much money.

The bricks, after being burned, are taken out of a door in the rear of the kilns and loaded directly into the railroad cars on a siding which is parallel with the rear alignment of the kilns and

three feet from it. It is thus seen that the operation of the manufacture from the clay bank until the loading for shipment is continuous, and no brick is carried a foot farther, either by hand or machinery, than is absolutely necessary to give the plant its capacity and the machinery its room for operation.

When soft mud bricks are made the screened clay or silica rock is run into a different machine, which also has a capacity of 50,000 bricks per day. When the bricks emerge from this they are in groups of five and are dumped from the molds on pallets, which are loaded on the trucks and carried into the tunnels, where the operations are similar to those previously described.—American Exporter.

The Jumbo Jobbing House.

A movement to consolidate the jobbing interests of the country into one big concern or company with branches in the principal trade centers, has been agitated in several sections during the past month. A more impracticable or delusive scheme could scarcely have been promoted with so much seriousness.

If the object is to lessen the number of jobbing houses doing business, a number constantly increasing in an inverse ratio to a possible living profit, the very fact of a consolidation throwing out in the interest of economy a number of skilled salesmen whose services could be dispensed with, would of itself assist in the formation of smaller jobbing houses with light expenses, whose efforts to sell would naturally create conditions more antagonistic than prevail at present, and to whom the sympathy of the retailer would be largely extended. The competition which makes a movement of this kind assume any interest, does not lie so much in the competition between individual jobbers, perhaps, as the temptation among smaller manufacturers to market their products to the retail dealers direct from the factory, compelling the jobber to retain his already established trade by making cut prices to meet these quotations.

What's to become of the manufacturer when these Jumbo jobbers consolidate—those who make similar lines of goods, such as steel goods, shovels, axes, horseshoes, etc.? As the consolidation of distributors, it is likely, can not buy of all of these competing producers, won't they be apt to go foraging for trade on their own account, and leave the big consolidation to pare profits a little closer? From a jobber's standpoint, there are enough manufacturers now selling the retail trade direct. Will a Jumbo jobbing house as contemplated lessen it?

It would look to an outsider as though this plan was fostered and encouraged by some old-timers in the trade, who fancy their present business can be disposed of for cash based on a valuation in which "good will" may be largely represented by a paper value. It has been a long time since any possible scale of actual profit has made "good will" a valuable asset. With the present antipathy to trust influences on the part of the people, a strong public sentiment would oppose this Jumbo consolidation at the outset, and which would grow antagonistic to its continuance as fast as other sources of supply were opened to the trade. There is as little likelihood of a consolidation like that proposed being consummated as there is of those embarking in the scheme finding a profit from the operations of so wild a

project, if consolidation were possible.—Hardware.



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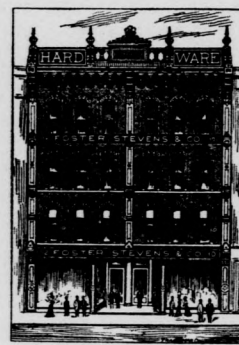
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FLORIDA ORANGES

Are Again Becoming a Potent Factor of Wealth.

The orange season begins in Florida in ten days. A careful estimate made this week corrects the erroneous impression that the output will reach a million and a quarter boxes. It is closely figured by Steven Powers, Secretary of the State Horticultural Society, that 1,100,000 boxes will cover the crop. The rehabilitation of the orange industry in Florida since the fatal freeze of 1895 has shown more development in the past year than in the five years previous, and this great factor in Florida's wealth is becoming potent again. Secretary Powers, of the State Horticultural Society, gave out the following interview to-day in response to various questions concerning the season's crop and the outlook:

"What has been the course of development since the freeze?" was asked.

"Somewhat slow at first, retarded by climatic conditions and the uncertainty of the growers. This year the trees have made a wonderful growth, the crop is fine, and there is widespread encouragement. Probably a million trees were sold last winter, largely for planting in Florida. There is little fear of any effective West Indian complication. The Florida orange, backed by American will and energy, can not be displaced."

"What percentage of the orange groves have been or will be restored?"

"It is difficult to answer. Not over 50 per cent. But new groves are being planted, which will be better than restored groves, more durable, and more healthy. The restoration of a grove, properly done, enables one to secure fruit quickly, but the trees are not so showy as one grown on its own roots from an original setting."

"How have the growers been able to make a living while waiting?"

"Florida has many resources, from the homely farm staples to the most exquisite fruits of the tropics. The growers have lived at home, they have canned their surplus fruits, raised stock and poultry, milk and eggs. For money crops they have shipped melons, cantaloupes, pineapples, strawberries, vegetables. They handle less money, but live better than before."

"On what lines is the restoration of groves being pursued?"

"On the lines of more extensive culture and smaller and more precocious trees. In the northwestern part of the State, the tendency is toward dwarf or semi-dwarf trees, producing fruit two years from planting. There is now in sight in the grove of the Society's President, George L. Taber, eight miles from the Georgia State line, a crop of fully 1,000 boxes, all groves entirely outdoors and on trees which have sprung up from the ground in twenty months, after one of the severest freezes Florida has ever experienced."

"How is this dwarfing effected?"

"Chiefly by the use of the Japanese stock, the Citrus triplata, which is not only very hardy itself, but imparts hardness to the trees budded upon it. It tends to dwarf the orange and make it bear very young."

"Is the fruit from such trees of a desirable character?"

"The fruit is excellent. The saturna, which is a variety of the tangerine, when grown on the triplata stock, is delicious, and matures in October and November. It commands from \$3 to \$4 a box. Not only is it the favorite and almost a monopoly in North Florida,

but it is found to do well in Central and South Florida. At three years a tree on this stock will produce half a box of fruit; at four years a box."

"Is there a tendency to carry the orange industry further South as a result of the freeze?"

"To a certain extent, yes. A number of growers from central counties have planted or purchased groves in the lower counties, while awaiting the restoration of their old ones, and these men have introduced into the extreme South the improved fertilizers and cultural systems to which they were accustomed. Their perfect success has shown that there is nothing in the climate or soil of the South unfavorably influencing the orange. Planting of groves is also steadily advancing in the Everglades, and soon there will be a long narrow margin of groves investing Lake Okechobee, on the southeast shore. Kirk Munroe and hundreds of others are planting acres on the edge of the everglades in Dade county."

"How about protecting groves with sheds and tents?"

"Scores of determined and wealthy growers, and even poor men, are providing protection of this sort. One grove at Deland, belonging to millionaire John B. Stetson, is covered with a vast harbor of fifty-five acres. Many sheds have been erected, costing from \$400 to \$1,200 an acre."

"Will such costly structures ever pay?"

"Yes, with good management. One of these covered groves last winter yielded several hundred boxes of the finest fruit ever sent out of Florida. It sold readily in Jacksonville for \$5 a box."

"Are the tents much used in protection?"

"Not so much as sheds. They are too expensive. The largest one costs up to \$20 apiece. An old-established tree will repay this in one year, or two at the outside. But it takes nerve to spend money at that rate on orange trees."

"About what figure will the crop now ripening reach in your opinion?"

"There are not many more oranges on the trees than last year, but the heavy rainfall and the promises of late growing weather may increase the size, so as to make 100,000 or 200,000 boxes more than last year. The State Horticultural Society has 300 members who are orange growers, and the prevailing sentiment is that Florida will not be able to give the country over 1,000,000 boxes this year. The fruit is of increasingly good quality. Warned by bitter experience, the growers will more generously withhold miniature fruit. They are more generally employing pure chemical formulas in fertilizing the trees, which heightens the flavor and fortifies the carrying quality. The bulk of the fruit will be shipped by Hillsboro, Manatee, Lee and Polk counties. Hillsboro supplies the White House in Washington."

Twelve Pickle Manufacturers Form a Combination.
From the Pittsburg Leader.

A combination of dealers in raw material for the manufacture of pickles has been formed. The deal was consummated in New York, after negotiations had been under way for several weeks. It comprises twelve of the leading concerns of the United States and represents a capital upwards of \$3,000,000. The object of the combination is to obtain a monopoly on the pickle supply not only in America, but also in foreign countries.

F. A. Waidner, of Chicago, a member of one of the interested concerns, passed through Pittsburg yesterday on

the Pennsylvania limited en route for Chicago, after having attended the meeting in New York. Mr. Waidner says that the new organization has been formed with a substantial backing, and promises to become one of the prominent syndicates in the commercial world. It was through Julius Wolfe, the well-known sardine packer, of New York, that negotiations for such a combination were opened, and successfully carried through. The company has bought up all the surplus supply in Germany and Holland, for which an expenditure of more than \$3,000,000 was made.

"The formation of this syndicate has been prompted by the decrease in the crop of this country," said Mr. Waidner at the Union station last evening. "The annual output of cucumbers in America is about 3,000,000 bushels, but on account of the prolonged dry spell during the past summer the crop this year is only 1,500,000 bushels. We have had representatives in Germany and Holland for several months past buying all the stock possible, and as nearly as we can estimate the syndicate has succeeded in obtaining all the surplus stock of these countries."

"We deal only in the raw material. There are comparatively few of the manufacturers that raise their own cucumbers and for this reason the effects of the combination will be felt not only in foreign countries, but in America as well. Pickles will no doubt advance considerably in price. At the present time they are listed at 75 cents a bushel, but on account of the scarcity of material the price will doubtless be doubled. The foreign countries will no doubt be awakened to the fact that we have secured the bulk of their supply. They are now almost entirely dependent upon us for raw material. Under these conditions pickles sent from this country will bring much greater profits than heretofore."

Mr. Waidner stated that no Pittsburg capitalists are interested in the project. There are but twelve companies concerned. He states that the consummation of the deal was completed yesterday morning in New York.

Chicago Packers Prosecuted in Minnesota.

The Minnesota Dairy and Food Commission has gone after several of the large Chicago packing companies doing business in that State for violating the sausage law passed at the last session of the Legislature, and has brought them up with a round turn. In the past the large packing companies have been among the worst offenders against the pure food laws of Minnesota. The sausage law forbids the use of preservatives. So far the Armour Packing Co., Swift & Co. and Nelson Morris & Co. have been fined for violations of the new act.

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E. A. STOWE, EDITOR.

WEDNESDAY, - - OCTOBER 30, 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 23, 1901, and saw the edition mailed in the usual manner. And further deponent saith not.

John DeBoer.
Sworn and subscribed before me, a notary public in and for said county, this twenty-sixth day of October, 1901.

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

TAXING FRANCHISES.

The Supreme Court of Illinois has just rendered a decision of great importance in that State, and one that may exert at least a potential influence in other states, as it may furnish a precedent for action or a foundation for legislation.

There is in Illinois a constitutional provision requiring the State Board of Tax Assessment Equalization to assess for purposes of revenue the capital stock and franchises of all corporations in the State. Although this constitutional requirement has been for some twenty-five years in existence, the law has never been complied with, taxes being levied on the value of the property of corporations.

One of the objects of this constitutional provision was to squeeze out the water, or fictitious values at which the property had been put into the stock account, but did not appear in the assessed values for taxation. But the constitutional mandate has never been complied with, and, as a result, the city has not only lost an enormous amount, but its revenue is not sufficient to meet ordinary needs. The city is badly in arrears to the public school teachers, and they, some time ago, applied to the Supreme Court of the State to issue a writ of mandamus requiring the Board of Liquidation to make the assessment as provided in the Constitution. The court has issued the writ and made it peremptory and final.

By this decision every corporation in the State of Illinois must be taxed on its capital stock and franchise assessed at a fair cash valuation based on market rates. The Chicago traction, gas, electric and other vast public utility corporations must be assessed fully on their stock and their franchise rights. Mandatory order is laid on the State Board of Equalization that these properties be added to the tax lists.

By this decision, concurred in by every member of the Supreme Court, it is estimated that from \$200,000,000 to \$335,000,000 will be added to the assessment lists of Cook county. Twenty-three Chicago and Cook county corporations were specifically mentioned in the plea for mandamus filed by the Teachers' Federation. Their demand that \$268,000,000 be added to the taxable property values for 1900 and assessed against these corporations has now been approved and served on the State Board of Equalization.

The decision opens the way, so those who have won the fight contend, for legal proceedings to collect back taxes for the last twenty-five years on corporation stock and franchises. Heretofore taxes have been collected from corporations chiefly on the small amounts of tangible property unearthed by local assessors.

According to the report by the Chicago Tribune, members of the Board of Assessors and Board of Review assert that Cook county's total assessed valuation of \$365,000,000 for this year will be increased to from \$600,000,000 to \$700,000,000. On the steam railroads alone it is estimated that \$8,000,000 in additional taxes will be gathered in. Of this amount, \$2,000,000 will go into the treasuries of Cook county and Chicago.

The tax levy for municipal purposes in the city of Chicago in 1900 was \$6,953,716. For the last six years the average has been \$6,156,982. Under the present decision this return will be doubled.

For the public school system the levy in 1900 was \$10,026,965. During the last six years the average annual tax for this purpose has been \$7,195,197. Here, too, revenue returns will be doubled. The library tax, averaging \$321,088 yearly for the period of the last six years, will go the same way.

Cook county's tax levy averages \$2,100,000. As in the case of the other governmental dependencies, twice this amount, it is estimated, will be brought in.

It is plain that this decision of the highest court of Illinois is going to produce most striking changes in the operation of corporations and it will insure the squeezing of the water out of their stocks and bring them down to a solid basis. It will operate with special force against trusts which are declaring dividends upon enormously inflated stock shares.

The physicians always say that a temperature of 104 is very dangerous and if perchance it gets up two or three degrees above that for any considerable length of time death is reasonably sure to ensue. In the face of this established doctrine is the statement that a lady whose home is in Penn Yan lived two years, during which time her temperature was never below 108 and frequently rose to 120. More remarkable still is the statement that she was recently successfully operated on for appendicitis and is now reckoned on the highway to a good recovery. This case properly authenticated will go a good way toward lessening the apprehension about high temperatures, although the doctors will undoubtedly designate it as one of the exceptions which prove the rule.

In February, 1900, Erie Telephone Co. stock sold at 122 and President Glidden predicted that it would go to 150. On Monday of this week it sold at 20, and expert speculators predict that it will go to 5 before the company finally collapses. How hath the mighty fallen!

HIGHER EDUCATION OF WOMEN.

"The new woman" is no longer either the slave or the toy of man. She is her brother's equal and coworker. She shares his ambitions and competes with him for the honors and material rewards of success in business and professional life. Not only she herself, but society generally, is less and less inclined to regard her endeavor to make an independent career for herself as a grotesque exhibition of eccentricity or as in any way out of keeping with the essential fitness of things. It would be impossible, probably, to sum up all the causes, all the tendencies, that have combined to induce this altered conception of womanhood. The immediate cause is, no doubt, a changed system of education, or, rather, the adoption of a common curriculum for the higher education of the youth of both sexes. But it has been contended that this forward step has by no means invariably tended to bring about a better mutual understanding and respect between young women and young men of the same rank in life. Mr. W. D. Howells, for instance, says, in the latest issue of Harper's Magazine:

If we are to believe some of the scientific witnesses, civilization is finding the woman of the higher education the most indigestible morsel which it is obliged to assimilate; and the more critical observer of its lighter society aspects has noted that they want a perfect gayety from the fact that the girls seem to know more, or at any rate to have read more, and are altogether brighter and quicker, than the young men they meet.

Now, as a rule, it is hardly to be expected that a woman will admire and love a man whom she regards as her inferior in intellect and all the refinements of culture, unless, indeed, she is attracted by his apparent solidity and strength of character. The woman's imagination, her ability to endow a commonplace fellow with all the noble qualities of a hero of romance, has been for her a source of danger; but it may be that her higher education nowadays has provided her with surer tests of worth and enabled her to study men, even young and handsome men, in the dry light of an atmosphere that is void of sentiment. One, however, may reserve a doubt, for the laws of nature are persistent and some brilliant and highly cultivated women have made dreadful mistakes in men. Be that as it may, the higher education of women, the poorer culture of the average man, is cutting down the marriage and birth rates. "The cold science of statistics," says Mr. Howells, "represents that only about one out of three or four or five educated or coeducated women marry, and of these as few again become mothers, or, if they do, survive the cares and duties of maternity." Insofar as the annual number of marriages has been reduced because women are no longer constrained to marry for a livelihood, the higher or the more practical education of women is not to be deplored; but the prevalent system of female education has been attacked on its own ground by at least one eminent educator who has had ample opportunities to examine it narrowly. Mr. Howells cites the published views of President Stanley Hall, of Clarke University, whose discussion of the actual method of woman's education seems to have been mainly devoted to "the present methods of teaching by text books and the methods of instruction or of suggestion by the teacher himself, which ought to replace the books; the cart-

before-the-horse system of giving the reason of things first, instead of the things; the non-literariness of all schooling; the mistake of teaching boys and girls together after they cease to be boys and girls; the failure of women's colleges because the education they provide does not include the strength for wifehood and motherhood; the physical break-down of most educated women with the birth of one child; the small families that are now the rule among Americans."

Dr. Hall's criticism, whether just or otherwise, is directed only against certain educational methods and can not be taken as conclusive against any and every possible system of higher education for women. The main question is whether the results of that education, by whatever methods it may be secured, necessarily tend to lessen the happiness of society as a whole. There would seem to be something absurd in the contention that young women should be forbidden to advance in learning lest they should become unfit mates for ignorant men. Mr. Howells, for his part, denies the contention attributed to Dr. Hall, that the girl's colleges should educate primarily and chiefly for motherhood. "Girls' colleges," he remarks, "were imagined measurably out of dissatisfaction with the young ladies' schools that taught the accomplishments; but still more largely they arose from the sad sense of the necessity, the generous perception of the propriety, of qualifying girls to earn their living with their heads, since they were too proud to earn it with their hands, and seemed to have a lessening chance to earn it with their hearts. Now, when that chance has dwindled to the vanishing point for so many more of them, shall they be bidden to go and get ready to be married as the main end of their education?"

About once in so often a sure cure for consumption is discovered, and numerous cases are cited wherein it has proved effective and done all that was expected of it. Then after a little while it sinks out of sight and the dread disease keeps right on multiplying its victims. The latest in this line to attract attention is Dr. W. G. Fralick, of New York, who thinks he has found something which will not only cure consumption, but every other germ disease, including pneumonia, hydrophobia, cholera, etc. It is a germicidal fluid which is injected directly into the patient's veins, and once it makes the rounds of circulation, germs of every name and nature are dead. The New York papers speak of the discoverer as a reputable practitioner who makes a specialty of surgery. It is to be said to his credit that instead of patenting his process, thus creating a monopoly of what, if it will do half what is claimed for it, would make him a fortune, he proposes to give it outright to the profession for general gratuitous use. He claims to have made many practical experiments with happy results. He is still at work attesting his remedy and, of course, everybody hopes it will be entirely successful. So many have been the disappointments in this direction that physicians and others will not be too sanguine until demonstration has absolutely determined its efficiency.

Anybody who has tried to get to a Chicago postoffice window to purchase stamps will understand and sympathize with those people who resorted to tunneling.

FREE PASSES ON RAILROADS.

Every year or so the railroad people get together and threaten to abolish the free-pass system so generally in use among the various companies, despite the prohibitions of the interstate commerce law and many state statutes.

The United States interstate commerce law prohibits the giving of transportation free to secure business, or as a favor to a heavy shipper, when nothing of the sort is given to a less important customer. Many state laws enact that their public officials shall not use free transportation, the law being based on the idea that such passes are in the nature of bribery and corruption.

No matter what degree of attention is paid to the laws, the fact exists that great number of passes for free transportation are yearly issued to all sorts of persons. The various companies have been in the habit of extending free rides to the officials of every other company, and, under certain circumstances, to even the humblest employes thereof.

In many cases transportation is used in payment for debts or otherwise in a business way. The Chicago Railway Review thinks that, while the correct policy would undoubtedly be to cut off all passes given for business reasons, there are yet many men in the railroad service who assert the right to buy business and claim that it can be purchased with passes at less cost to the railway than in any other way. These men can issue passes, and so long as that is possible they can control the situation.

Despite all the talk about abolishing free passes, the day is very far distant when it will be done. The railways are constantly asking favors from Congress, from state legislatures, from city councils, and they are always in court. They would not dream of withdrawing their favors from the public officials upon whom so much depends. It can hardly be considered that public officials of any high class could be bribed with a free pass on a railroad, and much less could it be suggested that any judicial decision would be affected by a free pass on a railroad; but to withdraw a privilege that has been extended from the beginning almost of railroads would be construed as a sort of unfriendliness of which the railroads would not be guilty. Whatever may be the rule with other public officials in the acceptance and use of free transportation on railways, there is at least one branch of the public service whose officials are above criticism in this respect. These are the members and employes of the Interstate Commerce Commission. They always pay their fares. These officials have more business with the railroads than do any others, and this fact puts them above suspicion.

AMERICAN AND OTHER HOGS.

There are two varieties of the American hog that have become notorious, if not distinguished. One sort is the four-legged porker whose savory hams and other important products make up so large a portion of the world's food. The other is the two-legged animal which makes itself so odious by monopolizing with its baggage and other belongings the seats in a railway car, and by other hoggish and unbearable behavior.

It is doubtful if our two-legged hog has a rival anywhere, but the four-legged species has to some small extent in the world's commerce.

The fact that hog products form the largest single item in the exportations of the United States, having exceeded

last year by two million dollars those of manufactures of iron and steel, whose exports have attracted so much attention, lends interest to some facts which have just reached the Treasury Bureau of Statistics regarding the remarkable development of the hog-packing industry of Denmark. This information is published in the Danish Export Review, and shows that the number of head of swine in Denmark has increased from 301,000 in 1861 to 771,000 in 1881 and 1,168,000 in 1898, the latest year for which statistics are available. The prohibition of the importation of live hogs into Germany and the United Kingdom, which countries were Denmark's principal customers in this line, resulted in the establishment of slaughter-houses in Denmark and the increase in the production of Danish bacon and hams in recent years has been phenomenal. The exports of hams and bacon from Denmark have grown from 9,120,000 Danish pounds in 1878 to 129,700,000 Danish pounds in 1898; the value increasing from 4,110,000 kroner in 1878 to 47,080,000 kroner in 1898, the value of the crown being 26.8c.

As a consequence of the change from the export of live swine to that of slaughtered animals, the slaughter-houses have risen to the greatest importance in Denmark during the last ten or fifteen years. While formerly the slaughter-houses belonged to private individuals, a large number of joint and co-operative slaughter-houses have been established during this period. This movement commenced in 1887 on account of the German importation prohibition when it became necessary to kill a considerable number of swine which were formerly sent to Germany alive.

Since no European country possesses anything like the vast corn fields of the United States, in which the best classes of the American hog are fattened, and do not possess any maize or American corn, save small quantities which are imported, the European hogs must be fed to a great extent on slops, swill and refuse of various sorts, and are more apt to be affected by the various diseases to which hogs are liable than are the corn-fed porkers of the United States. For freedom from such diseases the American hog and his products should stand first in the world.

The United States Department of Agriculture will have about 37,000,000 packages of flower and vegetable seeds to distribute this winter, but this year it does not propose that much of the seed shall be sent broadcast or given a chance to fall on stony ground. The change will more particularly apply to the seeds of cotton, forage crops and tobacco. Hitherto much of the seed has found its way into sections where there was little likelihood of its finding its way out of the envelopes, much less being cultivated successfully by the recipients. In the case of tobacco, the seeds of the Sumatra and Havana varieties will only be sent to Florida and certain parts of New England, where their cultivation has been successfully carried on under muslin-covered sheds, and thus simulating tropical conditions. Types of tobacco plants will be sent to other sections, where the natural conditions are conducive to their successful cultivation.

Proficiency proceeds from practice. By working we learn how to work. Inability is no excuse for idleness.

WILL THE PAN-AMERICAN PAY?

A question which Buffalonians are asking themselves about the Pan-American and answering quite extensively in the negative is, "Will it pay?" As their great exposition approaches its close it is discouragingly apparent that the investors will have no returns. Not only will there be no dividends, but no principal coming back. The money paid for stock and second mortgage bonds in the show has gone, and gone for good. They will be lucky if there is not an assessment to pay up the balance. The managers, much as they may regret this state of affairs, can not be reasonably blamed for any acts of omission. In the first place the Pan-American is a splendid exhibition, and in the second place no other show of its kind was ever better advertised. Even more might have been spent to good advantage in this direction. Although the people came by the hundreds of thousands from all over the country, they did not come in sufficient numbers to balance the ledger.

The Pan-American has been subjected to a variety of mishaps and drawbacks which no one could foresee. The month of May saw rain almost daily, and from the first of June until the first of November there has been sufficient moisture to keep the lawns green. Then the assassination of President McKinley had a very depressing and indeed disastrous effect upon the business. September was expected to be the banner month, and under other circumstances the attendance would have been much larger. The real reason why the Pan-American was not a greater success is probably found in the fact that Buffalo is not a big enough city for such an enterprise. The show lacked the national feature of the World's Fair at Chicago. It savored more of a municipal enterprise undertaken to boom a thrifty city. The attendance at Buffalo from the large cities, such as New York, Boston, Philadelphia and Chicago, has been by no means what was expected. New Yorkers in particular felt that there could be nothing at a smaller town like Buffalo which could not be seen in the metropolis. The great bulk of patronage has come from the smaller cities and the rural districts. The show would have paid New Yorkers for a visit, but they could not be induced to take that view of it. Buffalo failed to draw from the greatest centers of population. So in a sense it was less the fault of the fair than of its location.

The question "Will it pay?" must be answered in the negative, certainly in so far as the enterprise itself is concerned. Then the other question is whether or not it has paid Buffalonians to make this investment, figuring in the returns of increased business and the value of the advertising it has brought to the city. Surely a great many people in Buffalo have made more money this season than in any previous two years, and such can safely say that for them it paid. It is reported that the street railway system put \$100,000 into the Pan-American and that it will make ten times that amount before the show ends. One of the big department stores is said to have taken \$15,000 of the stock, and its business this summer has been phenomenal, so that the proprietors do not at all regret their contribution. These are only examples. The regular hotels have coined money and hundreds of thousands of dollars have been taken in in the aggregate by those who opened their private resi-

dences to lodgers. It has been an annoyance to such, but has been profitable. Many who went into the hotel and boarding house business extensively for the fair alone, are heavy losers. It is likely there will not be the reaction and collapse at Buffalo which followed the World's Fair at Chicago. It is understood, however, that there is a good deal of dissatisfaction and regret in Buffalo, and the experiences there will prove an uncomfortable and unhappy warning to St. Louis, which certainly has no such splendid territory to draw from as that within the 200 or 300 mile radius of the Pan-American. There is reason to believe that the exposition business is being overdone.

There is a lamentable ignorance on the part of many people, and especially young people, about the duties and the powers of the minor as well as the major offices in towns, cities, counties and state. The subject is now taught more or less, but how many children in the common schools can tell at the first asking what are the municipal offices of a city and what are the duties of a mayor, an assessor, a supervisor, an alderman and a constable, or of the several ward offices? In these days of political equality clubs, when the women are arguing for their right to exercise the elective franchise, the girls as well as the boys have need of this information. If they grow up understanding the duties and responsibilities of the several offices they will have a better appreciation of the importance of putting good men into all these places. The youths will grow up better citizens if they are taught the fundamental principles of town, city state and national government. It will be answered that all these things already find a place in the public school course. The suggestion is that the place is not sufficiently important, that the pupils do not properly appreciate all that is involved in the subject of civics. Without in any sense arguing for the introduction of any particular text book, the Tradesman believes there is room for a strong plea that this subject be more generally and thoroughly taught, particularly in the rural schools, where shortcomings in this direction are the more noticeable. The rising generation should be educated to a full understanding of the fundamental questions upon which they will have to pass when they reach the voting period. There is little danger of teaching civics too thoroughly in all the public schools.

Freight rates on railroads in the British Isles are about four times higher than the rates on American lines. There is a vigorous demand that they shall be reduced and if the demand is complied with it is predicted that there will be an immediate increase in the output of British manufactures. American railroads have a more costly equipment and pay better wages to their employes and yet earn bigger dividends on smaller charges. Various British railroad managers have lately been over here to enquire how they miss the profits with all the conditions in their favor.

California being a land of fruits and flowers is naturally also a land of bees and honey. The crop of honey produced there grows larger every year. The bees are kept incessantly busy. One man has his hives on railroad cars and moves them from place to place, as the blossoms of the flowers suggest.

Dry Goods

Weekly Market Review of the Principal Staples.

Staple Cottons—The advance of $\frac{1}{8}$ @ $\frac{1}{4}$ c per yard on Fruit of the Loom, Lonsdale, Rivals, Hope and others is the strongest evidence of the fundamental strength of the market. Agents hardly expected these advances so soon, but it was due to the persistency of the buyers in demanding forward contracts. Agents could not guarantee present prices and, to protect themselves, made these advances. These prices will undoubtedly be followed by advances on other tickets. Denims are without further change in price but the market rules exceptionally firm for all weights.

Prints and Gingham—The market for both prints and gingham is well sold up and there are remarkably few stocks to be found of either staple or fancy calicoes, and buyers who are in need of immediate supplies find it difficult to fill their wants, or even a small portion of them. Blacks and whites and grays are cleaned up and many lines of reds and checks. There are a few scattered lots of fancy prints, but they are being rapidly taken up. Gingham in both staple and dress lines are very scarce as far as desirable patterns go. The market is therefore firm for both prints and gingham. Fine grades of wash fabrics have sold very well for spring. In a number of cases it is reported that next season's production has been already practically sold up.

Dress Goods—The past week has not been prolific in developments in connection with the spring-weight woolen and worsted dress goods. The fact that buyers as a rule, have gone a long way towards completing their initial selections naturally has the effect of cutting down the volume of orders coming forward for forward delivery. The demand for lightweight fabrics is likely to continue more or less restricted until the wholesale buyer has had an opportunity to test the attitude and desires of his trade. From the outset of the season it has been evident that buyers were not altogether free from doubt as to the comparative promises and possibilities of the various fabrics. The buyer has operated in a fairly liberal manner on staple goods, but it has been liberality tempered with conservatism. There has been no unusual rush, no plunging in the buyers' operations, and it is the general belief that the orders as placed will be undisturbed. The manner in which they are to be augmented will depend on the stand taken by the retailer. Everything points to a season of popular demand on staple cloth effects relieved by a good-sized business on diaphanous fabrics of the single yarn variety for evening and house wear. There has been little in the developments of the market to date which can be interpreted as distinctly favorable to the manufacturer of fancy goods. While business has been done on both domestic and foreign novelties, it has not been on goods of a striking character, and the true possibilities of this branch of the business are not clearly disclosed. There are fabrics bordering on the fancy on which fair business has been done. For instance, worsted pin stripes have been bought in a careful way by garment makers and for sale across the counter. Some business has been reported on cotton and worsted plaids, but the general opinion is not favorable to plaids.

Carpets—The tone of the carpet market from now up to the middle of No-

vember will not be likely to show any material change. No new business is being done, as this is a between-seasons period. Really nothing will be done in the way of getting orders until the large Eastern mills formally open the season, as has been the case in past years. This opening is expected to occur sometime in the early part of November, but just when no outsiders will know for some time yet. At present mills are overhauling what machinery is idle and getting what supplies are needed for the new season. As a rule, however, mills are well employed on duplicates for fall orders and many manufacturers will find little time to make repairs before the new spring season will be upon them with a rush. In Philadelphia, however, where the bulk of the goods made are ingrains, the business of the past month or two has been so dull that manufacturers are nearly all at this writing, ready to begin on spring goods. While it is true that even the manufacturer himself does not know what next season's prices will be, it can be fairly assumed that prices will show no reduction over those of the past season. With the present strong position of wool and wool productions, there is every reason why an advance should be made. It remains to be seen, however, what the "big" carpet corporations will do, and if their prices are quoted so low as to be distasteful to the smaller manufacturer, he must nevertheless grin and bear it. The prospects are that the big Eastern mills feel the strength of the wool and other markets as keenly as do their small competitors, and it is generally believed about the trade that the next season's prices will show the true situation. Philadelphia ingrain carpet yarn spinners want 3@5c more this season than last on account of the corresponding advance in wool and orders to some extent are being taken on that basis. Spinners are all, as a rule, firm, and it will be no fault of their own if prices of yarn should show a weak spot. Worsted carpet yarn spinners are not placed in a position yet where they can take orders for next spring's goods, but it is generally believed that the new prices will show a much larger advance than those on ingrain yarns. Three-quarter goods mills are still devoting the bulk of their machinery to duplicate fall orders, but some time is given to samples for the new season. Some mills have preparations all made to make the new lines, but are waiting for the Smith and other large manufacturers to make the prices. While the majority of the Philadelphia ingrain mills are idle, awaiting the opening of the new season, there are a few who are working on duplicate orders to a more or less extent. Those mills which are running are in most cases those which turn out the better grade of goods, such as the all-wool ingrains and three-plys. When the Hartford and Bigelow companies open up their lines, some new business can be expected to be done.

Smyrna Rugs—Rug manufacturers are enjoying a very healthy demand for their products at the present time, with good prospects of a long continued spell of good business. Some very fine designs are being shown in Smyrna rugs, which are attracting the whole buying public. Wilton rugs are also in very good request.

On November 5 the price of American shirting prints will be advanced to 4 cents. Until then we will sell what is in stock at $3\frac{3}{4}$ cents. Send in your orders early.
P. Steketee & Sons.

Much of the money that England is spending on account of the war in South Africa comes to the United States, for here a large amount of the supplies is purchased. Nearly all the horses and mules used in the army are bought in this country. Great quantities of food products are also taken from the American markets. So in a way the war might be considered a benefit to the United States. That, however, is not the case. The war is a detriment to American trade in manufactured goods, the demand for which has decreased on account of the disturbances in South Africa. It is a rich country, and Americans are much interested in its development. Activities of all kinds have been, to a large extent, discontinued pending a decisive result of the hostilities, which have been protracted beyond all anticipations. The British army in South Africa is composed of over 200,000 men, the largest force of red-coats ever engaged in a foreign war. The Boers are only a handful, but their capacity for fighting is apparently unlimited, and nobody is able to prophesy when their resistance will be overcome.

The secret of American inventiveness has been discovered by an Englishman. It is due to our patent laws. He wants England to adopt them and thus stop English inventive genius from coming to this country. American inventions are of course protected by patent laws; but it is rare that an inventor reaps the full reward due his genius. Necessity is truly the mother of invention here. Americans invent things because they can not help doing so. They are inventors by nature.

There Is Every Indication



that the sale of the shaped muffler will be greater than last season. The patterns are pretty and values much better. We have a big assortment. Prices:

\$4.50 to \$7.00 per dozen.

We also show something new—a muffler for the little "little fellow." Price:

\$4.00 per dozen.

All orders by mail receive prompt attention.

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

WHERE LINEN IS MADE.

Prices Are Up and the Designs of Rare Beauty.

The girl who has to buy her trousseau this year is in hard luck, if money is a scarce article with her. Her household linen will cost her a pretty penny, and if there is one thing upon which the normal woman refuses to economize, that thing is linen.

For several years the prices of table linen, towels, etc., have been steadily rising, and this season finds them higher than ever. Yet, for the first time in four years, the merchants say the linen trade is booming. For three successive seasons scarcity of flax has kept prices up and buyers have waited for a decline. Now prices are still up, but the need of the buyers has become urgent, and so the trade rolls merrily along.

The girl who has a linen chest is proof against the vagaries of the linen market when she comes to the point of marrying and furnishing a house. It is a pity that the trousseau chest idea is not more popular in America, for it is one foreign custom well worth importation. Once in a while even here, a sensible mother does start a linen chest for her daughter, and, although, at 10 the child probably does not see the beauty of fine napkins and would prefer a doll to the handsomest of tablecloths, later in life she will rise up and call the mother blessed.

There was never a time when damask was lovelier than it is now. The quality has not improved; at least the finest damask is no finer than it was centuries ago, but new designs appear each season, and many of the modern designs are very beautiful. For all white damask Ireland and France hold the palm. One hears more of Belfast linen than of French linen, and the plain linen cloth woven in Ireland is perhaps the best in the world. But when it comes to figured damask the quality of the French linen equals that of the Irish, and the proverbial French genius for artistic designing produces marvelous results.

Ireland has an advantage over France in her climate, and that same moist climate has enabled her to keep her place in the linen industry of the world. But France overcomes that difficulty by importing Irish yarn, or in many cases sending its own flax to Ireland to be spun into yarn there and shipped back to France. In order to spin very fine linen yarn the threads of the flax must be kept moist. Continental manufacturers have tried to manage this problem by providing artificial moisture in the factories, but nothing quite equals the natural dampness of the Irish air.

Irish flax is good, but other countries raise as good. In fact, Ireland imports about seven-eighths of the flax used there from Russia, which is the great flax producer of the world. Belgium, Germany, Italy, all go to Russia for flax, but in many localities throughout Europe small quantities of flax are grown which in quality surpass anything that Russia has to offer. The finest flax of the world is raised around Courtrai, and it is from Courtrai flax that the most exquisite of the cobweb handkerchiefs in which women delight are made. But the Courtrai flax is too fine to be spun in Belgium, and almost all of it goes to Ireland to be spun there and reshipped.

There is another linen besides the plain white linen stuff in which Ireland leads the world. In the cheaper grades of hand-embroidered linen, hand embroidered for the masses, Ireland has everything her own way. The work has been going on there for hundreds of years and no other country can compete with Ireland successfully at it. In a certain kind of hand embroidery the French are past masters, but embroidery costs in France twice what it does in Ireland, and the cheap grades of French embroidery will not bear comparison with the Irish.

When it comes to fancy linens, colored damasks, linen elaborately bordered, embroidered, hemstitched, etc., Germany and Austria have their innings. Leaving white damask out of the question, although beautiful white damask is woven in both Germany and Austria, all of what wholesale dealers call the ultra fine linens are from these two countries, and most of them come from Silesia. All of both German and Austria Silesia is given over to the linen industry. It has always been so. Back in the middle ages the linen weavers of Silesia were turning out goods quite as fine as those they produce now.

The land is unspeakably barren and poor. For centuries linen has kept the whole population alive, although the money earned by a weaver seems hardly enough to keep the breath in anyone's body. The work is done on hand looms, as the finest linen weaving is done everywhere, even in this day of improved machinery, and the grim Teutonic patience of the workers has given them control of the market for tedious, intricate work. Every girl grows into a linen weaver, inheriting the traditions of generations before her; and, for a possible \$2 a week she works away with infinite patience year after year, on fancy colored table linen, elaborate towels, bureau scarfs, tray cloths, etc.

Many of the designs used by the workers to-day were used by their ancestors centuries ago. The three crescents intertwined, which is a favorite Silesian pattern, is the crest of the old dukes of Poitiers, and many feudal coats of arms and insignia are woven into the linens for modern homes. Many of the dyes, too, are the same that were used in the middle ages, but modern taste has led to the introduction of a host of new tints and shades, all of which are warranted fast colors and handled with consummate art.

The American woman who buys a blue and white German damask breakfast cloth for, say, \$6, seldom realizes that every thread of that cloth with its intricate design, which is the same on both sides, and its elaborate border, was woven on a hand loom by some woman across the water, and the fact that, after including the cost of shipping and handling a 50 per cent. customs duty and the profits of manufacture, wholesale and retail dealers, the cloth can be bought for that amount gives one harrowing ideas of the value of hand labor in some parts of the civilized world.

There are some domestic linens, but they are, for the most part, nearer a mercerized cotton than linen, and it is only necessary to lay them beside Silesian colored damask to see the infinite superiority of the product of the country where linen is a tradition.

In Russia, although flax is everywhere, no fine linen is woven. The chief manufactured linen exported from Russia is in the shape of coarse kitchen towels. And, apropos of towels, although vastly different from those produced in Russia, Italy sends out fancy huck towels which are the most expensive in the market. Their value is due, not to the quality of the linen, although that is fair, but to the wonderful elaborateness of the knotted fringes which, in some cases, are a yard long. Such towels are not adapted for service, and are the despair of the laundress, but the fringe is a work of genius, and nothing like it is produced anywhere else in the world. Even in Italy the fringe knot is rapidly becoming a lost art, and the time will probably come when these guest room towels, now sold for possibly \$10 or \$12 apiece, will be worth many times that amount.

Mexico and Japan have unique places in the linen goods field on account of their drawn work linens, but the Mexican linen is poor in quality and the work is much inferior to that of the Japanese, which is done upon the Japanese grass linen.

Up to the present day the linen indus-

try has cut little figure in the United States, but it is growing, and machine-woven linens will doubtless be produced in great quantities here in the course of time. The cost of labor in this country will prevent competition in the hand woven goods, but the domestic output of the cheaper grades of linen is increasing each year.

The yarn for this industry is imported. America is, next to Russia, the greatest flax-growing country in the world, but our flax is raised for its seed, and goes into oil. Experiments have been made with a view to utilizing its fibre for linen manufacture, but it has been found that the growth of American flax is too rapid for that purpose. It matures too quickly to produce a fine fibre.—N. Y. Sun.

An Expression Peculiar to the South.
From the Washington Post.

"My opinion of the business instinct of Washingtonians has increased greatly since I came here," says a Louisiana woman who has just come to make her home here, "but I can't say as much for my trust in their straightforwardness. Yesterday my little girl went to the grocery store with her mammy, and after they had bought quite a lot of supplies the little girl said something that the clerk did not catch.

"What does she want?" he asked mammy.

"She wants lagniappe," mammy explained.

"The clerk looked puzzled, but he wasn't going to confess it.

"I'll see if we have it," he said.

"Was there any particular make or brand you wanted?"

"And when he returned from a conference with the proprietor, he said:

"No, little girl, we are all out of lagniappe this morning, I'm sorry to say, but we're expecting some in every day."

"He really didn't know what lagniappe is, but he made a bold bluff. Lagniappe? You don't know what it is? Why, where were you raised? It's what the shopkeeper gives you when you've bought something. It's a stick of candy or an apple or a banana or something like that, just thrown in by way of compliment. Lagniappe! Why, every Southern child asks for lagniappe when it is sent to a shop. But figure to yourself that that grocer's clerk had never heard of it, but wouldn't own up! Where were you all raised?"

At the Burial of a Dog.

Small friend, of faithful heart and liquid eyes,
We give thee to our Mother Earth again,
And thank thee for thy friendship. We are men
Who pride ourselves that we are very wise;
We throw our glances upward to the skies,
Yet can not tell what death is. Even when
Thy little spark of life escapes our ken,
We're left to grope in sad and blind surmise,
Dear dead companion! Would that thou could'st know
What human tears are shed above thy grave!
How human-like we felt thy love to be!
Arthur Ransom.

**Bigger Box.
Same Price.**



Enameline
THE MODERN STOVE POLISH
IMPROVED QUALITY



**Liquid===
Best Yet!
Fire Proof!!**

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

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

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

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

Shoes and Rubbers

Returned Goods One of the Results of Late Buying.

The present season has witnessed the return of more goods than at any period during the last decade. Thousands of cases have been returned to the manufacturers and jobbers by retail merchants, with the excuse that they were not up to sample. Few retail merchants appreciate the fact that the fault lies solely with themselves, and that they should be censured for receiving these unsatisfactory shoes, as well as the man to whom they gave the original orders. During the early part of the season many retail merchants, being nervous about the condition of the market, were not willing to take chances and order with the same freedom which they have in previous years. Their stock was entirely depleted before they even placed any orders for delivery the consequence being that the ink was not dry on the order blank before they were clamoring for shipment of their goods.

Men who make any pretense of being shoemakers know full well that shoes can not be turned out on one or two days' notice, and they are also aware of the fact that theirs is not the only order in the works. And yet knowing that these conditions were so, dealers held off their orders until the very last moment, and when placing same they did not ask the salesmen when they could have the goods, but in the course of two or three weeks began sending letters to the manufacturer requesting immediate shipment. They not only expected the goods within that time, but they also were so unreasonable as to reject those that were not up to the grades which, in other seasons, they had given the manufacturers twelve and fourteen weeks to make. This is manifestly unfair, and if the mistake is on the dealers' part they ought to bear the blame, no matter what the cost might be.

Manufacturers do not make such large profits on their product that they can afford to have this wholesale return of goods, especially when the fault is not their own. If the merchants had purchased sample lots of shoes from some manufacturer or jobber with whom they had no account, no doubt they would have kept them and placed them in stock, blaming only themselves for the slip they had made. But because they realize that the manufacturer can not afford to lose their account they impose upon him by rejecting goods which very often can not be sold to other merchants, owing to their individual names or trade marks being worked in the top facing or stamped on the soles.

The worst feature of this is that many of the returned goods are so little inferior to the ordinary standard that it is difficult to discover the difference, and it is ridiculous to think that a shoeman can be so narrow-minded as not to give the benefit of the doubt to the manufacturer at this season of the year and keep the goods, especially when he needs them so badly. By returning shoes on so slight a pretext a merchant is simply standing in his own light. This hypocritical spirit is unprofitable, and the sooner shoe men realize it the better it will be for them.

The sentiments expressed do not altogether exonerate shoe manufacturers, who, knowing all of these diversities, have allowed their salesmen to go along taking order after order, when they

were aware that it was utterly impossible for them to turn them out on time. Salesmen have promised shoes to merchants this year on an unreasonably short notice, and this in view of the fact that they then had in their pockets letters of complaint from old customers, claiming they were six and eight weeks behind with their orders.

This bad policy sooner or later is bound to react upon the manufacturers who continually fill their desks with orders far in excess of their output. Shoe merchants place their orders so close to the season nowadays that they can not afford to do business with men who are unable to ship on time, and if they are disappointed once they will not order from the same house a second time.

One or two of the more conservative houses have called their salesmen in from the road, and in this way they have averted the storm which is now hovering over the heads of so many. In some instances they have refused large accounts from concerns with whom they have not done business before, giving as an excuse that they are unable to fill orders which they have on hand and in any way do justice to their old customers.

Shoe merchants must not be too unreasonable. This is an exceptional year. Manufacturers can not secure help. The demand for shoes is stronger than in many years past, and every one must suffer in consequence.—Shoe Retailer.

To What Extent Is the Jobber to Blame?

"Speaking of samples," said a Boston jobber, "why don't you get after the jobbers who order first grade finishes on the samples for their second and third grade lines? Their action has forced the trade generally to do the same and so we have the system of samples that do not sample."

"But why do you locate the blame on the jobbers?"

"Well," was the reply, "to my mind the jobbers or some of them had an idea that the fine finishes would be a great help to the salesman because neither the average salesman nor the average dealer is a good judge of quality or materials. The jobber is supposed to be and usually is better informed, and in dealing with the jobbers the manufacturers could not afford to take any chances of misrepresenting. Some over smart jobbers when placing orders give specific instructions for the samples with a view to making them more attractive. Then, of course, salesmen from other houses must meet the competition with equally good-looking samples and so it goes through the whole trade."

"But do the jobbers or manufacturers either gain anything by this policy?"

"On the contrary it is certain that they lose. If the average dealer is shown the grades at say \$1, \$2 and \$3 with so little difference in the samples that it takes an expert to pick out the best, the order will naturally be given for the \$1 grade. When the goods arrive there will be dissatisfaction and possibly returns and there will be more trouble when the wearers are heard from. If the samples were taken from the cases in each line the difference in the grades would be so apparent that the buyers would see the advantage of the better grades and order accordingly. As it is now a good salesman who aims to hold his customers is careful to explain that the samples are

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.

The Stamp of Approval

When good old reliable merchants buy our own make shoes year in and year out, buy them over and over again and keep right on buying them, that shows the Stamp of Approval.

Herold-Bertsch Shoe Co.

Makers of Shoes,
Grand Rapids, Mich.

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



made for show samples and are not real samples of the goods."

"How about the samples of the manufacturers selling direct?"

"There is less trouble with them because such manufacturers sell mostly in the better grades and there can be but little difference in the quality although there may be some extras or a little more care in the details of the finish. The trouble with the jobbers that they have in a great measure brought upon themselves is that by imitating the better lines with the samples of inferior grades they have discredited themselves and thereby forced their trade into the cheaper grades that allow little or no profit."

"But do not the dealers soon learn the difference?"

"That's just the point. The dealer does learn and turns to the manufacturer for his best grades. If a jobber's salesman offers a really good line the dealer who has had experience with the cheap grade samples thinks that he must make the same discount on the better grade samples and does not care to risk an order. Then, too, the samples themselves do not show the difference in value which the prices of the regular lines call for and the buyer naturally thinks that the prices on the better grades are too high."

"What is the present tendency with samples?"

"I think the better class of jobbers realize the mistake of fancy samples and are getting closer to actual samples. It is found that the buyers are much better satisfied when they can see exactly what they are buying, and that the better grades are given a decided preference where the quality is clearly apparent. Such jobbers aim to make regular customers rather than single sales to new victims and their policy is a winning one. I am hopeful that we will gradually get back to samples in all branches of the trade, and if you can help the movement along you will surely benefit the industry. I might add that the sample question is even more important when it comes to the export trade, but that has to do with the manufacturers more than the jobbers."—*Boot and Shoe Recorder.*

Best Aid in Selling Shoes Is Often Neglected.

Without doubt one of the things which has helped the most to build up the modern department store has been the appropriate and tempting display of the goods for sale. It has been quite truly said that "goods well bought are half sold," and it is equally true that when goods are well displayed the other half of the sale is all but made. There is not much chance for the exercise of the higher class of salesmanship in such a case. About all that is needed is a polite person to take money and say "Call again."

But the average shoe store confines its efforts in displays to more or less meritorious window trims, really too often in the lesser class. The window can be profitably augmented by showcases and tables inside, and also by cases outside. Then why is it not done? Among the principal causes of this neglect is doubtless the feeling that windows already take more time than can be spared, and then, too, the cost of fine tables and cases is considered. But these reasons, with many others that can be mentioned should not be considered sufficient excuse after a study of the cost in time and labor and money, and the result in time and labor saved and money made.

Your customer comes for shoes. If you have an attractive display he selects about the style he wants, and all you have to do is to get the right size. He has noticed the price, and in nine cases

out of ten is willing to pay it or he would not have asked for that style. But if your display is not pleasing to the eye, he comes in and asks to be shown some shoes. You then make a display for his especial benefit, and do the same for each and every prospective customer, probably never realizing that the time it takes to make this display two or three times would make a display which would answer for nearly all customers.

Consider also the relative value of the time during which the work on the displays is done. The showcase and the table and window which answer for every one are worked out when no one is in a hurry to see them; the individual display is made while it is waited for, and often when another customer is waiting for another display. It will thus be seen that not only is much time saved, but it is saved when it is most needed and valuable—when customers are waiting.

Then comes the question of cost. Good outside cases can be bought for \$10 and up, and cases for inside use should be a little finer and cost a little more. Suppose you invest \$50 or \$60 in two outside and one inside cases. It is not hard to see that it will not be long until they have paid for themselves by helping wait on customers, thus saving some clerk's hire, perhaps, and at least saving some sales which otherwise might be lost.

It is also obvious that the cases will bring trade you otherwise would not have secured, and soon pay for themselves in this way. Strangers in your town needing shoes will naturally go where there is the largest and most attractive display. That is where the outside cases justify their cost.

Then when two friends come in and only one intends to buy, the other, while waiting, is very apt to look into the case and see something that pleases, and if the sale is not made then it is likely to be a little later.

A Newspaper of Georgia on the Negro. From the Atlanta Constitution.

The negro is here to stay. It is better that he should be educated—better for him and better for all. Much has been done for him already, and much more can be done. The warmest encouragement Booker Washington has received has been from the people in the South. He was sympathetically received by an immense audience of Southern whites in Atlanta eight years ago. We refer to the magnitude of his work only to praise it, and to arouse the whites to friendly emulation.

Let the truth be known that the negroes are going forward! It will be better stir us up to our own work. In Georgia the assessed value of property held by negroes is placed at \$15,000,000, representing a real market value of \$30,000,000. Of this sum \$1,000,000 of assessment, or \$2,000,000 market value, was added in the year just closed. The wealth of the negroes of the Southern States is not less than \$100,000,000. The building up of wealth follows a sharpening of the intellect. If the untutored colored men of the past quarter of a century could amass almost half a billion of dollars, why not the educated negro during the next quarter of a century quadruple the amount?

Have a Bargain Sale of Findings.

Something new in the way of calling attention to your findings display is to have a bargain sale of well-called-for articles on certain days of the week; for instance, you might have a bargain sale of dressing for one day of the week and the next week run a sale of lamb's wool soles, putting a new article on sale every week. In fixing prices on these it will be a good scheme to see that the price on these goods is at such low figure that they can not be undersold. In this way you not only attract customers, but get the public to know that the articles needed to keep shoes in condition are to be had at your store, and you have the chance of showing up shoes and slippers useful for winter wear. Salesmen should at every bargain sale make it a rule to have customers look

at the new styles. You may not make a sale at the time, but you may rest assured that when shoes are needed your place of business will be remembered. This should be the object of every bargain sale and not to sell things cheap.

My Neighbor.

Our domiciles stand side by side,
With but a step between,
My trees their cooling shadows throw
Across her plot of green;
And often, when she saunters forth
To view her snug domain,
I watch to catch her eye, but all
My scheming is in vain.

She will not look at me; perhaps
She thinks it is a sin
That I should stand beneath my tree
And drink earth's beauties in;
Or, if she turns my way at all,
'Tis with a glassy stare
That makes me wonder at my gall
For being anywhere.

She moves majestically along—
That is, as best she may;
For she is neither tall nor fair
And just a trifle gray:
I fancy she was pretty in
The dim, dim, long ago.
But now—ah, what matters it?
She holds me as her foe.

Sometimes I think how 'twould be
To dwell in concord sweet,
To nod and smile as neighbors do,
Whenever we chance to meet;
But, ah! alas, I know 'tis vain,
We never can be friends—
She cultivates a garden, and
And I keep a flock of hens.

The Great Northern Railway is to utilize streams in the Cascade Mountains to develop electric power to operate its trains over a section of its route in the State of Washington covering sixty-six miles. It was originally intended to use electricity only for short grades and tunnels, but it is found to be practicable for longer distances. There is no limit, it is said, to the power that may be developed in these mountain streams, and it is predicted that electricity may wholly supplant steam in that region.

The Celebrated "Ione" Shoe for Men



Velour and Vici Kid Stock. Retail at \$2.50.

The Western Shoe Co., Toledo, Ohio
Distributors

Keystone Leather

So called because it is the only medium priced stock modern tannage has evolved that, with any degree of certainty, can be recommended as being wet proof. Is also light, flexible, very tough and does not become hard and stiff from severe usage. Made into dependable men's, boys' and youths' shoes at our factory.

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

The Imperial Lighting System

Patents Pending



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

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



THE IMPERIAL GAS LAMP CO., Sole Manufacturers

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

Clothing

Styles Favored by Good Dressers at New York.

As the fall advances, I am more and more impressed by the vogue that the full back Chesterfield overcoat has among well-dressed men. It is the cut that seems to be preferred for morning, afternoon and evening dress alike. There will always be a place in the wardrobe of the well-dressed man for the covert coat, but the Chesterfield seems this fall to be usurping some of the customary uses of the covert coat. The latter, cut somewhat longer than the sack coat, and with its collar and sleeves ornamented by several lines of stitching, is a very nice coat, indeed, but the very long loose Chesterfield is preferable in point of style. As for the Raglan coat, I mention it only to point out how it has influenced the cut of the Chesterfield. One gets now in the Chesterfield the Raglan amplitude, the vertical pockets and, if one wishes, the cuffs, although I think they had better be left off. But the Raglan coat has passed away. The yoke coat, too, seems to me to be past, as I see few of them worn by the best dressers. Even in the semi-ulster type of coat the yoke is at a discount. As for that peculiar garment which has a yoke and a deep pleat up the back, the less said of it the better. It is so perfectly adapted to advertising purposes that it can well be reserved for a certain type of actors—and quack doctors. The rainproof coat everyone must have, and there is a wide variety of materials, colorings, and patterns to choose from. I have seen some imported rough-faced goods in brown and gray stripe and plaid effects that pleased

me particularly, although so many fabrics are now rainproofed that it is hard to specify any one as particularly desirable. It will be interesting to see what the result of this preference for waterproofed coats will be. Will long coats be in style this coming spring? Will the waterproofed garment continue in favor? Perhaps the winter's rain and snows will aid in the solution of these problems.

* * *

I observe that the styles of wing collars which the best haberdashers here are putting forward are distinguished by larger wings than are found in the average run of wing collars. The spacing between the wings is wider than in the ordinary fall style, and the stitching is deep (in some cases a quarter of an inch) and single line, running, too, from the point of the collar. Budd is now showing a wing collar about two and three-quarter inches high, whose wings are folded so far back that each wing forms a large triangle with marked droop. The style is an extreme one, but it is interesting as indicating a possible tendency in wing styles. The wing collar is growing in favor for wear during the morning hours. One sees the narrow four-in-hand worn with it to a great extent, although the better style is an imperial or a wide graduated four-in-hand tied in a sailor knot. For afternoon wear the poke collar is the best, although many of the best dressed men continue to wear the high turndown. For evening wear the slightly poked collar, just meeting in front, or the straight standing collar with overlapping edges, are permissible. With the dinnercoat the fold collar in a medium height is the proper thing, as heretofore. The collar

of medium height is unquestionably more becoming to most men and therefore I hope that we shall see no departure in that respect from present styles.

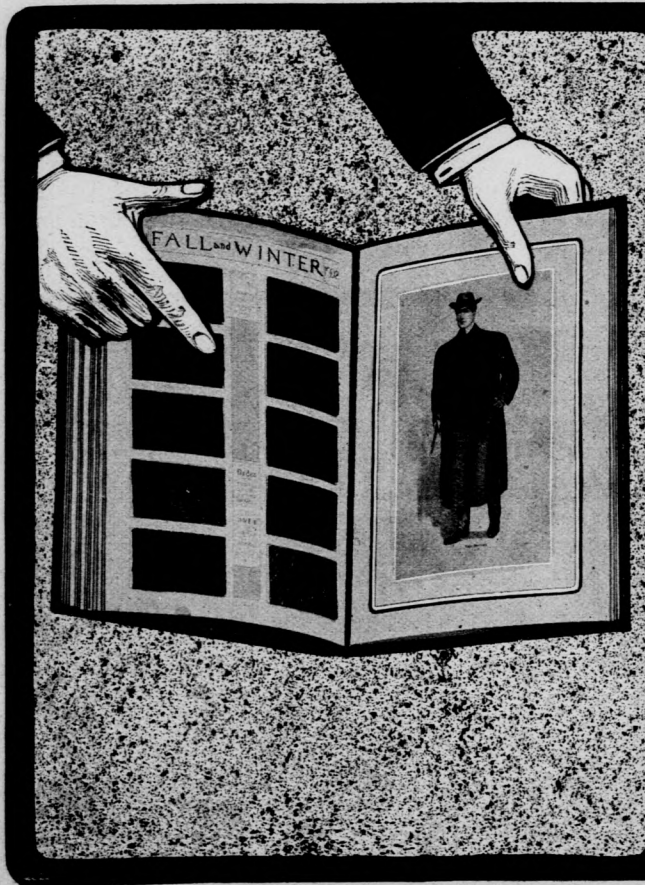
* * *

It begins to look as if the lined ascot scarf were again to come into the foreground in neckwear styles. I see two styles of it that will doubtless commend themselves to well-dressed men. In one scarf, which is about six inches broad, the two edges are parallel and cut in a rather short curve to the neckband of the scarf. In the other style the edges are curved almost to the end of the scarf. Both these are made of very soft silks and lined with light soft silk, so that they are flexible and set as easily as the unlined scarf, whether they are tied in ascot or once-over style. The once-over style is now much worn with morning dress and the band collar. I notice that some men this season as last are wearing cameo scarfpins. The idea is a good one if the very large pins are avoided. A cameo is a thoroughly masculine stone and a deal of money can be put into fine carving on a small stone. Because the cameo furnishes an opportunity as a work of art, rich without obtrusiveness, I hope that the cameo scarfpin will be a success. The turquoise pin has not nearly as much to commend it. Turquoises, anyway, should be left to the ladies. The shop windows are ablaze with neckwear in brilliant, but subdued tones for autumn wear. The Oriental designs shown this fall are notable for the manner in which colors brilliant in themselves are combined in designs of very rich, but quiet effect. One sees many varieties of ribbed silks for the large shapes. One handsome design is a fancy silk of dark green body and black rib. Another

handsome design is a dark green brocaded silk with a black figure.

* * *

The dressing gown is such a desirable article to have in one's wardrobe, and the ease and comfort of the garment is so great that new and elegant gowns are deserving of special attention. I have seen many new ones this fall, but the one which commends itself to me particularly for beauty and comfort is an all-silk gown made of a light crepe silk lined with light smooth silk of the same color. The edges of the garment and the square collar are finished with a deep border of ribbed silk and the gown is confined at the waist by a twisted silk cord. A blue, a dark red, or a gray gown of this description is so very beautiful that one can hardly imagine anything finer or more luxurious. By the way, if anyone prefers a gown of flannel let me advise him to get a white gown with hairline stripes and with wide rolling collar, and to have the edges of the gown finished with a twisted silk cord of two colors like that used for the girdle. Then on the breast pocket let him have his monogram embroidered in large letters. It makes a very ornamental and effective finish. I suppose that this fall, as last, most men will provide themselves with house jackets of two-faced cloth, but I want to say a good word for the silk velvet jacket. I see some late designs in dark blue and deep red with silk bound edges and pockets that are far more beautiful and elegant than any woolen jacket ever produced. I know from personal experience that a velvet jacket combines elegance and wearing qualities to an extent surpassed by no other, and now that velvet is so fashionable for ladies' wear I hope that it will again be appreciated at its true worth for men's jackets. The silk binding can be omitted with advantage to the wearing qualities, but it adds to the appearance of the coat.—Apparel Gazette.



You Sell from the Book

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

THE OUTFIT IS FREE

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

EXPRESS CHARGES WILL BE PREPAID

David Adler & Sons Clothing Co.

MILWAUKEE, WIS.

Window Dressing

Difficulties to Be Met and Overcome in the Country.

Window trimmers located in the country are wont to complain that suggestions contained in the columns of trade journals, which are in part intended for their benefit, are actually of no use to them because the carrying out and elaborating of such suggestions would be expensive, and would consume too much time in preparation. It is further stated, that small retailers doing business in the country can not afford to be up to date in the matter of fixtures, backgrounds, and other accessories which are essential to modern window trimming. Nor does the business done in small places justify the expense of frequently changing the backgrounds of their windows. In short the country trimmer must content himself with very much less in every way than is considered a matter of positive necessity by his fellow worker of the large city.

Not only is he thus restricted in his choice of fixtures and equipments, but he is without the stimulus to better work given him by observation of what others in his line are doing. In the city, a trimmer is surrounded with examples of the best work in his profession and a short tour of his neighborhood sends him back to his windows full of fresh ideas, his artistic sense stimulated and made active by the work of others. That trimmers watch for and adopt each others' ideas is evident to the most casual observer. A new trim of fixtures once adopted by a smart shop is soon in use throughout the city. The obvious advantages of the city trimmer in this direction are of course unobtainable by his out-of-town confrere.

Not only does such observation stimulate imagination, but it also draws a trimmer's attention to faculty, taste and construction in his own work. It is a trait of human nature to quickly note the failures of others. One may often commit an error and be blissfully ignorant of it until the same mistake is made by someone else, when, from the point of view of the outsider, the mistake is at once apparent. So, for the reasons expressed in the foregoing paragraphs, it must be conceded that the work of the country trimmer is beset with certain difficulties which do not obtain in the city. Yet, these difficulties are not insuperable.

The prevailing method of modern window trimming consists of the skillful and tasteful arrangement of a very few articles arranged on fixtures which are remarkable for their elegant simplicity, rather than for size or for cost of the material used in their construction, and which are in many cases easily imitable by the most ordinary carpenter or mechanic. Nor is an expensive background necessary. A fresh background composed of simple and inexpensive material is far more effective than one of rich material which is old, shabby or badly draped.

Where the goods displayed are of somber colors, as in displays of winter clothing, a background of light colors is necessary to show the goods up. Simple fixtures, and extreme cleanliness of the window in its every detail, are the only necessary accessories of an attractive and trade bringing window.

The great trouble in a country store is that the window trimming is everybody's and therefore nobody's business. It is no one's especial care. The re-

sult of this lack of interest or responsibility on the part of any one worker in the store is, of course, painfully apparent. The glass is dirty and clouded, the fixtures soiled and broken and the goods evidently thrown in anyhow, and sometimes coated with dust. The background is often too old and shabby. Sometimes there is no background. Can the country retailer in these days of convenient postal arrangements, of parcel delivery and of easy and rapid transit to large cities, afford to so neglect his windows?

Residents of some country towns on visits to any large city can not but compare the dirt and careless arrangement of the windows in the shops of such country towns with the elegance and spotless brightness of the city window displays. The articles shown in the windows of the country stores may be of the same quality and are possibly offered at a less price than those displayed in the windows of the city shops. They may, indeed, have been bought of the same manufacturer. But do the persons who should be the natural customers of such a store know or believe this? Custom is lost for the sake of a dollar or two spent in new fixtures and a cake of soap for the windows.

If the goods on display are all right, very simple fixtures, and a very clean and well arranged window will prove to be worth the trouble and small expense occasioned. A merchant in a large city can push his business by means of newspaper advertisements, by posters or billboards, and by many other recognized means of advertisements, besides his window displays. It is not so with the merchant located in the town where there is not a daily paper. His windows are his best advertising medium, the only way in which he can inform customers that it is unnecessary to go to town for, or to order by mail the articles which they need which he has in stock and which he is in business to sell. There are certainly some small difficulties in the way of first-class window trimming in the country. But, they are not insurmountable. Were they so, the country retailer had better go out of business. With the aid of the units, and a few of the modern fixtures, and with a full understanding of the advantages to be derived from attractive window displays, the trimmer in the country should produce effects in no way inferior to any work which could be done by his city brother under similar circumstances. He should, at any rate, make an effort to do so.—Apparel Gazette.

Status of the Cloak Trade.

The cloak manufacturer is getting a very fair run of orders and is in many instances pushed for deliveries. With the cold weather developing the retailer is anxious to get the garments ordered by him at the earliest possible time, as he desires to be ready to meet all the demands of his trade.

As a result of the very careful, hanging-back attitude on the part of the retail trade earlier in the season, influenced by doubts as to the correct style, cut and length of garments to buy, the cloakmaker finds that everybody wants their garments delivered at the same time, and it is no easy task to please his trade in the matter of deliveries.

It is not that the orders secured by the cloakmaker are especially large, although of very respectable proportions, and had they come in at the usual time there would have been no difficulty in

getting the deliveries made with promptness all around.

The question of garment has not been satisfactorily settled as yet, although there are many who throw the weight of their opinion in favor of the long garments of the Raglan and Newmarket patterns. In the orders taken so far both short and long garments have figured, the orders for the one being practically coextensive with the other.

It would seem that the question of length and character of garment remains for the consumers to decide according to the preference of each. The opinion is expressed in some quarters that both short and long garments will be popular it depending on developments as to which shall gain the whip hand.

Naturally the goods manufacturer would prefer to see developments favorable to the long garments on account of

the increased yardage of goods that would be required in that event.

A pretty woman does not need a pretty wit.

Ask to see Samples of
**Pan-American
Guaranteed Clothing**

Makers

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

M. Wile & Co.

Famous Makers of Clothing

Buffalo, N. Y.

Samples on Request Prepaid

Our Specialty: Mail Orders

G. H. GATES & CO.
Wholesale Hats, Caps, Gloves and Mittens
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*

Butter and Eggs

Observations by a Gotham Egg Man.

Egg receivers have had a hard time to satisfy many of the egg shippers with their sales during the past two or three weeks. I overheard a conversation on 'Change the other day that showed up the trouble pretty plainly. One receiver mentioned as an instance a mark of eggs amounting to about a hundred cases a week for which he was getting 20c at mark when the market for prime Western was 21c "loss off." Shortly afterward the "loss off" market advanced to 22½c and yet this same mark of eggs, coming in on a higher market, drew a bid of only 17½c. This was refused as being absurd and yet repeated showing of the goods failed to draw any higher offer so seriously had the quality deteriorated. The goods hung around day after day and as the market for under grades got steadily worse they were finally closed out at 17c. Several other receivers mentioned similar instances and I have heard many such in my rounds of the egg market. Influenced by the advance in fine grades the shippers had often paid more for the later and poorer shipments than for the earlier and better.

The larger shippers who candle their eggs before shipment are able to appreciate the changing quality of their collections at this season of year when fresh production is gradually decreasing and country dealers and farmers are marketing eggs accumulated for a long time back; but the smaller shippers who do not examine their goods carefully often fail to understand the reason for so great a reduction in the selling value of their stock especially when the tendency of values for fine eggs is upward. A little consideration, however, will show that it is this very loss of quality in average receipts which causes the upward movement in fine full fresh eggs, simply by reducing the proportion of receipts good enough to satisfy a good class of trade. And for the same reason, the under grades being in relatively larger supply, and coming in competition with refrigerators, tend to accumulate unless prices are cut deeply enough to attract cheap trade.

This is a condition that occurs almost every year during October and very often leads to loss by Western collectors. Paying prices in the country can not be based on top quotations in Eastern markets when the quality of stock coming in is poor, as they can when the goods are more uniformly good, and the only way to take goods in with any certainty of profitable results is to know positively what their quality is. This can only be ascertained by candling. If collectors—small or large—would candle their eggs during the fall season they would soon see the necessity of discriminating between good fresh eggs and stale shakers when fixing their paying prices. And if this discrimination were made it would soon discourage country holding and induce a more prompt marketing of the production. There is a difference in actual selling value between full, strong, fresh eggs and stale, shrunken, weak bodied stock of fully 7 @8c per dozen and it seems an absurd policy for shippers to take a mixture of them at a uniform price without knowing anything about the proportion of each. If they offered say 18@20c for the first quality and say 12@13c for the sec-

onds (basing the figures about on present values here) they would make reasonable profit on both grades and the low price of the held goods, being no better than could have been obtained when the eggs were produced, would discourage holding.

The only proper place to hold eggs is in cold storage; any system by which farmers or country storekeepers can make a profit by holding goods in cellars or store rooms in competition with goods held in modern refrigerator houses is evidently dependent upon their getting more for such eggs than they are worth, and this is just what happens when collectors buy them as fresh weeks after production and without any proper discrimination in price. But while collectors may buy these poor shunken eggs blindly above their value the dealers here and at other large markets will not do so; their presence in better goods reduces the value of the whole even more than proportionately because of the labor of separation, and the collector is the one to lose. It is a foolish system and ought to be abandoned by all.

I saw some egg cases the other day which were built on a new plan. They had some advantages and some disadvantages, but the latter could, perhaps, be overcome, and should be considered. The sides were made of five strips instead of one or two pieces as usual and were placed about one-half inch apart, providing for ventilation. The ends of the cases were bound around with a narrow strip of sheet iron, about ½ in. wide, this being perforated to permit nailing. It looked like a good case on first sight, but I noticed that when four or five cases were piled together the bottom case was racked out of shape, seriously endangering the contents. Upon closer examination it was observed that the side strips of the case were in many instances held only by one nail in each end and one in the middle partition. It is clear that such nailing offers no resistance to endways pressure on the cases and, if empty, they would collapse until the side pieces came together. This fault could be overcome by putting two nails in each end and middle of each side piece; unless that is done the cases are not fit to use, for they will break more eggs than they are worth.

In Denmark there is in vogue a cooperative system of egg collection and distribution. Depots are established at convenient points along the line of the railroads at which the farmers deliver their eggs each of which is required to be stamped with the name of the owner. At the depots egg candling machines are installed by which a number of eggs are passed before the light at once, in the same way as provided by the egg candling apparatus recently introduced in this country. The table upon which the eggs emerge after passing through the candling process is provided with parallel bars that arrest the different sizes as they pass along and permit a rapid assortment as to size—N. Y. Produce Review.

Grapes Scarce in St. Helena, Cal.

Winemaking in St. Helena, Cal., and vicinity is progressing slowly on account of the scarcity of grapes, says the Star of that place. In some parts of the valley the crop is better than was expected, but upon the whole it is very short, little more than half a yield. The price seems to have settled down to from \$25 to \$26.50 per ton.

The Florida Lobster.

The statement in these columns that the Florida sea crawfish was an admirable substitute for the vanishing lobster was quoted with surprise in many New England and some Western papers, but we did not expect the crustacean to be "a new thing" to our Florida contemporaries. We repeat that a gentleman who is well known in our State vouched for its delicious qualities recently to a congenial party in a fashionable New York restaurant, and we assure our brethren of the State press that we have not exaggerated its abundance or delicacy—the gentleman in question considered it superior to the lobster at its best.

Now we desire to quote another witness. Lieut. Willoughby, of the navy, made its acquaintance in the Bay of Florida and found "the bottom alive with them and in an hour with a spear I landed in my canoe 200 pounds of this delicious shellfish." Further he says: "The crawfish is much like our Northern lobster. Instead of large claws it has feelers that are quite thick at the base and more like the shrimp. The shell is rougher than that of the lobster, and there is more red in the variegated color. They average in weight about a pound and a half, although we caught one that weighed four pounds."

Now, why should not the crawfish do as much for us as the lobster has done for New England? But we need not exterminate him, but see that he constantly grows more numerous in our seas.—Jacksonville Times-Union.

The cider that is in a constant ferment becomes hard and sour—so do individuals.

Muskegon Milling Co.'s

Method of grinding buckwheat flour is such as to deprive the kernel of all the poison contained in the hull. The flour is, therefore, Non-Irritating. Those who have been troubled with a rash and its irritating effects can use our brand of

Buckwheat Flour

in perfect safety, in summer or winter, spring or fall. If those who love buckwheat cakes will use our flour, they'll not feel as if they were wearing red flannel underwear in July.

Mills at
Muskegon,
Mich.

Ye Olde Fashion



Horehound Drops

Window Cards and Printed Bags in Every Pail.

Manufactured by

The Putnam Candy Co.,
GRAND RAPIDS, MICH.

It's to Your Advantage

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

Lakeside Canned Peas

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

Worden Grocer Co., Grand Rapids

The Meat Market

How to Make Money on Meat and Bones.

The Retired Butcher was passing a few moments in the market of the Give-away Beef Co., when two girls entered. One asked the Young Proprietor for some cat meat and the other for a soup bone. Instead of paying for it, they gave the Young Proprietor a cold "thank you" and he bowed the girls out with as much politeness as if they had left an order for twenty pounds of choice beef. The Retired Butcher looked at him a few moments and then said: "Young man, I owe you an apology. The last time I came in here it was to complain about a sign that you had hung out in front, bearing the words:

Meat Given Away.

I asked you if you really gave meat away, and you, by way of answer, asked me if you looked like an easy thing, which was meant to be a wise way of saying that you do not give away meat. If I remember rightly, I found fault with you for advertising to do a thing which you did not do, and intimated that it would not be amiss for you to submit to an examination as to your sanity. I have wronged you. I wish to make amends. Hang out your sign again. Let the people know that you do give away meat, and let me assure you that an examination to establish the condition of your brain would be superfluous. You are actually gone—up here," and the Retired Butcher lightly touched his temples.

"What do you mean, sir?" demanded the Young Proprietor, hotly.

"Mean? Why, you actually give away meat, don't you? No sane man would pay for meat and bones, give it away, and expect to make money by the transaction, would he?"

"They were the children of good customers," said Young Proprietor, "and the meat I gave the one girl didn't cost me more than a few cents, and the bone I gave the other wasn't worth anything."

"I don't agree with you. That bone was worth at least two cents. You gave away four cents, which practically wiped out your profit on the sales to those two customers on their day's purchases. Am I right?"

"No, you are not," said Young Proprietor, and then he added: "Because they didn't buy anything to-day."

The Retired Butcher looked as if he would explode. "In the name of common sense," he roared, "what good are such customers? You lost four cents on them to-day! It is these small things that count. Let me give you some advice. Keep a cat and bone book. I used to do it when I was in business, and the result at the end of the first year startled me. Every one who dealt with me knew I gave nothing away. For cat meat I charged five cents a pound, and for bones an amount in proportion to what bones were worth to the bone dealers. I found that many people did not expect me to give them meat for their cats—they preferred to pay for it. Every time a person came in for cat meat I marked down the sale in this special book. I found that I averaged \$1 worth of such sales every day. Before this I had been giving away cat meat, so by selling it, I was \$313 ahead at the end of the first year under the new system. This money I laid away, and at the end of every month put it in the bank on a separate account. I did the same thing with my soup bones. The

sales on them amounted to \$178 the first year. At the end of ten years I had \$5,000 as a result of selling cat meat and soup bones. With this money I bought a lot and built a house, and two years later the city wanted the property for a police station. I sold it for \$10,000. There is no need of saying more. Good day."—Butchers' Advocate.

Day of Reckoning Coming for the Dishonest Clerk.

If there is a hereafter, the merchant with a conscience will be decidedly ahead. If there is not, the fellow without a conscience will be, for he is having a good deal better time in this life than the other man.

About ten years ago, in a New Jersey country town of 5,000, there was a prosperous butcher. He had a big store on the main street, killed all his own meats and had one of the largest trades in the place.

He owned his own house, had money in the bank and was comfortable and happy.

Working for this man was a butcher who was considered absolutely honest and perfectly trustworthy. He had access to the money drawer; in fact, had his hands in the business just as the proprietor had.

This man had worked for the butcher about fifteen years. One day certain things happened which made the employer suspicious and he started a little investigation. It had startling results. It proved, beyond a reasonable doubt, that the employe had for years been stealing from the drawer.

The butcher taxed the man with it and he denied it point blank. The denial was unconvincing, but for the sake of his family he was simply told to clear out and nothing further was done.

I neglected to say that about a year before that this butcher's trade had begun to decline for one reason and another, chiefly because of the advent of a cut-price meat dealer.

The minute the thieving butcher was discharged he started in business for himself. This meant more competition for his old employer, whose trade was already on the sag. The way he fitted up his store showed pretty clearly that he had salted his stealings safely down, for his salary had never been more than \$10 a week, and he had a wife and family.

Now, from this point let me trace the respective careers of these two men to the present day.

First, the employer who has always been scrupulously honest and a good Christian:

His trade got worse and worse until he had to close out.

His baby son died.

His daughter died.

Some money that he had been led to invest in a Western property went in the hole.

He tried canvassing for various schemes with indifferent success, never making over a few dollars a week.

The mortgage on his house was foreclosed, and he had to move to a smaller house on a side street.

His wife's health broke down and to-day she is a peevish invalid.

As this man passed from one misfortune to another, his disposition soured. He became a railer against fate—an iconoclast—an embittered preacher of the doctrine that some men are born under a lucky star and others under an evil star, and that no matter how hard

the latter work, they can not change predestination.

Now for the other man—the thief:

His business steadily prospered—probably he sells as much stuff to-day as any butcher in the place.

He has made money and is making money, and probably has a comfortable little pile laid away for an easy old age.

One of his daughters married a doctor and the other a preacher. His wife is strong and healthy, a comfort to him and a helpmeet.

If this man can forget, and he seems to, that the foundation of his success was laid with stolen money for the want of which his honest old employer has gone the pace of ruin and disaster, he is probably well satisfied with himself—a prosperous country merchant, comfortable and well content.

Now, let us get back to the original proposition. If there is going to be a hereafter and a day of reckoning, this successful thief, for all his success here, is going to have a mighty bad quarter of an hour when the Great Judge demands a revelation of his dishonesty on the last court day.

And, on the contrary, the other man will experience a satisfaction that will smooth out all the grooves and the wrinkles in his hard life of ill-luck.

But if there is not going to be a hereafter, the thief has much the better of the deal, for he has succeeded in feathering the only nest he would then have to occupy with the soft down of plentiful success.

And in the absence of any hereafter, the honest man will be up against it good and hard, for he will have been straining for a goal that does not exist, and his only recompense will be the

galling memory of the long and weary struggle.

Lacking a future reckoning, he had better have gone to stealing, as the other man did. That would have staved off some of his bad luck, at least.—Stroller in Grocery World.

Compete, But Do Not Oppose.

"Competition is the life of trade." The merchant who promotes a healthy rivalry and honorable competition will find it so.

Opposition is rank poison to legitimate business. The merchant who wastes his time clubbing his neighbors and digging pitfalls for them will find it so; he will eventually fall into his own trap.

Competition and opposition are easily confounded.

Competition is an honest man's means.

Opposition is a two-edged sword likely to draw blood on the reckless handler.

Competition, be it ever so sharp, is tempered with fair play.

Opposition arouses passion, puts a premium on trickery, and degrades business.

Competition brings improvement and activity.

Opposition suggests any old scheme to injure an opponent.

Competition makes friends. Opposition destroys friendship and makes enemies.

Competition nourishes profits. Opposition kills them.

Competition means friendly rivalry, with honor and mutual success.

Opposition means unfriendly strife and hostility, without success to either party.

The benefits of competition are world wide.

The evils of opposition are just as widely distributed.

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.

Village Improvement

The Winding Up of the Years Work.

With the changing of the leaves, while there still remains much to be done, the majority of Improvement Societies will feel that the year's work is over and that now is the time to compare notes and to sum up the results. However little has been accomplished that little is gain and 'is so much capital for beginning again in the spring. The greatest trial will be found in convincing discouraged fellow members that the present condition of affairs is at all hopeful. They started out with the expectation of doing great things; and what have they done? The members of the society have looked out for their own yards, back and front, and after no end of persuasion some few friends have done something towards brightening things up, but beyond that there has been little change. There was not a dandelion the less in the front yards nor a weed the less in the streets and on this fair October day the autumn landscape is marred by the empty seed cups of the huge weeds that have flourished and fattened upon the soil that ought to have fed something better.

In the face of those exultant seed cups it may be useless to insist that the few object lessons of the society have exerted any influence upon the community where they have been given, but that is the fact nevertheless. Aside from the good it has done to the owners of the cared-for yards not a passerby has failed to be benefited by the cheery sight, and those who have lived in the neighborhood of these yards have taken from them ideas which they have carried away with them and made a part of their daily life. I have spoken before in these columns of a summer garden where the owner has set out the wild flowers that gladdened his New England boyhood. Among them are some purple asters which are now showing what rich soil will do to plants that have insisted upon living among the rocks and the poverty stricken earth of the Pilgrim. The corner of the garden given up to them is a mass of the deepest purple with here and there a bit of green, determined to have and enjoy a little of the fall sunshine which the flowers were claiming for their own. A day or two ago a man with a dinner pail, on his way home from work, caught in passing a glimpse of the purple flowers and stopped to ask if "them blossoms ain't the same that grow wild down in Maine." Assured that they were and looking as if nothing at that

moment would do him quite so much good as some of them a luxuriant spray of them was put into his delighted hands and he went away looking into their royal depths and thinking only of the cool Maine woods and the home that he had not seen for years. I shall not be surprised if that man stops some night and asks for a root to set out in his own back yard. After this instance need the members of the Improvement Society give way to despondency? It requires the hopefulness of the optimist not to be sometimes depressed; but here, as elsewhere, it is the keeping verlastingly at it that warrants the best results. Here is an instance that confirms the statement. Some years ago the Union Pacific Railroad offered prizes to the station agents long its lines of road for the most beautiful grounds about the stations. Interest was at once awakened and it has been kept up. The result is that some of the finest effects of landscape gardening are produced on these once repulsive tracts of railroad property. Nebraska is everywhere brightened with them. One in particular took my fancy and I have a vivid mental picture of it now. Believing, as I do, that the influence of these bright spots is as catching as it is civilizing I gave myself up to the thought that that bit of garden paradise would work upon the people of that fortunate town until, like the leaven in the meal, the whole would be leavened. The idea took such hold upon me that I visited the place and made a careful examination of it. Truth forces me to say, that station property is the only well-kept piece of ground in that city of some 7,000 souls! With that lesson before them those benighted people are living on streets choked with weeds and flanked with the rotteness of plank sidewalks. They live in houses planned by skillful architects, but neglect and indifference are seen everywhere—the whole town seemingly refuting the generally entertained idea that of all artists the landscape gardener is surest to make his

influence felt and always a happy one.

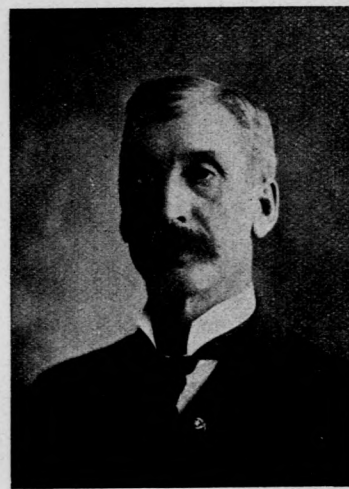
It did not take long to find the artist of the station garden plot and to express the wonder that had taken possession of me. With a glance that took me all in he said earnestly and pleasantly enough, "You people from the East forget that you are comparing Western life, a quarter of a century old, with the three hundred years and the results of them along the Atlantic coast. Things in this line do not move quickly with us, but they move all the same; and I couldn't do anything that would hustle me out of town so soon as the tearing up of my plot. You ought to see 'em come here and stand and look at it and then go off and praise it. They don't copy it because they haven't got ready to; but they feel it all right and that's the main thing. Undertake to prod 'em and they'll tell you to mind your own business. Just let 'em alone and the thing'll work itself out all right. In five years if you happen around here things'll be different. There'll be trees and stone walks and grass and trim yards and all that sort o' thing and you won't know the place. The idea has to get 'way in before it can take root and begin to grow; but it'll do it. It's as true now as it ever was; anything beautiful doesn't get stale"—is that Western for "A thing of beauty is a joy forever?"—"and it'll make its surroundings beautiful if you give it a chance." There is no fault to find with that philosophy and it is repeated here to point the moral which every improvement society can ponder with advantage, that however little has apparently been accomplished that little will tell "if you give it a chance" and don't get discouraged because it isn't done immediately.

R. M. Streeter.

Removing to the Land of Flowers.

Oscar F. Conklin has transferred his residence at 26 Madison avenue to Geo. F. Sinclair, for a consideration of \$7,000, and will shortly remove his household effects to Los Angeles, Cal., where the

family will reside hereafter. He will take with him the family horse and a sufficient amount of quarter sawed oak and maple flooring for the interior finish of the residence he proposes to erect at Los Angeles on a lot he purchased for



that purpose on the occasion of his last visit to California.

Mr. Conklin has resided in Michigan for about forty years and his removal to the Land of the Setting Sun is the occasion for general regret on the part of many friends. He has been successful in every field which he has invaded—farming, merchandising, real estate and banking. He possesses rare business qualifications and his judgment of men and methods is seldom questioned.

Severe Penalty.

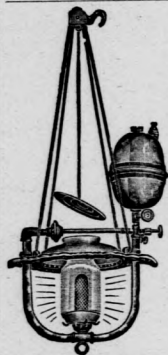
"And you positively refuse to accept the soup because my thumb was in it?" enquired the educated waiter of the hotel guest.

"Take it away," said the guest.

"Do you know what this means for me?" enquired the waiter gloomily.

"Your discharge?"

"No, not my discharge. It means that I must eat the stuff!" And snatching up the dish, he bore it hastily away.



Halo Lamp, 400 Candle Power.

Make a Memorandum of This

as a reminder when you need more light to get the

Brilliant or Halo Gas Lamps

You can light up your home or place of business for

15 to 20 Cents a Month

per lamp and each lamp will light a space 20 to 40 feet square at less than one-fifth the cost of kerosene or gas, and you can, if you like, sell them at good profits, as our prices are much lower in proportion than any other lamp. Refer you to anyone who has used them.

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

George Bohner



100 Candle Power

SCOTTEN-DILLON COMPANY

TOBACCO MANUFACTURERS

INDEPENDENT FACTORY

DETROIT, MICHIGAN

OUR LEADING BRANDS. KEEP THEM IN MIND.

FINE CUT

UNCLE DANIEL-
OJIBWA.

FOREST GIANT.
SWEET SPRAY.

SMOKING

HAND PRESSED. Flake Cut.
DOUBLE CROSS. Long Cut.
SWEET CORE. Plug Cut.
FLAT CAR. Granulated.

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OUTSIDE THE ASYLUMS.

Some Storekeepers Who Should Have Guardians Appointed.

An article in a recent issue of the Tradesman contained so much truth that I was surprised that the writer could crowd it into so short a space. I allude to the one which says that retail grocers, as a rule, do not know enough to select their own goods. The writer was evidently afraid he would tread on some one's toes, for he put his assertions in the mildest manner. He could have used a good deal harder words than he did, however, and not hurt me a bit. I am not as sensitive about some things as I was once. I know now that I have failings, lots of 'em and my own weak points. Those I know about I can guard against, but what about the rest?

I see one of those specialty fellows coming in with his little square grip, once in a while, who makes me want to take to the woods. Why I don't, heaven only knows.

"Is the buyer in?" asks Mr. Specialty Man with an enchanting smile, and I, being of a truthful turn, admit that he is, and that I am the criminal.

"Ah, delighted," says he poking a cold, slippery wab of a hand into mine. "I am the representative of the Collins-Hatch Extract Co.," he adds, with an expression that plainly says, "guess you won't get over that in a hurry." But, having never heard of the Collins-Hatch Co., and wishing all the time that they and their distinguished representative, evidently on his first trip, had been drowned while young, I try to assume an even more than usual expression of imbecility, and say with a slightly rising inflection, "Oh?"

Sometimes I think he seems a trifle disappointed at this, and if he does, I begin to feel just the least little bit like relenting, but if he goes on in his superior way, I am still able to handle the next stage of the game to my own satisfaction.

"Whose extracts are you handling at present?" he asks.

"Hay?"

"I say what line of extracts are you selling now?"

"Don't handle 'em."

"What? You don't sell extracts? Why, man, with a stock like yours you ought to have a big line and sell all kinds."

"No, we don't care for 'em. There's no trade here for anything like that."

"Why, you must be crazy. Surely some enterprising merchant in this busy town is coining money at your expense. However, I'll take just a moment of your time and show you something that'll do you more good than anything you ever put in stock. Now here's our two ounce full measure, double concentrated lemon extract, warrant—"

"Oh, is that what you call extract?"

"Why, sure."

"Oh!"

"What did you think it was?"

"Up here we always call it flavoring."

"Ha, ha, well, that's a good enough name, too. And it's all right, only we in the city have got into the habit of calling it 'extract.' So extract is the generic term used by the trade for lemon, vanilla, orange, pineapple, rose and many other common and uncommon extracts which are used for flavoring cakes, ices, confectionery and so on."

"All right, I'm very much obliged, I'm sure, but we have all the extracts we need for the present. I'll remember the name so that I'll know when the

next man comes along and not make him so much trouble."

"No trouble at all, to me. By the way, what brand of flavorings do you sell?"

"We sell the Humming Bird brand."

"What!" he says in evident surprise, and with fine scorn in his voice, "You sell the Humming Bird goods? Do people really use them?"

"Yes, they use a few of 'em. You see folks here are so glad to get anything at all that they aren't very particular what they buy. Most anything goes at our store."

"A very good way to have your trade educated, I'm sure, but just think what a difference it would make if you should give the people a really good article for the same money. Now, we have tested our goods repeatedly alongside the Humming Bird brand, and there has never been any comparison between the two. In every single instance we have knocked it cold. Of course if you are bound to sell cheap goods we have the Scalper brand, which we make ourselves and can therefore guarantee it to be in every respect equal to the Humming Bird, but I never offer it unless a man wants something cheap. With us quality comes before everything else. Now I have a little proposition that I want to make you this morning that you will never have offered again. I am only making this to one man in a town, and strictly to new trade, for where we are known we do not need to push our goods at all. Our customers always send in mail orders for what they want, and I confine my efforts to new territory. Now my proposition is this:—"

"Yes, but you see it won't do any good to talk extracts to me, for we have enough to last until the Fourth of July. We have eighteen gross of lemon and sixteen of vanilla, besides an assortment of the unusual flavors good for three years. What we need is a bigger outlet for what we have on hand."

"Ah, but wait until you hear my proposition. What—"

"All the proposition I am willing to listen to is one that will deplete our present stock. If you are willing to take what we have on hand at regular retail prices, we can talk business. Otherwise it will only be a waste of valuable time. Besides that I have to move a piano for the church social we're going to have to-morrow night. Wish you could stay over and attend. There will be some pretty good games and a season of mental and moral elevation and a spiritual re-union that would do you good. The charge will be only ten cents, and a repast thrown in that's warranted equal to anything you can get at the best hotels in the large cities. Besides, there will be the excitement incident to drawing a partner for supper. Think you'd better stay over?"

"I would like above all things to remain, but you see I have a mission in life which is not entirely one of love, and the bread and butter side of the question is the one that interests me just now. I won't take but three minutes of your time, but I know you'll be well pleased with the prop—"

"Going to buy our extracts?"

"I'd like to, but—"

"Say, see that lunatic out there with the knee sprung sorrel? Well, he's got an idea that skate can trot. Now I've a little brown filly at the barn that can go all around it and never know she's doing a turn. If you want to make a few cases, just go and bet that feller a hundred his hoss is a dead one and

mine'll distance him in a mile heat. Then if you don't find it the best day's work you ever did I'll buy a sample order of your extracts if I have to use 'em up for spavin cure. Is it a go?"

But the specialty man, suddenly remembering a pressing engagement in a neighboring town, abruptly took his departure.

I never owned a horse in my life, but that imaginary steed in his imaginary stall has helped me out of many a tight place and seldom fails to dislodge the over-persistent specialty man on his first trip.

What I am getting at is this: Most of us in the retail grocery business depend a great deal on the impression the traveling salesman makes upon us. If we meet a new man and he is just our sort, we are apt to be "easy," and often buy articles, the quality of which we do not know, are perhaps incapable of judging—and possibly do not need, principally for the sake of being considered pretty good fellows. Of course, we do not admit this even to ourselves, and we resent with warmth imputations of this nature from our better halves, but it is too often true, nevertheless.

On the other hand we may turn down a good house and excellent goods that we either need or will have use for very soon, just because we do not hap-

pen to fancy the manner in which the salesman approaches us.

The fact is, there is a whole lot of us still outside the lunatic asylums, who should either be incarcerated at once or else have good and efficient guardians appointed to look after our affairs.

George Crandall Lee.

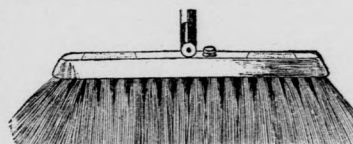


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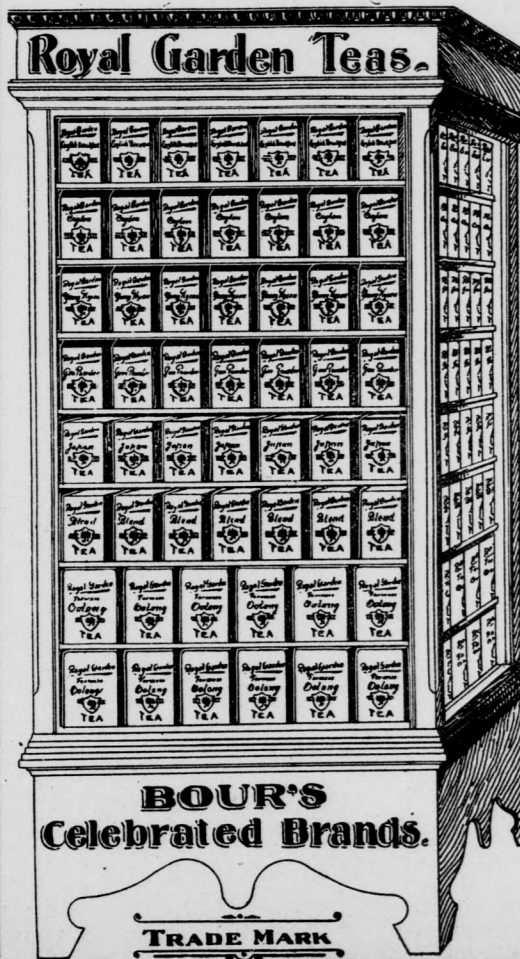
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Woman's World

Woman's Inability to Strike the Happy Medium.

It is, of course, a platitude to say that the medium course is always the path of wisdom. One extreme is just as far from the right as the other, and the opposite poles of opinion are equally wrong. Between a Mrs. Nation smashing other people's property with a hatchet, because they do not agree with her on the temperance question, and a drunkard spending for liquor the money that belongs to his family there is not much to choose. The man who lives only for pleasure is not more foolish than the one who shuts himself off from all the sunshine and joy of life.

Unfortunately—I say it with bitter regret—the virtue of moderation is one not often possessed by my sex. We are extremists in everything and when we do a thing we are almost sure to overdo it. We are fanatics in religion, partisan in politics and fools in love, and one of the reasons we get hurt so often is because we have not yet found out the saving grace of taking everybody and everything with a pinch of allowance. We have still to learn the wisdom of discounting our faith and our affections.

You do not have to look far to see how this tendency to run everything into the ground affects women. Let a woman be noted as a good housekeeper and she becomes such a monomaniac on order and cleanliness she makes her home as uncomfortable as a reformatory. Let her be interested in the public movements of the day and nine times out of ten she will "club" herself to death or bring on nervous prostration running around after meetings. Let her be a working woman and she is not satisfied with doing a hard day's work—she adds a society or housekeeping annex that breaks her down in her prime. Let her be a church woman and she preaches and nags at you until you fly to the company of easy-going sinners.

Half of women's failures and most of their unhappiness come from overdoing things, for there is a time to quit, as well as a time to do. Many a wife loses her point from her determination to have the last word in the argument. Much of woman's influence is wasted because she does not know when to stop rubbing in good advice. There is a certain psychological moment up to which we are tenderly receptive of the counsel of the woman who loves us, but if she passes that her entreaties, her prayers, her very anxiety about us becomes an offensive persecution that makes us mulish.

Nowhere else, however, is woman's inability to strike the happy medium so apparent as in the way she raises her children. There are two distinct schools of child culture. In one the children rule the house. They monopolize the floor and dominate the conversation and are beastly little autocrats who know no law but their own sweet will. Nobody attempts to guide or control them and the mother is merely an adoring slave that they trample upon at pleasure.

The other school is the direct antithesis of this. The parents are tyrants who arbitrarily enforce their will upon their children. The home is a gloomy prison from which the boys and girls escape at the earliest possible moment. No childish visitors are allowed because they make noise and dirt. All of the pretty things in the house are shut away from admiring little eyes and

destroying little hands. On the glum table, where the children eat in silence, are only the wholesome, tasteless messes that are so good for our digestion and so bad to our palate. The children grow up with no confidences between themselves and their parents, and what should be the tenderest and most precious tie in life becomes nothing but a chafing fetter.

Now, between the no-rule family and the too-much-rule family there is surely a golden mean, and the most important thing on earth to every father and mother is to find it. It is not an easy thing to do. Indeed, nothing could be more difficult than to find just the point at which indulgence should cease and firmness begin—just how far to let the spirited young steed have its head and where to draw the reins and make it feel it has a master. The iron hand in the velvet glove is the ideal of family government, as well as state.

A year or two ago I attended a big mothers' congress where they spent hours discussing whether a parent should say "must" to a child. It seemed to me to be the very quintessence of idiocy, when life is one long "must" to every one of us. Neither do I believe in hiring children to do the things they ought to do or deceiving them by telling them that a bitter draught is sweet. The child that is taught to do a thing simply because it is his duty, and it is right to do it, and to stand up bravely and take his bitter dose in life, has been given the backbone of which success is made in this world. He is no weakling who will give in at the first hardship. He is the vertebrate man who fights the good fight and wins the victory.

Yet—and here comes in the necessity for an appreciation of the golden medium in family government—it is worse than folly, it is a crime, for the parent to constrain a child against every natural impulse. Thousands of the failures in life are the direct result of a father or mother trying to make one thing of a child when nature had made something else. Because it is a tradition in the family for the oldest son to be a professional man, some poor lad, all of whose talents lean to trade, is set out on a career of murder as a doctor or of boring people as a preacher or of failure as a lawyer or because a man wants his son to succeed him in the business he has built up he tears him away from the books he loves and the profession he would honor and chucks him into a counting house, where he wastes his life and ends in bankruptcy. We see this tragedy of misapplied parental power every day, and the wonder is that after counting the wrecks all about us, so many people should still believe that they can work a miracle in their own children and make a square peg fit into a round hole.

No hard and fast laws can be laid down for family government, because so many problems depend on the temperament of the child, and a curious illustration of this was afforded a few weeks ago in New York in the case of a young girl who ran away from home for the third time because her mother forced her to do the dishwashing. Of course, the mother argued, reasonably enough, that it was the girl's duty to help about the housework, but a little tact, a substitution of some other work for the hated task, would have settled the matter happily for all concerned.

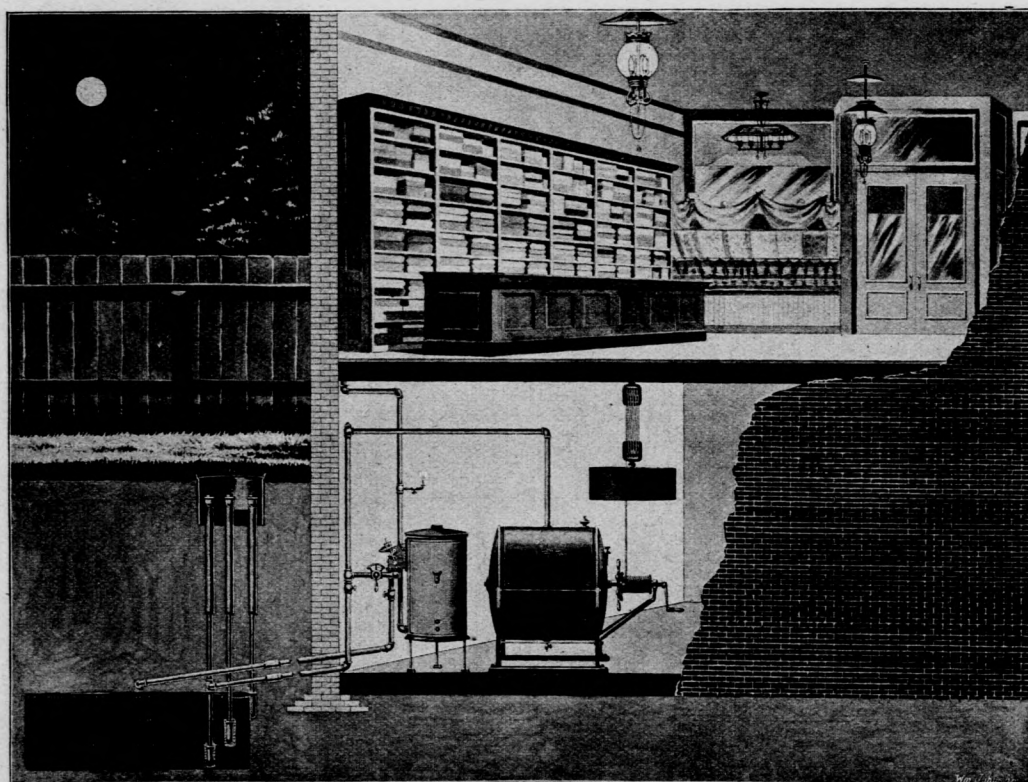
Certainly I do not think that a child, unless there is the direct necessity for such a thing, should be forced to do anything especially repugnant to her. There's plenty of work in the world for us all to find a congenial task.

Between the parents who do not control their children and the ones who rule them with a rod of iron there is generally a strangely similar result in the way the children turn out. The children who have been repressed at every turn go to excesses because they are mad with the first intoxicating draught of liberty, and extremes have met.

A woman said to me once, speaking bitterly of her wrecked life, "My mother might have saved me this if she had only taught me self-control." At another time I heard a man say, "The deepest regret of my life is that I never knew my father. I know, now, that I am middle-aged myself, that he was a man of wonderful intellect, a great heart and soul that doubtless hungered for my love and companionship, but he raised me to fear and dread him as a child, by the time I was grown and no longer afraid of him, a wall of ice had grown up between us that neither could break down, and in all my life I never had one free conversation with him." Of the two speeches I do not know which was the sadder.

Between the two extremes of regarding a child as a plaything to be petted and indulged and a little slave to be bulldozed and tyrannized over, there is a golden medium of companionship where the parent is loved and respected, and no father or mother is doing their duty unless they find it. Dorothy Dix.

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TRIALS AND TROUBLES

Which Confront the Sewing Machine Collector.

Said the manager of the sewing machine agency:

"Lots of men who are first class when it comes to selling to the trade, are not worth their salt in a house-to-house canvass. In the one case a man sticks his head into the office of the buyer of a big store, and nodding says: 'Need anything in my line? No? Well, then some other day. So long!' But when a man is canvassing for sewing machines he must depend largely upon his persuasive powers; his ability to convince a woman that she wants and needs a sewing machine—whether she wants it or not.

"Goodness me! there are cases where a woman needs a sewing machine desperately bad and yet the slickest man we have can not induce her to buy. And there are other women who have about as much use for a machine as a monkey has for a violin, but the fit comes on the capricious creature and she buys.

"Hard as it is to sell a machine, the real fun of the business comes in when the solicitor is making his weekly collections. It is all sorts of sights we see, and all kinds of tales of woe we hear to explain why the regular weekly payment is not made.

"I once sold a machine to a Cuban woman, very dark but with straight hair. She and her husband and all their friends were cigarmakers. For a time she made her payments all right, until one week—I shall never forget the shock the sight gave me when I walked into the room. In the middle of the floor lay a dead girl; and around the corpse were seated all the family and their friends, all hands, men, women and children, smoking; which I concluded was the Cuban way of keeping a wake.

"All that I could understand of what they said was: 'Next Monda,' upon which day I called again. The woman handed me a two-dollar bill, for which I wrote a receipt, and put the money in my pocket, but the woman kept shaking her head and saying, 'No, no.' I finally found a girl that could talk English, and she told me that the Cuban woman would be glad to pay \$2, but she could not spare it. I said: 'Very well, I have given her the company's receipt for \$2, and that she may keep her credit good there, without being too short, I, as a friend, will lend her a dollar.' All hands were pleased. The next week I received \$2 and a cigar, and every week thereafter \$1 and a cigar, until the account was cleared.

"It does not always go as rosy as that, though. The one expression that a collector hears more frequently than any other is, 'Next week.' One of my customers proved a veritable thorn in the flesh to me. It was 'next week,' or she was out, or there was no response to my ring, more than half of the time. After I had been there about six straight weeks without seeing anybody, I sat down on the steps and began to study the architecture of the house.

"Then I went downstairs to the first floor and through a window out on a rear fire-escape, which I mounted to the fourth floor, where my not-at-home customer lived. There she sat, as big as life and twice as natural, with two boon companions over a pint, all quite merry at my expense no doubt.

"Nothing dashed, my customer got up from the table and came and raised the window, at the same time saying,

'Well, come in! I'm at home. You've caught me.' But I never got such a tongue-lashing in all my experience. She made a payment because I practically refused to go without one; but she swore that she would never make another one to me; said she would report me at the office for being impertinent and insulting, which she did.

"I hadn't been collecting for the company very long and was a little in doubt myself how my conduct would be viewed. I can see the twinkle in the old man's eye now when he said, 'Confine yourself as much as circumstances will permit to gentlemanly language. But if you climbed the fire-escape ladder four stories and then made a collection, I guess you'll do.'

"It is simply impossible to tell by the looks of a woman or her home whether she will be good pay or not. I think that, as a rule, those of the laboring class whose earnings are small and who put by their single dollar every week average up the best. I know one of the most difficult women to make collections from that I ever had on my list had money to loan on bond and mortgage. She help back until she was six weeks in arrears.

"I happened to learn that she had had a mortgage of several thousand dollars paid off; so I hastened to her, sure that she would pay up the balance due. How much do you think she paid? Just \$1; and that too after more than half an hour of wrangling. She placidly told me that she had the mortgage money for reinvestment, where it would be earning something, not to pay into the pockets of a sewing machine company that had more millions than it knew what to do with.

"Yes, the company is rich and prosperous and it makes reasonable concessions to its customers and never takes a machine away if there is any prospect of the woman's paying for it. As for instance, a rather delicate woman bought a machine. She was by no means able to make her payments promptly, but ultimately she got all paid except \$16. She was taken ill and had to go into a hospital for an operation. She wrote to the office and asked us to send for the machine and keep it for her until she got well.

"The machine was in storage with us more than a year, all of which time we had not heard a word from the owner. Finally it was taken all to pieces and put together again, practically a new machine. No sooner was this job nicely finished, than we got a letter from the woman, who had at last got well enough to work a little once more. Well, the company sent her the new machine and she paid the remaining \$16 at her convenience."—N. Y. Sun.

In the Heart of the Woods.

Such beautiful things in the heart of the woods!
Flowers and ferns and the soft green moss;
Such love of the birds in the solitudes,
Where the swift winds glance and the tree
tops toss,
Spaces of silence swept with song,
Which nobody hears but the God above;
Spaces where myriad creatures throng,
Sunning themselves in his guarding love.

Such safety and peace in the heart of the woods,
Far from the city's dust and din,
Where passion nor hate of man intrudes,
Nor fashion nor folly has entred in,
Deeper than hunter's trail hath gone
Glimmers the tarn where the wild deer drink;
And fearless and free comes the gentle fawn,
To peep at herself o'er the grassy brink.

Such pledge of love in the heart of the woods!
For the Maker of all things keeps the feast,
And o'er the tiny floweret broods
With care that for ages has never ceased.
If he cares for this, will he not for thee—
Thee, who never thou art to-day?
Child of an infinite Father, see;
And safe in such gentlest keeping stay.
Margaret Sangster.

Passing of the Corset, Veil and Long Skirt.

According to M. Octave Uzanne, a well-known critic of Parisian life and manners, the French capital is destined to lose before long its renown in matters of feminine dress, since the French woman's costume is rapidly approaching the convenience and hygienic character of masculine attire.

M. Uzanne, who has made a close study of the gradual evolution of French modes, declares in an article which has just appeared in the Revue Contemporaine that before ten years have elapsed rigidly short skirts will become the fashion on all occasions, while corsets will be long abandoned and the custom of wearing veils long prohibited by the health department. M. Uzanne bases his prophecies on the evident gradual correction of false ideas of feminine modesty and also on the pressure brought by sane and scientific ideals of health.

The French women's clubs indignantly try to refute the conclusions of this critic, who recently further developed his convictions as follows:

It has been practically proved that many women's diseases originate in the custom of wearing long skirts, which sweep the dust, collect malignant germs, insuring later their lodgment in the body, while the evils resulting from corsets are too familiar to need emphasis.

The modern corset is a tyrant imposed by bad taste, causing terrible disorders and fatal operations, and is therefore bound to give place to light, supple, physiological belts, conformative to the respiratory movements and permitting bodily development, while allowing normal action of the gastro-nomic functions. Health boards are going to absolutely forbid the use of veils, which destroy or harm the sight, inter-

fere with the proper breathing and offer a lodgment to noxious bacilli.

Many signs show that these reforms are already in the air in Paris, and couturiers report that French women demand more and more every day "hygienic outfits," while it is principally foreign customers from England, the United States and Germany who still demand clothes made on the old and unhealthy fashions.

Parallel with the development of costumes, M. Uzanne is investigating reports of the French health boards, which, he declares, are prepared to urge, and if necessary, to insist, on a modification of female dress for the sake of the coming generation.

"Heretofore," he continued, "the matter of dress reform has been left to the initiative of women, but so little has been accomplished that the day is not far distant when laws will be made on the subject. It is safe to say that no later than 1920 French women, and therefore the women of the whole world, will forsake the abuses which are tending to ruin the race of mankind."

The money order business conducted by the Postoffice Department now averages about \$1,000,000 per day, yet the losses during the past year were only \$174. Considering the enormous aggregate the loss is probably less than in any business of equal magnitude in the world. Yet it was once seriously proposed to take the postal business of the country out of the hands of the Government and give it to the express companies, on the ground that they could conduct it cheaper and better. The Postoffice Department is a conspicuous example of the success that is possible in the management of public affairs in all departments.

"EDEN"

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

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

Sears Bakery

Grand Rapids

Where the Talk Is All About Oysters.

Patchogue is one of the ports of Great South Bay. It is in Suffolk county, L. I. It is also one of the meeting places of the board which looks after the interests of Suffolk county, chief of which is the Blue Point oyster.

The shell of a Blue Point is on the stationery, the calendars, the signs on the windows and the wagons of Patchogue. Some of the jewelry worn by men is the shape of an oyster, or an oyster shell. Oysters are as common in Patchogue as goats in Harlem. The mounds in the yards of the homes are heaps of oyster shells.

When a visitor goes to Patchogue they ask him to have an oyster. When two men meet to shake dice, it is for the oysters. Oyster shells are used for poker chips in Patchogue. Paperweights are made of oyster shells. When two farmers of Suffolk county meet on the road they do not talk about the crops as farmers in other places do, but the question is, "How many oysters did you tong?" or, "Are you going out tonging to-day?"

Women in society talk about the best way to prepare oysters. The school children know that the eagle is the bird of freedom, but they talk as if the national emblem ought to be the oyster.

Patchogue is a law abiding town; but occasionally somebody gets into the lock-up. The charge is robbing somebody's oyster lot in the bay. Most of the fines collected are for violation of the oyster laws. Most of the stories are about oysters. A man never tells a fish story in Patchogue. It is always about oysters. The other day the County Board had a meeting at Patchogue. One of the members was late coming in.

"I had to take a dead man to his home," said the Suffolk Solon. "I picked him up down near Blue Point (one of the towns on the mainland of Great South Bay). He had been out tonging and fell in."

"Drunk, I guess," said another member of the Board.

"I don't know as to that," was the reply, "but he was as good an oyster catcher as there was on the bay."

The President of the Board, Will Danes, rushed the business.

"We are to have some visitors in town to-day," he said, "and we must entertain them. I have arranged to take them out on our sloop at the county's expense. All in favor, make it known by the usual sign; contrary; carried."

A few minutes later the visitors arrived at the station. A committee from the Board met them. As the visitors and the committee walked up the street one of the committee said:

"Better take the visitors up to —'s restaurant and show 'em that stick of oysters. The stick, gentleman, is several feet long. There are 125 oysters on the stick."

"When they've seen that," said another one of the committee, "I want 'em to go up to my house and see a growth I've got. Somebody on the bay lost his store teeth overboard. Well, sir, a lot of oysters formed on that set of teeth and I've got the shells to show for it—about twenty."

Just then a carryall came around the

corner. It looked like a Black Maria. The driver was smoking a long cigar. He was attired in his Sunday clothes. He backed his ark-shaped wagon against the curbstone. The visitors and committee were in the house where the Board holds its sessions. The driver of the rig went in, and bowing like a page before a stage king said in melodramatic manner:

"Gentlemen, the carriage awaits."

The visitors were conducted to the vehicle and seated, and it rolled away, down Ocean avenue to the pier. The pier extends 300 feet into the bay. Beyond was a sloop with its mainsail flapping in the wind. The President of the Board led the procession out to the end of the pier and holding one hand open by the side of his mouth called out across the waters, "Ship ahoy!" The man at the tiller poked his head in sight and harked back, "Aye, aye, sir." It was the sloop of the County Board, and one of the things for which the sloop is employed is to sail the bay in search of oyster pirates who violate the law.

When the sloop pulled up alongside of the pier the visitors to Patchogue boarded her, followed by the Board. The captain gave his assistant the order to cast off. A few minutes later the sloop and its occupants were away out from the mainland. Later in the day after quite a catch by the Board, another sloop was sighted and soon the two were lashed together. The other sloop's master had an oil stove. The Board had everything else—stacks of bread, pounds of butter, bundles of crackers, sauces, etc. There was an oyster feast such as a landsman doesn't often get at the best places in the city. Just after the repast the captain of the Board sloop was seen to salute the President and tell him something. The President nodded his head. Then he took an oyster shell and rapped on the mast of the sloop.

"The Board will come to order," he said. Then he said that the Board, in its haste, to adjourn in Patchogue, had neglected several things. One of them related to the monthly wages of the captain of the sloop.

"Move it be allowed," said one of the members.

"You've heard the motion," said the President. "As many as are in favor make it known by the usual sign. Contrary. Carried. Any further business?"

"Move we adjourn."

"You've heard the motion. All in favor make it known by the usual sign. Contrary. Carried."

And thus, in connection with extending the courtesies of Patchogue to the visitors, the Board transacted business on the waters of the bay. And it was all about oysters.

"It it legal?" asked one of the visitors. "Yes," replied the President, "it was about oysters. Come again," he said with genuine hospitality to his visitors. "The latchstring of Patchogue is made of oysters. They are yours."—N. Y. Sun.

Plate Glass Window Demolished by a Partridge.

From the Grand Haven Tribune.

One not very large bird did \$75 worth of damage to the crockery store of Fred

D. Vos last Saturday. A wild partridge flew through the thick plate glass front of the store, demolishing a \$50 window and breaking \$25 worth of lamps and glassware in the store. The partridge's dead body was found inside the store fully fifteen feet from the window. The bird must have struck the window while going with all possible speed, for glass from the window was thrown forty feet inside. People who have viewed the wreck wonder at the possibility of such an accident. The glass in the window was of the finest quality and fully one-quarter of an inch thick. The partridge had, undoubtedly, been frightened after wandering in town. The passageway it made through the glass was about six inches square, but the entire window was demolished. The loss will be a total one for Mr. Vos, as he is not insured against birds flying through his window.

Why Butcher's Die Young.

Four or five children of varying ages and evidently of the same family trooped into a meat market the other morning.

"Mother says," began the eldest, "that she wants a piece of beef for roasting."

"A nice piece of beef," put in another.

"With no bone in it," said a third.

"And no fat," chimed in the fourth.

"And," squeaked the youngster of the party, "it ain't to be as tough as last week's, neither."

"Indeed!" gasped the knight of the cleaver, as soon as he could get in a word. "Did your mother give you any further orders?"

"Yes," blurted out a couple of the

youngest. "She said that when we got the beef, we were to tell you to put it down in the book until Saturday, and that we were to ask you to put in a piece of suet with it, and to be sure to get some meat for the cat."

The Economic View of Treating.

From the Philadelphia Record.

"Anti-treating societies give me a very severe pain," remarked the man with the impressionistic nose, as he fished a bit of lemon peel from the bottom of his glass and chewed it meditatively. "Treating is all right, if it's done fair. It doesn't encourage drunkenness, either, for it's the solitary drinker, the fellow who goes and boozes all alone that lands in the bug ward. Then, too, think of the money consideration. Good whisky costs 15 cents a drink, but if two men drink together the check is usually a quarter. One fellow buys and the other fellow comes back at him, and there you have two drinks for 25 cents, whereas the man who drinks alone and doesn't believe in treating pays 30 cents for his. Say a fellow averages six drinks a day. By drinking with a friend he saves 15 cents, and that, in the course of a year, amounts to over \$50. Think of all the booze you can buy with \$50!" And the man with the impressionistic nose sighed a deep contemplative sigh.

Geo. H. Reifsnider & Co.

Commission Merchants

and Wholesale Dealers in

Fancy Creamery Butter, Eggs, Cheese

321 Greenwich Street, New York

References: Irving National Bank of New York and Michigan Tradesman.

"WANTED"

We are in the market for

BEANS, CLOVER, ALSYKE, POTATOES AND ONIONS

Correspond with us before selling.

ALFRED J. BROWN SEED CO., GRAND RAPIDS, MICH.

**SWEET POTATOES SPANISH ONIONS
CRANBERRIES**

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

THE VINKEMULDER COMPANY,

14-16 OTTAWA STREET,

GRAND RAPIDS, MICH.

We are making a specialty at present on fancy

Messina Lemons

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

E. E. HEWITT,

Successor to C. N. Rapp & Co.

9 North Ionia Street, Grand Rapids, Mich.

Geo. N. Huff & Co.

WANTED

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

55 Cadillac Square, Detroit, Michigan

LEADING PRODUCE HOUSE ON EASTERN MARKET

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

BUY AND SELL

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

DETROIT, MICH.

BRANCH AT IONIA, MICH.

The New York Market

Special Features of the Grocery and Produce Trades.

Special Correspondence.

New York, Oct. 26—During the first few days of the week we had a great rise in coffee. Cables came in thick and fast, all to the effect that the crop would be destroyed by drouth and that the trees, even, were likely to be utterly ruined. Then Rio No. 7 went to 7c, a point it had not attained before for a long time, and somebody made some money and then—the drop promptly arrived. The rise seemed to be only on paper. In store and afloat the amount of coffee aggregates 2,240,303 bags, against 1,138,254 bags at the same time last year. Receipts at Rio and Santos from July 1 to Oct. 23 aggregate 7,270,000 bags, against 4,872,000 bags during the same time last year. Mild coffees went "up" with the Brazil sorts and came down again, too. Good Cucuta is worth about 8¼c. Let not the retailer worry over high prices for coffee for some time yet.

There has been an average amount of business done in sugar during the week—only this and nothing more. Orders, while quite numerous, have been for small quantities and the end of the week sees no change in list prices.

The gain in teas that has been noted for several weeks continues and that holders have confidence in the outlook is evidenced by the advertising some of them are doing. Pingsueys and country greens attract most attention and Indias and Ceylons share the growing strength of the market. Conservative authorities tell us that the present is a good time to buy somewhat ahead of current wants and that by the end of the year we will be likely to see a decided advance.

Nothing new can be gathered from rice dealers. The market is fairly active and holders are not disposed to make any concession if it can be avoided. The volume of business is all that could be expected at this season, so far as foreign sorts are concerned.

Cloves are firm, with a good advance reported from abroad. Aside from this there is nothing notable to be remarked. Old crop molasses is in very limited supply and, indeed, so is new crop, as arrivals have so far been nothing. The little that can be picked up is held at very firm quotations, centrifugals selling for 20@30c for prime.

The syrup market is quite closely sold up and altogether the situation favors the holder. Prime to fancy, 20@30c.

Without an exception the canned goods market is strong. This is particularly true of tomatoes, which are now worth for really good goods \$1.15 for New Jersey standards. Corn is in rather better supply than tomatoes, but it is going off well to Western buyers. The two things most sought for are pumpkin and squash. The search may not last long, probably will not, for "they do say" that canned pumpkin will be entirely out of market. It is worth from 90c@1, although, perhaps, the latter is a trifle extreme.

Domestic dried fruits are in fair request and especially sought for are fancy evaporated apples. So far as Pacific coast goods are concerned the market has lost a trifle of the strength noted during the past few weeks, but the situation is not at all discouraging, although holders of some old crop prunes would feel better if they could work them off at some price or other.

The market for lemons and oranges is rather slack and prices are certainly no higher than a week ago. Sicily lemons, per box of 360s, are worth \$2.10@2.50 and 300s \$3.25@4.50. Other fresh fruits, apples for instance, are very high for really good goods and, in fact, fancy

King and Spitzbergens will bring \$5@6 per barrel, with ordinary stock \$3@4; fancy Bartlett pears, \$3.50; quinces, \$2.75@4.50.

The weather has been unduly warm and the demand for butter is rather light. Still, best Western creamery is worth 22½c, with seconds to firsts, 17@21c. Western imitation creamery, 15@18c. Western factory, 14@15c. With cooler weather a stronger market is inevitable.

The supply of cheese coming to this market is comparatively light, but there seems to be enough for all demands and the general situation is practically unchanged from last week. Full cream, small size, is worth 10¼c and white about 10c.

Western fresh gathered eggs are quickly taken at 22@22½c, with regular pack 16@20c. The market closes firm and, if the weather becomes colder, as it soon must, it is likely we shall see a material advance in the egg market.

Feeding Thanksgiving Turkeys.

All stock intended for Thanksgiving should, by this time, have attained a perfect plumage, and now be in good condition to put on flesh rapidly. Do not place over twenty turkeys in a fattening pen as they do not take on flesh as rapidly as when more room is allowed. Place plenty of roosts within easy reach, and have them far enough apart so they can not reach each other on the roosts. Feeding is an all-important point just now, and all our energy should be bent on a diet to hasten their maturity. A good formula for fattening turkeys is as follows: Three parts corn meal, one part buckwheat meal, one part wheat or bran; scald and feed all they will eat while it is yet warm. Do not leave anything before them for any length of time, as it becomes foul and unfit for use in a short time. Feed three times a day, the mash morning and noon, and corn at night (cracked or whole). This diet will in three weeks fatten the leanest turkeys.—Farmers' Advocate.

Crude Oil For San Jose Scale.

From the Indiana Scale. The results from numerous experiments made at the Maryland Agricultural Station in the use of crude petroleum on the San Jose scale are summed up as follows: Crude petroleum seems to be effective in controlling San Jose scale when properly and intelligently used. Either a green or amber colored oil may be used provided it has a specific gravity of not less than 43 degrees at a temperature of 60 degrees Fahrenheit. It can only be used when the trees are dormant. In this respect crude petroleum and kerosene act directly opposite. (This applies especially to peach trees.) It may be used either undiluted or in the 20 or 25 per cent. mixture.

Prune Vinegar, a New California Product.

What to do with the prunes grown in the Pacific States has taxed the ingenuity of growers, who have spent great sums in creating a demand for their crops. A grower has now discovered a new use for prunes—the manufacture of vinegar. Experiments have been made which demonstrate that from prunes can be distilled a juice that in quality goes far above the standard required. The discovery was made by M. McArthur, of Portland, Ore. Since the fruit began to drop last summer he has experimented with waste fruit, until there is now on his farm 250 barrels of vinegar ready to go on the market. Experts who have tested it declare it finer than any-

thing now in the trade. As to its purity, there is no doubt. Mr. McArthur used nothing but waste fruit, such as had been crowded off the trees, cracked while ripening and those of inferior size. There seems to be a good field for prune vinegar. The high prices of apples on the Pacific slope does not invite the manufacture of cider vinegar to any large extent, and good prices are demanded. To offset the shortage various attempts at adulteration have been resorted to, and but for the vigorous crusade of the Food Commissioner the market would be over-run with injurious acids under the name of vinegar.

California's Olive Crop Heavy.

The California olive growers are preparing to gather their crop at an early day. The trees are loaded with fruit in almost every orchard, and the acreage in bearing is much larger than ever before. Heretofore the crop of olives in California has seldom run over 2,000 barrels. Seven barrels make a ton of olives. The growers who sell their olives as they come from the trees have received about \$60 per ton, or 3 cents per pound. It costs 1 cent per

pound, or \$20 per ton, to pick the fruit. This year the crop on the orchards of the California Olive Growers' Association at San Fernando will be more than any crop ever before harvested in the State. It may be as much as 400 tons. The crop of the whole State may be as much as 800 tons. Should these estimates be correct the crop of the Association would fill 2,800 barrels, and that of the whole State 5,600 barrels. This year olives will bring only \$40 per ton as they come from the tree, half of which will go to the pickers. But with so abundant a crop, at \$20 per ton net, the growers will, it is thought, generally do well.

The New Version.

Old Mother Hubbard
Went to her cupboard
To get her poor dog a bone;
But when she got there,
Her cupboard was bare,
And so her poor dog had none.

But young Mother Hubbard
Goes not to her cupboard
To get her wise dog a bone;
She sends doggie down
To the meatshop in town
With a note—and he always gets one.

R. HIRT, JR.

34 and 36 Market Street, Detroit, Mich.

FRUITS AND PRODUCE

Write for Quotations

References—City Savings Bank, Commercial Agencies

POTATOES

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

H. ELMER MOSELEY & CO.
GRAND RAPIDS, MICH.

Long Distance Telephones—Citizens 2417
Bell Main 66

304 & 305 Clark Building,
Opposite Union Depot

MOSELEY BROS.

BUY BEANS, CLOVER SEED, FIELD

PEAS, POTATOES, ONIONS,

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

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

WHOLESALE

OYSTERS

CAN OR BULK.

F. J. DETTENTHALER, Grand Rapids, Mich.

C. D. CRITTENDEN,

Successor to C. H. LIBBY.

Wholesale Butter, Eggs, Fruits, Produce.

Consignments solicited. Reference, State Bank of Michigan.

98 So. Division St. Both phones, 1300. Grand Rapids, Mich.

ESTABLISHED 1865

L. O. SNEDECOR Egg Receiver

36 Harrison Street, New York

REFERENCE—NEW YORK NATIONAL EXCHANGE BANK, NEW YORK

All sales
case count.
Remittances
made daily.

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

Clerks' Corner.

He Couldn't Read Human Nature Worth a Cent.

Written for The Tradesman.

Rob Hassett told the truth when he said he went for the whole hog or none. It didn't take a year for him to find out what he wanted. A glance however slight and the thing was done. So that morning when he went behind the counter and saw "that man Ford" at the next counter that was enough. At one glance he took the fellow all in, wrapped him up, labeled him and put him away as a cad; and that did the business for Ford so far as Rob Hassett was concerned.

The other clerks after looking over the newcomer sized him up and put him down as a good enough fellow and went about their business, as they were in duty bound to do as respectable members of the clerking fraternity. Not so Hassett. "Hates any man the thing he would not kill?" and he proceeded at once to subject "Dandy Ford" to the tortures of an inquisition that could end only in death—as he, Rob Hassett, thought. There was nothing that was not pointed out, commented on and criticised. In the first place he had black hair and blue eyes. "Wherever you see that combination, boys, look out." He dressed too well for a man with fifteen dollars a week, and the money that paid for that suit, if it was paid for, had to come from somewhere. "You can see he changes his collar every day because he is careful to put on a different style every morning; but here's dollars on doughnuts that he hasn't had on a clean shirt for a month. Noticed, I suppose, how he likes burnt coffee? Oh, mark my words, he's a duck!" and when Jim Jarvis who had got tired of that sort of talk remarked that he wasn't of "the quacking breed, anyway," the laugh that followed told Hassett that he didn't have the sympathy of that crowd, and he kept quiet and determinedly nourished his resentment.

In the meantime that man Ford kept right on in the even tenor of his way. His business was selling goods, the best he knew how and his daily account of sales was finding increasing favor at the office. "He doesn't seem to have any nonsense about him," remarked the head of the department one day. "He's been well brought up and had good schooling somewhere—college, I guess—and is a good man to keep track of. He's something of an athlete, I fancy and you'll notice, now I've spoken of it, that while he's in good condition he isn't fat. His hands are white but I've a notion that if he takes hold of a thing he holds it and if he wants to hit anything hard he does it the first time. I take him for a good all 'round man mentally, morally and physically, and I've a notion too that Hassett is going to find out some fine day what happens when he gets the wrong pig by the ear."

Strange to say Hassett formed opposite conclusions. He intentionally rubbed the fur the wrong way one day and because Ford did not care to get into a fuss, Hassett thought he had found Ford's vulnerable place and "went for him." He took every opportunity to make himself disagreeable. He called attention to what he considered Ford's peculiarity of dress—the cut of his hair, the manner of his walk; everything in fact that he could ridicule he did, until naturally the young

fellow concluded he had had about enough. His fellow clerks thought so anyway and one day when he was passing by Miss Rockwood's counter she took occasion to say to him that she and the rest of the girls—and the men, too, for that matter—thought that a change in the program would meet with favor.

The reply was characteristic: "He doesn't annoy me. It's like the idle wind which I regard not and then, too, this is no place to hurt him. Let him tire himself out. He'll stop then and I really don't think it's worth minding."

That's what Hassett thought, too; and when he saw the two talking together he concluded he'd change his tactics. He'd tease Miss Rockwood about the "Dandy" and show him up to be the coward he was. He'd try it the first chance he had and, tickled almost to death with the idea, he waited for an opportunity to carry it out.

It happened the very next morning that Miss Rockwood improved the opportunity offered by the regulations for the clerking force to make purchases any time before eight. She had gone to Ford's counter, had made her purchase and was turning away when Hassett found it desirable to be there, too, and to make a remark that made Ford's face turn white and Miss Rockwood's red.

There was a spring over the counter, a gripping of a coat collar and a neckband, the lifting lightly up and the bringing heavily down with a tremendous thump to the floor of a pair of elbows and knees, then a smart jerk to a vigorous and sudden standstill and then a voice with a not to be disobeyed command in it said, with alarming distinctness, "Beg Miss Rockwood's pardon, you contemptible cur, before I break every bone in your body!"

There was just breath enough left in the craven's body to do what had been required of it with the grip still on the collar and then, daring him ever again to insult another lady in that store "Dandy Ford" gave him a shove that sent him caroming along the counters towards his place behind his own.

There could be but one result, and it took place immediately. Rob Hassett gathered himself together at the earliest possible moment and left the establishment by the way of the office. Rixford, the manager of the department, who had seen the whole affair, had his little blue envelope ready for him and out into the pitiless world the fellow went "a sadder and a wiser man."

Richard Malcolm Strong.

Does Retailing Offer a Future to the Young Man?

Yes, but he must follow the vocation of retailing the same as others do other crafts. He can not be lazy and slothful, if he wishes to succeed, but must be active and industrious; he can not be dishonest, but must be honest; he can not devote himself to pleasures and leave his business to others or to run itself. No one can do his business for him and when it is left to run itself it soon fails.

There are many young men who look upon the retail business as a line of work which does not require much of a man to run it. This may be so, but the man who makes a success of business must learn his trade the same as the man who runs a locomotive.

Honesty is the best policy. I have heard of many cases where young men have started in business and their finan-

cial success at first was noteworthy, with the result that their fellowmen would wonder how they attained it. Finally some of their customers would discover that they were getting short weight or short measure, and one after another they would leave this merchant, until he had no trade, or until those customers that were left were as dishonest as the merchant. This kind of a merchant soon finds that his cash is beginning to run low, and that the young man in business who has been honest, and who has done by others as he would have them do unto him, is gaining ground and is winning success. The latter not only has a good trade, which is growing larger all the time, but he has established good credit with the wholesale houses, and he is becoming forehanded and is getting more capital with which to do business.

Not lazy but industrious. I have seen young men who have started in business and who have spent a large part of their time around some place of amusement. They did not look after their business, and within only a comparatively short time they had no business left. Then there are some who neglect the store in other ways. They do not attempt to keep the stock dusted and clean, or the shelving full. These things demand all the spare time a man can find around the store and it is highly important that they should be looked after and given proper attention. There may not be canned goods enough on the shelving to fill it, but by placing the goods that are in stock on the front of the shelving it looks much better and gives the appearance of a complete stock. There is something to do in the store all of the time, and the pushing young business

man will find plenty of work to absorb his time.

Look after the accounts. One should look after his accounts, and not allow his customers to run so far behind that they can not pay up. If this is permitted in many cases, after a while the customer can not pay at all. The young retailer should look after the bills which he owes just as promptly and should not permit them to become too large before paying them.

There is an ambitious tendency among the young men of the present day to become rich too fast, and in order that they may do so, many resort to means which are detrimental to business and which should be avoided. A man to succeed in retail trade, whether young or old, must work hard and must direct his efforts with proper intelligence and good judgment; he must be honest, and he must have a thorough knowledge of the branch of business in which he is engaged.

If these rules, and many old ones of which you are ail probably aware, are followed closely, and if the golden rule, "Do unto others as you would that they should do unto you," is made the foundation principle of business, I think a young man can make a success of the retail business.—David H. Allen in Commercial Bulletin.

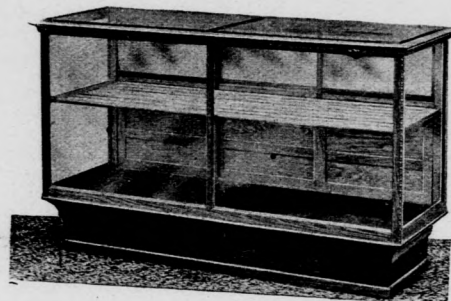
Prune Trees Now in Bloom.

From the Supter, Cal., Independent.

J. H. Roberts, of Yuba City, reports a rather uncommon thing in horticulture now visible on his place west of town. Early in the season his prune trees, growing on the sandy ground, began to shed their leaves and at the time of gathering the prunes the leaves were about all off. Now the trees are full of fruit blossoms, making a very uncommon sight at this time of year.

Grand Rapids Fixtures Co.

A
new
elegant
design
in
a
combination
Cigar
Case



Shipped
knocked
down.
Takes
first
class
freight
rate.

No. 64 Cigar Case. Also made with Metal Legs.

Our New Catalogue shows ten other styles of Cigar Cases at prices to suit any pocketbook.

Corner Bartlett and South Ionia Streets, 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

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Grand Rapids Council No. 131, U. C. T.
 Senior Counselor, W. R. COMPTON; Secretary-Treasurer, L. F. Baker.

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

Gripsack Brigade.

Martin Koster has take the position of city salesman for Geo. H. Seymour & Co.

Leo Shire, Michigan representative for E. W. Gillett, has removed his family from Chicago to this city and taken up his residence at 18 Pleasant street.

Dowagiac Republican: Claude Hayden, for ten years past telegraph operator at the Michigan Central office, has resigned his position to take a position as traveling salesman for the Beckwith Estate.

Adrian Times: John A. Tice, who has held the position of prescription clerk in Shepherd's drug store for nearly two years, will sever his connection with that firm Nov. 1, and travel for the William S. Merrill Chemical Co., of Cincinnati.

Jewelry For Men.

The wearing of jewelry by men has recently been attracting the attention of Londoners who have learned that this form of luxury has very much spread among Englishmen lately.

The use of expensive buttons for waistcoats is the most marked way in which the new fashion is seen here. The buttons are made to match the shirt studs and cuff buttons, except when pearls are worn, in which case moonstones and occasionally opals are substituted. In the case of sapphires, opals, garnets and similar stones, the cuff buttons, shirt studs and waistcoat buttons are all alike. Turquoises are also worn by men to a considerable extent to-day, although formerly they were seen rarely as a part of a man's dress. Their use is due to the fact that a complete set may be had for a sum not too great for a man to spend on such ornaments.

The great increase in the number of bracelets worn by Englishmen is attributed to the war in South Africa, whither went many men engaged to be married wearing a bracelet put on the left arm by the young woman as a kind of engagement ring before the two separated. This style of ornament for a man has never become popular here, in spite of the attempts made from time to time to prove that it is not in the least effeminate. The German emperor is known to wear a bracelet put on his arm and locked by his wife, and married men in England who wear bracelets are supposed always to have had them from the same source.

The bracelets are usually made of silver and can be so worn as not to fall over the wrist but to keep well out of sight up on the forearm. The jewelers here used to keep some of these silver chains in stock, but the demand for them was so light that they are to be had in only a few shops, except as the result of a particular order.

Many of the foreigners who come here wear bracelets, and there are al-

ways a number of exponents of the fashion among the singers at the Metropolitan. One man who wore a thick chain of gold when he came here removed it after a while whenever he went out in the streets. He was especially averse to wearing it in the street cars, as the women who saw it were rarely able to restrain their curiosity within reasonable limits. It always created a sensation. One New Yorker always wears a gold bracelet, studded with turquoises, but he is generally able to keep it out of sight up his sleeve.

London dealers also say that the demand for men's rings has increased 50 per cent. in the past three years, but it is certain that no similar growth in the fashion has been noticed here. The number of a man's rings is an item of his dress that is limited here by good taste.

A Pumpkin Party.

An artist who is known for the originality of his entertainments will give over his studio to a children's party Halloween in the afternoon. It is to be called a pumpkin party, for the reason that that vegetable will form the main part of the decoration. The studio is to be lighted by pumpkin lanterns hanging from the ceiling, and it will be arranged to simulate a barn, with a hay loft at one end, where an orchestra will be stationed.

There will be ghost pictures on a stereopticon, while some thrilling ghost story is read in the half darkness. Then a magician in costume of Mephistopheles will perform tricks of all sorts, and the band will play ghostly music as an accompaniment. After two or three hours of this sort of fun, refreshments will be served on a table ornamented with bowls of apples, nuts and fruit.

Each ice will have a lighted candle in it as it is served, and at the close of the feast each young guest will receive as a favor a goblin or brownie mask, which will be worn during the hour's fun that will precede the arrival of the nurses and governesses who will escort the revelers to their homes.

Albion—As the result of a coupon advertising scheme worked here recently there is more trouble among society folks than can be healed in years. A piano firm interested ten of the leading merchants of the city in the scheme and coupons—to be voted for any organization or society entering the contest—were given with each 25 cent purchase, the winner to be given a piano. The contest immediately waxed warm, a dozen organizations entering, and the merchants not in the deal were compelled to start a similar contest in order to keep their share of the city's trade. The first contest closed with St. John's church the winner, with a total of 105,424 votes, a plurality of 26,946 over its nearest competitor, the Albion Musical club. The contest was so hot animosities have been engendered, charges and counter charges of fraud have been made and, in one instance, irregular work was alleged to have been discovered in marked coupons written in transparent ink, the coupons in question having been voted a second time. In the face of the charges one member of the committee to inspect ballots tendered his resignation and it was accepted. The other contest will close shortly.

If Carnegie doesn't wish to die rich he might deposit his money in a Chicago vault.

SUCCESSFUL SALESMEN.

M. S. Brown, Representing Hazeltine & Perkins Drug Co.

Mark S. Brown was born on a farm near Hadley, Lapeer county, July 4, 1866, his ancestors for four generations having been American born. He was the youngest of four children, all boys. His next older brother, Wm. E. Brown, has been the Prosecuting Attorney of Lapeer county for the past four years. He attended the public schools at Hadley until 17 years of age, when he taught school two years at Columbia-ville. Conceiving a liking for the drug business, he entered the retail drug store of Chas. Moorland, at Hadley, where he remained three years. He then went on the road for Lambert & Lowman, of Detroit, with whom he remained five years, covering the retail trade of Eastern and Northern Michigan. On the retirement of that house, he engaged to travel for the Hazeltine & Perkins Drug Co., with whom he has remained eight years, covering the northeastern portion of the Lower Peninsula and the eastern portion of the Upper Peninsula.

Mr. Brown was married Aug. 6, 1891, to Miss Mary B. Palmerlee, who was



born at Hadley, but who had removed to California, where she graduated from the State Normal School. Mr Brown started for California to attend the wedding, but was recalled by a telegram from his house on account of his being needed in court to testify in an important lawsuit and, as a result, the California wedding was postponed and the bride-elect came to Michigan to celebrate the nuptials. The family reside at Saginaw and enjoy the companionship of a 5-year-old boy and an infant daughter. Mr. Brown is a member of the Knights of the Grip, U. C. T., Masonic order, Knights of Pythias and K. O. T. M.

He attributes his success to the friends he has made and to his ability to hold his friends and keep their patronage. He speaks very highly of his former employer at Hadley, who not only encouraged him when he started out as a traveling salesman by giving him his own business, but influenced ten or fifteen other druggists in Lapeer county to throw the bulk of their business to the young salesman. Mr. Brown is interested in five retail drug stores, situated in different parts of the State, and is very generally regarded as one of the shrewdest salesmen and most successful business men among the boys on the road.

Personally, Mr. Brown is one of the most companionable of men. He is the prince of good nature, seldom displaying any temper, although it is understood that he has an abundance of that commodity on tap whenever it is necessary to use it. He is an expert huntsman, spending from two to four weeks each fall in the Upper Peninsula in search of game, bear and deer included.

At the last meeting of Post F (Saginaw) Mr. Brown received the unanimous endorsement of the members as candidate for Secretary of the Michigan

Knights of the Grip, subject to the approval of the Lansing convention. It was decided to go to Lansing by special train, take along a band and create a committee of three members to conduct the campaign.

Generous in his treatment of his friends, businesslike in his attitude toward his trade, possessing a good position and enjoying the confidence and respect of all with whom he comes in contact, Mr. Brown certainly has every reason to rejoice over the prosperity he has achieved and to regard the future with that complacency which characterizes the successful salesman.

World's fairs and expositions leave their impress in more ways than one, but while some few of the great shows have left some permanent relic, in the shape of a great public building or park, the general run has been that the aftermath has been a bald spot on the face of the earth which has proved an eyesore for years to the more aesthetic of the citizens. In the first category may be mentioned the exposition of 1851, which left to the Britisher his Crystal Palace, an immense building, which has since been utilized for numerous expositions of minor character. In fact, it may be said that the London 'Arry has always a show of some sort or other going on in the building. The various expositions in Paris have resulted in the beautifying of much space that was previously occupied by buildings of the slum order. The New Orleans world's fair left the noble horticultural building in Audubon Park, while that of Chicago entailed the reclaiming of a tract of mud flats alongside Lake Michigan, and which has since been added to the public park area, but it is a question whether St. Louis will be able to point to any so-called "improvements" after the great show of 1903. To provide the site the city will be compelled to sacrifice all the natural beauties of Forest Park. All the trees on 668 acres of this tract are to be cut down, including forty acres known as the "Wilderness," where nature has hitherto been allowed to work her own sweet will. To reforest this tract, and to bring it to anything like its present shape will take a full generation. There is a limit to utilitarianism, and it is a question whether the Future Great has not decided to overstep that limit.

Nashville—A short time ago the Hoover & Broderick Stave & Hoop Co., now located at Edon, Ohio, made a proposition to come here, providing the village would furnish a site and bonus of \$100 a year for five years. At a public meeting, held Oct. 25, the village voted to raise the bonus. The firm will employ over fifty hands.

Detroit—The American Lubricator Co. has filed articles of incorporation with the county clerk. The capital stock is \$5,000, of which \$2,500 is paid in, and the shareholders are: David Blumenthal and John M. Leckner, 162 shares each; Joseph H. Dean, 113 shares; Edmund H. Campbell, 63 shares.

Albert Damskey has opened a grocery store at 190 Fourth street. The Ball-Barnhart-Putman Co. furnished the stock.

The Warwick

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

A. B. GARDNER, Manager.

Drugs--Chemicals

Michigan State Board of Pharmacy

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

President, A. C. SCHUMACHER, Ann Arbor.
Secretary, HENRY HEIM, Saginaw.
Treasurer, W. P. DOTY, Detroit.

Examination Sessions.

Lansing, Nov. 5 and 6.

Mich. State Pharmaceutical Association.

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

Sound Views Concerning the Sale of Poisons.

We happened to be in the store of a prominent pharmacist the other day when some one came in for an ounce of tincture of opium. The customer was questioned very closely, but courteously, regarding the substance, diplomatically gotten to tell what he wanted to use it for, and then the sale was carefully recorded in the poison-registration book, together with the data required by the law. We were impressed with the thoroughness with which the pharmacist carried out the provisions of the law, and casually expressed this impression after the customer had gone out.

"Yes," replied the pharmacist, "we surround the sale of poisons with every care and precaution. We do this not only because the law demands it and because therefore it should be done, but we do it for two or three equally good reasons. I could tell you a number of instances where people have been prevented from making what might easily have been fatal mistakes by careful questioning on my part.

"One night a man came in the store and wanted some tincture of opium—an ounce of it. This is, of course, a common substance, and one used a great deal. The average druggist might have sold it on this occasion without a question. But, following our regular custom, I politely asked the man what he wanted to use it for, explaining, as usual, that I asked through no idle curiosity, but because the law required it. I found that he wanted it for a baby, and that what he really required was not tincture of opium at all, but paregoric. A careless doctor had told him to get an ounce of 'camphorated tincture of opium,' instead of using the common name of 'paregoric.' The man had failed to catch the qualifying word 'camphorated,' or else had thought it unimportant, and his ignorance of medicines had done the rest. At any rate, had he been given tincture of opium it is quite likely there would soon have been one less baby in the world.

"I could mention several cases of this kind. Then, too, I could tell you of two or three occasions where I have prevented persons from following out their hasty designs and committing suicide. Often people, made despondent by some cruel fate, decide quickly that they will end all their troubles at one stroke. They enter the drug store, get the poison, and quickly take it before their resolution changes. In such cases they are always on the verge of indecision, and if questioned a bit they are quite likely to break down and confess their design—either because their strong feeling of guilt makes them believe they are detected, or because their weak decision totters and falls. Anyhow, whatever the reason, I have a great satisfaction in the thought that, during my twenty years

of experience, I have saved from death at least three persons who are now living useful and happy lives.

"But from a selfish standpoint alone, it pays the pharmacist to observe the poison laws strictly. From a mere business point of view, it is good policy—excellent policy. The more you can convince people that the sale of poisons is an important thing and that it calls for scientific knowledge and care, the more they will understand that competent persons only should handle and dispense them. It gives people a conception of the importance of pharmacy and makes them look upon it as something besides a mere handing of merchandise over the counter. Why, the reason so much poison is sold by grocers and other incompetent persons is because pharmacists themselves, by their actions, have led people to believe that the sale of poisons is an unimportant matter, is in nowise different from the sale of sugar, and calls for no special knowledge and fitness.

"The people are not at fault for looking at the matter in this light, and for buying many of the more common poisonous substances of dealers other than pharmacists—it is the fault of pharmacists themselves. I tell you, a man is almost always judged in this world by the estimate which he places upon himself—unless, of course, it be an exaggerated one and expressed in a conceited manner. Pharmacy is largely judged, in my opinion, at the standard which pharmacists themselves give to it. If they view it as a mere business, the public will so estimate it. If they look upon it as containing a large share of professionalism and science, the public will accept this view. And if they surround the sale of poisons with no more precaution than they do the sale of toilet soap, they must not blame the public if it thinks the handling of poisons calls for no special knowledge and fitness, and if, consequently, it buys its poisons of the grocer."—Bulletin of Pharmacy.

Selling Tooth Brushes.

One of the most effective ways of selling large quantities of a popular priced article is to make a big showing of it in your window; and very often such a showing will be more impressive if the goods are literally dumped into the window without any effort at orderly arrangement. "I was reminded of this point the other day by seeing in a Broadway drug store window," writes Chas. F. Jones, "an ordinary 'paddy' wheelbarrow tipped over on its side with about a bushel of tooth brushes lying partly in the barrow and partly on the floor, and a price card marked ten cents. Handling tooth brushes by the wheelbarrow load might convey the impression that they are pretty cheap, ordinary articles; but I believe this novel way of displaying them will sell a great many ten cent brushes that that store would not sell through the ordinary ways of displaying tooth brushes in the window."

What People Ask For.

"Coperus 5c."
"Asefity 5c."
"Copress 2c."
"1 Bottle Winslous Susing Surup."
"5c Camile tea."
"Alkachol 1 pint."
"5 redsipia."
"5c Worth of tartalic aced."
"50c laurghet."
"5c citrid acrid."
"Greens August flour."
"Row shell Salts."

An Invaluable Requisite.

The druggist who is in the habit of using one of the ordinary "water air pumps" to hasten filtration is not apt to give it up in a hurry, says F. T. Gordon, in the Pharmaceutical Era. A glass "air pump" can be bought for less than fifty cents, and can be attached to the spigot in a moment. Fit a good sized fruit jar with an airtight cork in which are bored a hole large enough for a fair sized funnel, and a smaller hole for a bit of glass tube, to which latter is fitted a rubber tube connected with the air pump. To filter a thick liquid, put a good sized wad of absorbent cotton in the bottom of your funnel, arranging it so that it will reach an inch or so up the sides; this is the support for your filter paper, which might otherwise break when the pressure inside the jar is reduced (blotting paper can also be used for this); fit the filter paper in snugly, moistening it if necessary, and fill the funnel with the liquid to be filtered. Now start the flow of water through your air pump; partial exhaustion of the air in the jar will ensue, and the pressure of the air on the liquid will force it rapidly through the filter. The whole cost of this device need not be over seventy-five cents, jar, funnel, and all. An ordinary bicycle pump makes a good air pump when the valves are reversed, and in its usual condition is often of use in siphoning. Fit the siphon through a cork with two holes, put this into the bung hole or top of the carboy, and pump in air with your bicycle pump through the other hole; the pressure of air will start the siphon to working in a moment, and the tube from the pump can be withdrawn.

Practical Tests For Filter Paper.

In all the finer operations of filtration in which paper is the filtering medium used, it is essential to proper results that a perfect filtering paper be employed—a paper free from salts soluble in the ordinary solvents, iron (a common impurity), greasy matter, or alkaline earths. It is advisable to test the paper through which filtration is to be conducted. The suggestion to be so critical may seem to some as ultra-elaborate, but if the contender take a less superficial view of the matter, he will agree with the chemist when the latter advises putting the filter paper to a crucial test before it be relied upon. Joseph Hosteley points out that distilled water passed through filtering paper should leave no residue on evaporation—the presence or absence of a residue determining whether or not the paper contains soluble salts. If a 10 per cent. solution of hydrochloric acid passed through the paper be colored yellow, the presence of iron is proved. Dilute alkalis passed through the paper should not become milky when neutralized with acids; and the "degree" of milkiness decides the extent of greasy matter in the paper. Dilute acids passed through the paper and saturated with alkali carbonates must not show a milkiness; should the latter appear, alkaline earths are present.

The Drug Market.

Opium—Is firmer in the primary markets, but unchanged here.
Morphine—Is steady.
Quinine—All brands have advanced 1c per ounce and are very firm.
Cocaine—Manufacturers have reduced the price 25c per oz., on account of competition. It is claimed that the

present price is below cost of production.

Menthol—Is very firm and an advance above the present high price is expected.

Balsam Fir—Canada continues scarce and high prices rule.

Balsam Tolu—Has again advanced and is tending higher.

Oil Bay—Has again advanced and is tending higher.

Oil Lemon Grass—Is nearly out of market and extreme prices are asked for what little there is on hand.

Oil Cloves—Is firm, in sympathy with the spice.

Oil Wintergreen—Has advanced, on account of scarcity.

Oil Sassafras—Is tending higher.

Oil Peppermint—Has been again advanced 10c per lb.

Oil Cedar Leaf—Is very firm and has again advanced.

So-called Cedar—Is being sold by some jobbers at half the cost of pure oil. Possibilities are that from two-thirds to three-fourths is turpentine.

Buchu Leaves—Are firm and have advanced.

Hopelessly Insane.

"And this one?" we said, indicating a patient at the insane asylum.

"Hopeless case," was the reply. "Thinks he has discovered perpetual motion."

"And the next one?"

"Still more hopeless. Claims to have solved the servant girl question."

Are you not in need of

New Shelf Boxes

We make them.

KALAMAZOO PAPER BOX CO.

Kalamazoo, Michigan

Don't Buy Your Wall Papers

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

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

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

Heystek & Canfield Co.

Grand Rapids, Mich.

Michigan Wall Paper Jobbers

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, Oil Wintergreen, Linseed Oil, Quinine, Menthol. Declined—

Table of drug prices under categories: Acidum, Ammonia, Aniline, Balsamum, Cortex, Extractum, Ferru, Flora, Folia, Gummi, Herba, Magnesia, Oleum, Potassium, Radix, Semen, Spiritus, Syrops, Tinctures, and others.

Table of drug prices including Menthol, Morphia, Seidlitz Mixture, Linseed, and various oils and chemicals.

Advertisement for 'Freezable Goods' by Hazeltine & Perkins Drug Co. featuring decorative borders and text: 'Now is the time to stock Mineral Waters, Liquid Foods, Malt Extracts, Butter Colors, Toilet Waters, Hair Preparations, Inks, Etc. Grand Rapids, Mich.'

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

Cotton Clothes Lines
Sisal Rope
Canned Tomatoes

DECLINED

Domestic Sardines
Sealed Herring
Compound Lard
Buckwheat Flour

Index to Markets
By Columns

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

MICA AXLE GREASE advertisement featuring an image of a can and descriptive text.

JAXON BAKING POWDER advertisement featuring an image of a tin and descriptive text.

ROYAL LAMP BURNERS advertisement featuring an image of a burner and descriptive text.

JENNINGS CONDENSED PEARL BLUING advertisement featuring a large logo and descriptive text.

JAXON Highest Grade Extracts advertisement featuring a logo and list of products.

Table listing various grocery items and their prices, organized by columns 1 through 5.

Table listing various grocery items and their prices, organized by columns 3 through 5.

Table listing various grocery items and their prices, organized by columns 4 through 5.

Table listing various grocery items and their prices, organized by columns 5 through 6.

COLEMAN'S
HIGH GRADE EXTRACTS
Vanilla 2 oz panel. 1.20
Lemon 2 oz panel. 1.75
No. 3 2 oz taper. 2.00
No. 4 2 oz taper. 1.50

JENNINGS' FLAVORING EXTRACTS
D. C. Lemon 2 oz. 75
D. C. Vanilla 2 oz. 1.24
3 oz. 1.00
6 oz. 2.00
No. 4 T. 1.52
No. 3 T. 2.08
2 oz. Assorted Flavors 75c.

Our Tropical
2 oz. full measure, Lemon. 75
4 oz. full measure, Lemon. 1.50
2 oz. full measure, Vanilla. 90
4 oz. full measure, Vanilla. 1.80
Standard:
2 oz. Panel Vanilla Tonka. 70
2 oz. Panel Lemon. 60

FLY PAPER
Tanglefoot, per box. 35
Tanglefoot, per case. 3.20

FRESH MEATS
Beef
Carcass 6 @ 8
Forequarters 5 @ 6
Hindquarters 7 1/2 @ 9
Loins 9 @ 12
Ribs 8 @ 10
Rounds 7 1/2 @ 8
Chucks 5 1/2 @ 6
Plates 3 @ 5
Pork
Dressed 7 @ 7
Loins 10 1/2 @ 10
Boston Butts 9 1/2 @ 9
Shoulders 9 @ 9
Leaf Lard 9 @ 9
Mutton
Carcass 7 @ 8
Lamb 7 1/2 @ 8 1/2
Veal
Carcass 7 @ 7 1/2
GRAINS AND FLOUR
Wheat 70
Winter Wheat Flour
Local Brands
Patents 4.20
Second Patent 3.70
Straight 3.50
Second Straight 3.30
Clear 3.10
Graham 3.40
Buckwheat 4.00
Rye 3.20
Subject to usual cash discount.
Flour in bbls., 25c per bbl. additional.
Ball-Barnhart-Putman's Brand
Diamond 1/2 3.85
Diamond 3/4 3.88
Diamond 7/8 3.85
Warden Grocer Co.'s Brand
Quaker 3/4 3.80
Quaker 1/2 3.80
Spring Wheat Flour
Clark-Jewell-Wells Co.'s Brand
Pillsbury's Best 1/2 4.45
Pillsbury's Best 3/4 4.35
Pillsbury's Best 7/8 4.25
Pillsbury's Best 1/2 paper 4.25
Ball-Barnhart-Putman's Brand
Duluth Imperial 1/2 4.25
Duluth Imperial 3/4 4.15
Duluth Imperial 7/8 4.05
Lemon & Wheeler Co.'s Brand
Wingold 1/2 4.20
Wingold 3/4 4.10
Wingold 7/8 4.00
Onley & Judson's Brand
Ceresota 1/2 4.45
Ceresota 3/4 4.35
Ceresota 7/8 4.25
Warden Grocer Co.'s Brand
Laurel 1/2 4.40
Laurel 3/4 4.30
Laurel 7/8 4.20
Laurel 1/2 and 3/4 paper 4.20
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, clipped 40
Car lots, car lots 43
Less than car lots
Corn
Corn, car lots 60
Hay
No. 1 Timothy car lots 10.50
No. 1 Timothy ton lots 12.50
HERBS
Sage 15
Hops 15
Laurel Leaves 15
Senna Leaves 25

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

JELLY
5 lb. palls, per doz. 1.90
15 lb. palls 38
30 lb. palls 72

LICORICE
Pure 30
Calabria 23
Stelly 14
Root 10

LYE
Condensed, 2 doz. 1.20
Condensed, 4 doz. 2.25

MATCHES
Diamond Match Co.'s brands.
No. 9 sulphur 1.65
Anchor Parlor 1.50
No. 2 Home 1.30
Export Parlor 4.00
Wolverine 1.50

MEAT EXTRACTS
Armour & Co.'s, 2 oz. 4.45
Liebig's, 2 oz. 2.75

MOLASSES
New Orleans
Fancy Open Kettle 40
Choice 35
Fair 26
Good 22
Half-barrels 2c extra

MUSTARD
Horse Radish, 1 doz. 1.75
Horse Radish, 2 doz. 3.50
Bayle's Celery, 1 doz. 1.75

OLIVES
Bulk, 1 gal. kegs. 1.25
Bulk, 3 gal. kegs. 1.10
Bulk, 5 gal. kegs. 1.00
Manzanilla, 7 oz. 80
Queen, pints. 2.35
Queen, 19 oz. 4.50
Queen, 28 oz. 7.00
Stuffed, 5 oz. 90
Stuffed, 8 oz. 1.45
Stuffed, 10 oz. 2.30

PAPER BAGS
Continental Paper Bag Co.
Ask your Jobber for them.
Glory 50
Mayflower 60
Satchel & Pacific 80
Bottom Square 50
1. 50
2. 60
3. 60
4. 80
5. 80
6. 1.00
7. 1.20
8. 1.20
9. 1.25
10. 1.50
11. 1.50
12. 1.50
13. 2.00
14. 2.00
15. 2.00
16. 2.00
17. 2.00
18. 2.00
19. 2.00
20. 2.00
21. 2.00
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56. 2.00
57. 2.00
58. 2.00
59. 2.00
60. 2.00

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

PICKLES
Medium
Barrels, 1,200 count 6.50
Half bbls, 600 count 3.75
Small
Barrels, 2,400 count 8.00
Half bbls, 1,200 count 4.50

PIPES
Clay, No. 216 1.70
Clay, T. D., full count 65
Cob, No. 3 85

POTASH
48 cans in case
Babbit's 4.00
Penna Salt Co.'s 3.00

PROVISIONS
Barreled Pork
Mess. @16.00
Back @18.00
Clean back @18.00
Short cut @20.75
Pig @17.25
Family Mess. @18.75

Dry Salt Meats
Bellies 10 1/2
Briskets 10 1/4
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 @ 13
Ham dried, beef @ 9 1/2
Shoulders (N. Y. cut) @ 9 1/2
Bacon, clear @ 10 1/2
California hams @ 8 1/2
Bolted Hams @ 17
Picnic Bolted Hams @ 13
Berlin Ham pr's'd @ 9
Mince Hams @ 9 1/2

Lards-In Tierces
Compound 8
Pure 10 1/4
Vegetole 8 1/2
No. 1 100 lbs. 4.00
No. 1 40 lbs. 4.10
No. 1 10 lbs. 4.10
No. 1 8 lbs. 4.10
No. 2 100 lbs. 8.00
No. 2 40 lbs. 8.50
No. 2 10 lbs. 9.50
No. 2 8 lbs. 9.50

Sausages
Bologna 6 1/4
Liver 6
Frankfort 8
Pork 9
Blood 6 1/4
Tongue 6 1/4
Headcheese 6 1/4

Beef
Extra Mess. 10 75
Boneless 11 50
Rump 11 50

Pigs' Feet
1/2 bbls., 40 lbs. 1.60
1/2 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 85

Butterline
Solid, dairy @ 19 1/4
Rolls, dairy @ 14
Rolls, 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 50
Deviled ham, 1/4 50
Deviled ham, 1/2 90
Potted tongue, 1/4 50
Potted tongue, 1/2 90

Domestic
Carolina head 6 1/4
Carolina No. 1 6
Carolina No. 2 5 1/4
Broken
Imported
Japan, No. 1 5 1/4
Japan, No. 2 4 1/2
Java, fancy head @
Java, No. 1 @
Table @

SALERATUS
Packed 60 lbs. in box
Church's Arm and Hammer 3.15
Deland's 3.00
Dwight's Cow 3.15
Emblem 2.10
L. P. 3.00
Wyandotte, 100 1/2 3.00

SAL SODA
Granulated, bbls. 90
Granulated, 100 lb. cases 1.00
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, 280 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 10 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 1/4
Georges selected @ 7
Grand Bank @ 6
Strips or brleks 6 1/4 @ 10 1/4
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. 12 25
Holland white hoops, 1/2 bbl. 5.50
Holland white hoop, keg. 75
Holland white hoop mechs. 85
Norwegian
Round 100 lbs. 3.00
Round 40 lbs. 1.50
Sealed 15
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. 95
No. 2 8 lbs. 79

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 1/4
Caraway 7 1/4
Cardamon, Malabar. 1.00
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 Rappee, in jars. 43

SOAP
B. T. Rabbit brand—
Beaver Soap Co. brands 4.00

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 4.00
King Cole 4.00
Detroit Soap Co. brands—
Queen Anne 3.35
Big Bargain 1.90
Umpire 2.55
German Family 2.65
Dingman Soap Co. brand—
Dingman 3.85
N. K. Fairbanks brands—
Santa Claus 3.40
Brown 2.22
Fairly 4.00
Fels brand—
Naphtha 4.00
Gowans & Sons brands—
Oak Leaf 3.15
Oak Leaf, big 5 1/2

JAXON
Single box 3.20
5 box lots, delivered 3.10
10 box lots, delivered 3.10
Johnson Soap Co. brands—
Silver King 3.40
Calumet Family 2.40
Scotch Family 2.40
Cuba 2.55
60 cakes 1.95
Richter's Magnetic 3.90
Lautz Bros. brands—
Big Aime 4.25
Aime 5c 3.65
Marselles 4.00
Master 3.70
Proctor & Gamble brands—
Lenox 3.20
Ivory, 6 oz. 4.00
Ivory, 10 oz. 6.75
Schultz & Co. brand—
Star 3.25
A. B. Whistley brands—
Good Cheer 3.80
Old Country 3.25
Scouring
Sapallo, kitchen, 3 doz. 2.40
Sapallo, hand, 3 doz. 2.40

SODAs
Boxes, English 5 1/4
Kegs, English 4 1/4

SPICES
Whole Spices
Allspice 12
Cassia, China in mats 12
Cassia, Batavia, in bund. 28
Cassia, Saigon, broken 38
Cassia, Saigon, in rolls 55
Cloves, Amboyna 17
Cloves, Zanzibar 14
Mace 55
Nutmegs, 75-80 50
Nutmegs, 105-10 40
Nutmegs, 115-20 35
Pepper, Singapore, black 18
Pepper, Singapore, white 28
Pepper, shot. 20

Pure Ground in Bulk
Allspice 16
Cassia, Batavia 48
Cassia, Saigon 48
Cloves, Zanzibar 17
Cloves, African 15
Ginger, Cochlin 18
Ginger, Jamaica 25
Mace 65
Mustard 18
Pepper, Singapore, black 17
Pepper, Singapore, white 25
Pepper, Cayenne 20
Sage 20

SYRUPS
Corn
Barrels 21
Half bbls. 23
1 gallon cans, per doz 3.20
1/2 gallon cans, per doz 1.80
1/4 gallon cans, per doz 95

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 1/4
3-lb. packages 5
6-lb. packages 6
40 and 50-lb. boxes 3 1/4

Kingsford's STARCH
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 1/4
3-lb. packages 5
6-lb. packages 6
40 and 50-lb. boxes 3 1/4

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

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

BEST GLOSS STARCH
CHAS. POPE GLUCOSE CO. CHICAGO.

Best Gloss Starch, 50 lb.
Best Gloss Starch, 40 lb.
Best Gloss Starch, 6 lb.
Best Gloss Starch, 3 lb.
Best Gloss Starch, 1 lb.
Works: Venice, Ill.
Geneva, Ill.

Enameline
Enameled
No. 4, 3 doz in case, gross 4.50
No. 6, 3 doz in case, gross 7.20

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 5.50
Coarse Powdered 5.50
XXX Powdered 5.35
Fine Granulated 5.10
2 lb. bags Fine Gran. 5.25
5 lb. bags Fine Gran. 5.25
Mould A. 5.25
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. 6, Empire A. 4.75
No. 8. 4.70
No. 7. 4.60

No. 8. 4.50
No. 9. 4.45
No. 10. 4.40
No. 11. 4.35
No. 12. 4.30
No. 13. 4.30
No. 14. 4.25
No. 15. 4.25
No. 16. 4.25

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

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

BEST GLOSS STARCH
CHAS. POPE GLUCOSE CO. CHICAGO.

Best Gloss Starch, 50 lb.
Best Gloss Starch, 40 lb.
Best Gloss Starch, 6 lb.
Best Gloss Starch, 3 lb.
Best Gloss Starch, 1 lb.
Works: Venice, Ill.
Geneva, Ill.

Enameline
Enameled
No. 4, 3 doz in case, gross 4.50
No. 6, 3 doz in case, gross 7.20

SUGAR
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Fine Granulated 5.10
2 lb. bags Fine Gran. 5.25
5 lb. bags Fine Gran. 5.25
Mould A. 5.25
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. 6, Empire A. 4.75
No. 8. 4.70
No. 7. 4.60

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.

S.W.W.
S. C. W. 35.00
Cigar Clippings, per lb. 26

Fine Cut
Uncle Daniel 54
Ojibwa 34
Forest Grant 34
Sweet Spray 38
Cadillac 57
Sundred Loma 38
Golden Top 26
Hiawatha 57
Telegram 26
Pay Car 32
Prairie Rose 50

Table 12: Various household goods including Protection, Sweet Burley, Plug, Flat Iron, and more.

Table 13: Mop Sticks, Pails, Toothpicks, Tubs, Wash Boards, Wood Bowls, Wrapping Paper, Yeast Cake, Fresh Fish, Oysters, Bulk Oysters, Hides and Pelts.

Table 14: Mixed Candy, Grocers, Competition, Special, Royal, Ribbon, Broken, Cut Loaf, English Rock, Kindergarten, Bon Ton Cream, French Cream, Dandy Fan, Bank Made Cream, Crystal Cream mix, Fancy-In Pails, Champ. Crys. Gums, Pony Hearts, Fairy Cream Squares, Fudge Squares, Peanut Squares, Sugared Peanuts, Salted Peanuts, Starlight Kisses, San Blas Goodies, Lozenges, plain, Lozenges, printed, Choc. Drops, Eclipse Chocolates, Choc. Monuments, Victoria Chocolate, Gum Drops, Moss Drops, Lemon Sours, Imperials, Ital. Cream Opera, Ital. Cream Bonbons, Molasses Chews, Golden Waffles, Fancy-In 5 lb. Boxes, Lemon Sours, Peppermint Drops, Chocolate Drops, H. M. Choc. Drops, H. M. Choc. Lt. and Dk. No. 12, Gum Drops, Licorice Drops, Lozenges, plain, Lozenges, printed, Imperials, Molasses, Cream Bar, Molasses Bar, Hand Made Creams, Cream Buttons, Pep. and Wint., String Rock, Wintergreen Berries, Caramels, Clipper, 20 lb. pails, Standard, 20 lb. pails, Perfection, 20 lb. pls, Amazon, Choc Cov'd, Korker, 2 for 16 pr bx, Big 3, 3 for 16 pr bx, Dukes, 2 for 16 pr bx, Favorite, 4 for 16, bx, AA Cream Car's 3lb, Fruits, Oranges, Florida Russett, Florida Bright, Fancy Navels, Extra Choice, Late Valencias, Seedlings, Medt. Sweets, Jamalcaas, Rodal, Lemons, Verdell, ex 300, Verdell, fey 300, Verdell, ex choice 300, Verdell, fey 300, Malori Lemons, 300, Messinas 300s, Messinas 360s, Bananas, Medium bunches, Large bunches, Foreign Dried Fruits, Californias, Fancy, Cal. pkg, 10 lb. boxes, Extra Choice, Turk., 10 lb. boxes, Fancy, Trkr., 12 lb. boxes, Pulled, 6 lb. boxes, Naturals, in bags, Dates, Fards in 10 lb. boxes, Fards in 50 lb. cases, Hollowi., lb. cases, new, Salsr, 60 lb. cases, Nuts, Almonds, Tarragona, Almonds, Ivica, Almonds, California, soft shelled, Fiberts, Walnuts, Grenobles, Walnuts, softshelled, California No. 1, Table Nuts, fancy, Table Nuts, choice, Pecans, Med., Pecans, Ex. Large, Pecans, Jumbos, Hickory Nuts per bu., Ohio, new, Cocoanuts, full sacks, Chestnuts, per bu., Peanuts, California No. 1, Fancy, H. P. Suns, Fancy, H. P. Suns, Roasted, Choice, H. P., Extras, Choice, H. P., Extras, Roasted, Span. Shld No. 1 n'w

Table 15: Stoneware, Butters, Milkpans, Fine Glazed Milkpans, Stevnpans, Jugs, Sealing Wax, Lamp Burners, Lamp Chimneys, Anchor Carton Chimneys, First Quality, Pearl Top, Rochester, Electric, Oil Cans, Lanterns, Lantern Globes, Mason Fruit Jars.

A Suggestion

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



Auto-Bi, \$200
If you are at all interested and thinking of taking up the sale of Automobiles or Motor Cycles—or contemplating buying a machine for your own use—we extend a special invitation to you to visit the factory of the E. R. Thomas Motor Co. while at Buffalo. The Thomas is the cheapest practical line of Automobiles on the market.

ADAMS & HART, Grand Rapids
Michigan Sales Agents

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

Michigan Fire and Marine Insurance Co. Organized 1851. Detroit, Michigan. Cash Capital, \$400,000. Net Surplus, \$200,000. Cash Assets, \$800,000. D. WHITNEY, Jr., Pres. D. M. FERRY, Vice Pres. F. H. WHITNEY, Secretary. M. W. O'BRIEN, Treas. E. J. BOOTH, Asst. Sec'y. DIRECTORS: D. Whitney, Jr., D. M. Ferry, F. J. Hecker, M. W. O'Brien, Hoyt Post, Christian Mack, Allan Sheldon, Simon J. Murphy, Wm. L. Smith, A. H. Wilkinson, James Edgar, H. Kirke White, H. P. Baldwin, Hugo Scherer, F. A. Schulte, Wm. V. Brace, James McMillan, F. E. Driggs, Henry Hayden, Collins B. Hubbard, James D. Standish, Theodore D. Buhl, M. B. Mills, Alex. Chapoton, Jr., Geo. H. Barbour, S. G. Gaskey, Chas. Stinchfield, Francis F. Palms, Wm. C. Yawkey, David C. Whitney, Dr. J. B. Book, Eugene Harbeck, Chas. F. Peltier, Richard P. Joy, Chas. C. Jenks.

Simple Account File
Simplest and Most Economical Method of Keeping Petit Accounts
File and 1,000 printed blank bill heads..... \$2 75
File and 1,000 specially printed bill heads..... 3 00
Printed blank bill heads, per thousand..... 1 25
Specially printed bill heads, per thousand..... 1 50
Tradesman Company, Grand Rapids.

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

Rub-No-More
Scouring powder for household use.

Grand Rapids Business University
The reliable up-to-date Commercial School for its students. INVESTIGATE. Plain catalogue free. A. S. PARISH, Pres., 75-83 Lyon St

LILY WHITE VALLEY CITY MILLING CO., GRAND RAPIDS, MICH.
"The flour the best cooks use"

Help the Poor to Help Themselves.
Written for the Tradesman.

With the coming of "the melancholy days, the saddest of the year," that large and increasing number who give time and attention to the always deplorable condition of the poor are even now planning to provide for the National feast-day so that not a human stomach in all our borders shall on that day go unfilled. As soon as the day is over and before the tables are cleared the same generous hearts will gaze at the remnants of the feast, be thankful for what they have done and, with an earnestness which ought to secure more lasting results, take up the question of furnishing these same poor children with Christmas presents. Then the charity work for the year is over, the world rolls around until another Thanksgiving comes, when the same devoted hearts will fill the same expectant stomachs with more turkey and cranberry sauce and mince pie.

With no desire to lessen in the slightest degree the heart-work that prompts this charity, there still exists in the minds of many the opinion that, aside from the blessing that comes from the giving, there is not much to commend it. A dinner and a Christmas present, although both be generous, are not worth living for if the ten months separating the present and the dinner show only a fortunate—or unfortunate—survival of the fittest; and if the same surviving stomach is found at even a second Thanksgiving dinner the only fact it intensifies is that the same old pinching poverty has produced the same old dreadful result, as sure to be depended upon as the date itself. The misery has not been lessened. The same old want has existed unabated during the whole slowly-dragging year, to be continued as long as soul and body hang together.

Now then, while the Bible says, "The poor ye have always with you," it does not say, "Ye shall have them," and the lack of the imperative more than suggests that something should be done to lessen the number. So then, while a turkey dinner may be worth the eating, it is submitted that better than turkey dinner and Christmas present is the helping of the needy poor this year to pay for their own good things next year by the result of their own exertions. Help the poor to help themselves and let them work out their own salvation.

Another fact which is too rarely taken into account is the utter ignorance which the well-to-do giver generally displays in supplying the supposed want; and the turkey dinner furnishes well enough the needed illustration. Instinct tells the majority what to do with the turkey and mince pie, but many an adult devouring both has wished that he had in money the worth of his dinner, that he might spread it over twenty one meals instead of just that one. There is gratitude in his heart, he does not want to "look a gift horse in the mouth," but it does look too much like the old Micawber caper of wasting his substance, gift though it be, upon a dinner of cake and wine and then waiting for weeks for "something to turn up."

Here comes a fact to "point the moral," even if it does not "adorn the tale." "Of course," said the would-be helper of the poor to the professional cooking teacher, "you teach the poor women who come to you how to make nice bread." "No, I don't," was the reply. "The best way is not to give them ideas they never will try, but to

teach them to do the things they do as well as possible. The women who come to me buy from the big bakeries bread that is a day old much cheaper than they can make it themselves, and, although there is some difference in the quality, after they have been out working hard all day they don't feel like coming home and making bread."

Let us hear the conclusion of the whole matter: Nine times out of ten it is work, not charity, that the poor in this country want. That furnished, they can and will—and ought to—look out for themselves. Then when the feast-day and other holidays come they can eat turkey and buy presents, if they wish to and, if they do not so desire, to their unspeakable delight they "don't have to" and, what is more to the purpose, they are not in any sense whatever put down as "objects of charity," which condition the American thoroughly abominates.

Richard Malcolm Strong.

Grasshopper Bricks For Chickens.

Grasshoppers are being put to a new use in Nebraska. The farmers have killed incredible numbers of them by the help of a machine which is perhaps the most effective ever devised for the purpose. It is called a "hopperdozer," and is nothing more nor less than a large flat pan, with a small amount of kerosene contained in a depression in the rear part of it. The contrivance, being attached to a horse, is pushed along in front of the animal as the latter is driven across the fields. Pretty nearly every grasshopper encountered jumps upon the pan and is promptly suffocated by the kerosene. This ingenious instrument has been in use for a number of years in parts of the West, but hitherto it has not occurred to the farmers to make any use of the dead grasshoppers. Most commonly they were burned, although some more enterprising agriculturists turned a portion of them to account as poultry feed. They found that the hens liked them exceedingly; for it is a fact that a grasshopper is to a hen what a canvasback duck is to a human epicure—the very choicest and most esteemed of delicacies.

Hence the idea which is now being developed on a commercial scale. The grass hoppers after being killed by the hopperdozer are left in windrows in the fields, where they are soon dried. When they have been exposed to the sun for a sufficient time to reduce them to a properly desiccated condition they are gathered up with rakes, shoveled into carts, and conveyed to a shed, where they are put into a press somewhat resembling an ordinary cheese-press, and converted into solid bricks. The bricks are shipped in quantities to poultry raisers, who find this new kind of hen provender most satisfactory, and they are anxious to get more of it. Apparently it is a great encourager of egg production. It is not necessary to grind the bricks before feeding the stuff to the chickens, but merely to break them into pieces and soften with water.

Thistles For Feed in Kansas.

From the Colby, Kas., Times.

Owing to the scarcity of hay in Western Kansas farmers are feeding Russian thistles to their stock. It has been discovered that Russian thistles make good food for cattle, and cattlemen have gathered them the same as hay and stacked them for winter feeding.

During certain parts of the season cattle pasture on the thistles, and seem to do well. In Thomas county, Kansas, they are being cut and stacked just like hay. A rick of these thistles looks as woolly as the back of a porcupine. They have millions of fine spines, each of which is as sharp as the point of a needle. But cattlemen in the section where they flourish say that when damp, cattle eat them readily, and get a good deal of nutriment from them.

Hardware Price Current

Ammunition

Caps
G. D., full count, per m..... 40
Hicks' Waterproof, per m..... 50
Musket, per m..... 75
Ely's Waterproof, per m..... 60

Cartridges
No. 22 short, per m..... 2 50
No. 22 long, per m..... 3 00
No. 32 short, per m..... 5 00
No. 32 long, per m..... 5 75

Primers
No. 2 U. M. C., boxes 250, per m..... 1 20
No. 2 Winchester, boxes 250, per m..... 1 20

Gun Wads
Black edge, Nos. 11 and 12 U. M. C. ... 60
Black edge, Nos. 9 and 10, per m..... 70
Black edge, No. 7, per m..... 80

Loaded Shells

New Rival—For Shotguns

No. Drs. of Powder Shot Shot Gauge Per 100
120 4 1 1/2 10 10 \$2 90
129 4 1 1/2 9 10 2 90
128 4 1 1/2 8 10 2 90
128 4 1 1/2 6 10 2 90
135 4 1/4 1 1/2 5 10 2 90
154 4 1/4 1 1/2 4 10 3 00
200 3 1 10 12 2 50
208 3 1 8 12 2 50
236 3 1/4 1 1/2 6 12 2 65
265 3 1/2 1 1/2 5 12 2 70
264 3 1/2 1 1/2 4 12 2 70

Discount 40 per cent.

Paper Shells—Not Loaded

No. 10, pasteboard boxes 100, per 100... 72
No. 12, pasteboard boxes 100, per 100... 64

Gunpowder

Kegs, 25 lbs., per keg..... 4 00
1/2 kegs, 12 1/2 lbs., per 1/2 keg..... 2 25
1/4 kegs, 6 1/4 lbs., per 1/4 keg..... 1 25

Shot

In sacks containing 25 lbs.
Drop, all sizes smaller than B..... 1 75

Augurs and Bits

Snell's..... 60
Jennings' genuine..... 25
Jennings' imitation..... 50

Axes

First Quality, S. B. Bronze..... 6 00
First Quality, D. B. Bronze..... 9 00
First Quality, S. B. S. Steel..... 6 50
First Quality, D. B. Steel..... 10 50

Barrows

Railroad..... 12 00
Garden..... 29 00 net

Bolts

Stove..... 60
Carriage, new 1st..... 60
Plow..... 50

Buckets

Well, plain..... \$4 00

Butts, Cast

Cast Loose Pln, figured..... 65
Wrought Narrow..... 60

Chain

1/4 in. 5-16 in. 3/8 in. 1/2 in.
Com..... 7 c..... 6 c..... 5 c..... 4 1/2 c.
BB..... 8 1/2..... 7 1/2..... 6 1/4..... 6
BBB..... 8 3/4..... 7 3/4..... 6 3/4..... 6 1/4

Crowbars

Cast Steel, per lb..... 6

Chisels

Socket Firmer..... 65
Socket Framing..... 65
Socket Corner..... 65
Socket Slicks..... 65

Elbows

Com. 4 piece, 6 in., per doz..... net 75
Corrugated, per doz..... 1 25
Adjustable..... dis 40&10

Expansive Bits

Clark's small, \$18; large, \$26..... 40
Ives' 1, \$18; 2, \$24; 3, \$30..... 25

Files—New List

New American..... 70&10
Nicholson's..... 70
Heller's Horse Rasps..... 70

Galvanized Iron

Nos. 16 to 20; 22 and 24; 25 and 26; 27, List 12 13 14 15 16 17
Discount, 60

Gauges

Stanley Rule and Level Co.'s..... 60&10

Glass

Single Strength, by box..... dis 80&20
Double Strength, by box..... dis 80&20
By the Light..... dis 80&20

Hammers

Maydole & Co.'s, new list..... dis 33 1/2
Yerkes & Plumb's..... dis 40&10
Mason's Solid Cast Steel..... 30c list 70

Hinges

Gate, Clark's 1, 2, 3..... dis 60&10

Hollow Ware

Pots..... 50&10
Kettles..... 50&10
Spiders..... 50&10

Horse Nails

Au Sable..... dis 40&10

House Furnishing Goods

Stamped Tinware, new list..... 70
Japanned Tinware..... 20&10

Iron

Bar Iron..... 2 25 c rates
Light Band..... 3 c rates

Knobs—New List

Door, mineral, jap. trimmings..... 75
Door, porcelain, jap. trimmings..... 85

Lanterns

Regular 0 Tubular, Doz..... 5 00
Warren, Galvanized Found..... 6 00

Levels

Stanley Rule and Level Co.'s..... dis 70

Mattocks

Adze Eye..... \$17 00. dis 65

Metals—Zinc

600 pound casks..... 7 1/4
Per pound..... 8

Miscellaneous

Bird Cages..... 40
Pumps, Clstern..... 75
Screws, New List..... 85
Casters, Bed and Plate..... 50&10&10
Dampers, American..... 50

Molasses Gates

Stebbins' Pattern..... 60&10
Enterprise, self-measuring..... 30

Pans

Fry, Acme..... 60&10&10
Common, polished..... 70&5

Patent Planished Iron

"A" Wood's patent planished, Nos. 24 to 27 12 10
"B" Wood's patent planished, Nos. 25 to 27 11 50
Broken packages 1/4 per pound extra.

Planes

Ohio Tool Co.'s, fancy..... 40
Scot's Bench..... 50
Sandusky Tool Co.'s, fancy..... 40
Bench, first quality..... 45

Nails

Advance over base, on both Steel and Wire.

Steel nails, base..... 2 55
Wire nails, base..... 2 55
10 to 60 advance..... Base
8 to 16 advance..... 5
8 advance..... 10
6 advance..... 20
4 advance..... 30
3 advance..... 45
2 advance..... 70
Fine 3 advance..... 50
Casing 10 advance..... 35
Casing 8 advance..... 25
Casing 6 advance..... 15
Finish 10 advance..... 25
Finish 8 advance..... 35
Finish 6 advance..... 45
Barrel 1/2 advance..... 85

Rivets

Iron and Tinned..... 50
Copper Rivets and Burs..... 45

Roofing Plates

14x20 IC, Charcoal, Dean..... 7 50
14x20 IX, Charcoal, Dean..... 9 00
20x28 IC, Charcoal, Dean..... 15 00
14x20 IC, Charcoal, Alloway Grade..... 7 50
14x20 IX, Charcoal, Alloway Grade..... 9 10
20x28 IC, Charcoal, Alloway Grade..... 15 00
20x28 IX, Charcoal, Alloway Grade..... 18 00

Ropes

Sisal, 1/4 inch and larger..... 10
Manilla..... 13

Sand Paper

List acct. 19, '86..... dis 50

Sash Weights

Solid Eyes, per ton..... 25 00

Sheet Iron

com. smooth, com.
Nos. 10 to 14..... \$3 60
Nos. 15 to 17..... 3 70
Nos. 18 to 21..... 3 90
Nos. 22 to 24..... 4 10
Nos. 25 to 26..... 4 20
No. 27..... 4 30
All Sheets No. 18 and lighter, over 30 inches wide, not less than 2-10 extra.

Shovels and Spades

First Grade, Doz..... 8 00
Second Grade, Doz..... 7 50

Solder

1/4@1/2..... 19
The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.

Squares

Steel and Iron..... 60—10—5

Tin—Melyn Grade

10x14 IC, Charcoal..... \$10 50
14x20 IC, Charcoal..... 10 50
20x14 IX, Charcoal..... 12 00
Each additional X on this grade, \$1.25.

Tin—Alloway Grade

10x14 IC, Charcoal..... 9 00
14x20 IC, Charcoal..... 9 00
10x14 IX, Charcoal..... 10 50
14x20 IX, Charcoal..... 10 50
Each additional X on this grade, \$1.50

Boiler Size Tin Plate

14x56 IX, for No. 8 Boilers, } per pound.. 13
14x56 IX, for No. 9 Boilers, }

Traps

Steel, Game..... 75
Onelda Community, Newhouse's..... 40&10
Onelda Community, Hawley & Norton's..... 65
Mouse, choker per doz..... 15
Mouse, delusion, per doz..... 1 25

Wire

Bright Market..... 60
Annealed Market..... 60
Coppered Market..... 50&10
Tinned Market..... 50&10
Coppered Spring Steel..... 40
Barbed Fence, Galvanized..... 3 25
Barbed Fence, Painted..... 2 95

Wire Goods

Bright..... 80
Screw Eyes..... 80
Hooks..... 80
Gate Hooks and Eyes..... 80

Wrenches

Baxter's Adjustable, Nickel..... 80
Coe's Genuine..... 80
Coe's Patent Agricultural, Wrought..... 70

The Grain Market.

Wheat has been remarkably steady. Futures range about $\frac{1}{8}$ higher, while cash advanced 2c. Receipts are large in the Northwest, while the exports are also large, being 5,000,000 bushels for the week, and 100,056,000 bushels since July 1, against 59,183,000 bushels for the corresponding time last year, or 40,000,000 bushels more this year than last. At this rate, we will export over 300,000,000 bushels. This is certainly good for the United States. Montreal is counted in these sales. We might state that the world's shipments during the week were 7,200,000 bushels, and of this amount this country furnished 5,000,000 bushels. Argentine still remains dry. The drought has not been broken up to the present time. However, there were whispers that they did have rains. It looks as though that country would not be in it next season, so far as the exporting of wheat is concerned. Even should they get rain, they will not have as much of a harvest as they had last year. We hear of damage by the Hessian fly in Kansas, but in this State, up to the present time the fly has not made its appearance, on account of the cold weather. Had our farmers sown more wheat, in all probability they would have made a large yield, but, as it is, it looks as though the usual amount will not be raised here, but undoubtedly we will have more than we harvested this year. The visible made an increase of 1,241,000 bushels. Should outside speculation set in, we would see prices 10c per bushel higher. Wheat is the cheapest article going. It can not always be thus.

Corn has been very strong. There seems to be a demand springing up from exporters, as well as Eastern buyers, which gave it a strong tone and an advance of fully $\frac{1}{8}$ per bushel can be recorded.

Oats are up fully 1c per bushel. The offerings are absorbed as fast as offered and more are wanted.

Rye has also advanced fully $\frac{1}{8}$ per bushel, but only choice rye is wanted to bring that price. There is considerable poor rye, which, of course, has to be used for feeding purposes.

Buckwheat is inquired for, but no set price has been established. It is worth about 50c per bushel.

Beans are about 5c off from last week. Flour is firm, owing to the firmness of wheat. Dealers also think prices are about low enough.

Mill feed remains steady. Sales are fully equal to production, with prices unchanged—bran, \$18, and middlings, \$19 per ton.

Receipts have been large, as follows: wheat, 73 cars; corn, 7 cars; oats, 7 cars; flour, 10 cars; beans, 3 cars; hay, 3 cars; potatoes, 23 cars.

The mills are paying 72c for wheat.
C. G. A. Voigt.

The Produce Market.

Apples—Fancy Spys readily command \$5. Snows fetch the same. Baldwins are in demand at \$3.50. 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—Factory creamery commands 22c for fresh and 20c for storage. Dairy grades range from 12c for packing stock to 14@15c for choice and 16@17c for fancy. Receipts have dropped off considerably of late, due to the reduction of the pasturage.

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 stronger and higher. Cold storage goods command 17c and fresh range from 18c for case count to 19c for candled.

Figs—Three crown Turkey command 11c and 5 crown fetch 14c.

Dates—5@5 $\frac{1}{2}$ c per lb.
Game—Dealers pay \$1@1.20 for rabbits.

Grapes—Wordens fetch 13@14c for 8 lb. and 10c for 4 lb. baskets. Niagaras, 15c for 8 lb. baskets. Malagas, \$5@6 per keg.

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 300s. Maioris command \$5 for 300s. Californias, \$3.75@4 for either size.

Lettuce—12 $\frac{1}{2}$ c per lb. for hot house. Maple Syrup—\$1 per gal. for fancy.

Onions—90c@\$1 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 stronger and higher, paying prices in Grand Rapids having jumped to 60@65c to-day. The outlook for an active demand at lucrative prices is excellent.

Poultry—Dressed hens fetch 8c, spring chickens command 9@10c, turkey hens fetch 11@12c, gobblers command 8@10c, ducks fetch 10@11c. 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 \$1.65@1.75. Baltimores command \$2 and genuine Jerseys \$3 per bbl.

The Boys Behind the Counter.

Chesaning—A. Cantwell has a new clerk in the person of Will Axford, of Owosso.

Cedar Springs—Elbert Wagar has resigned his position in Skinner's drug store and is succeeded by Claude Becker, of Courtland. Mr. Wagar will devote his time to his pharmaceutical studies until the next State examination.

Whitehall—Charles Lauterberg succeeds Chas. Wright as clerk in Berg's meat market.

Ionia—Geo. Wedge, who has been engaged in the grocery department of the firm of G. F. Whitney & Son for the past two and a half years, has taken a position in the dry goods department.

Adrian—Watson Bennett, of Montpelier, Ohio, has taken a position in the grocery store of A. J. Walters. He was a former employe of Mr. Walters at Montpelier.

Sault Ste. Marie—Charles Senecal has resigned his position in Prenzlauer Bros.' dry goods department to accept a similar position in Marquette.

Leroy—Myron Osborn has taken a position as clerk in Frank Smith's store.

Otsego—George Frye has resigned his position in the grocery department of A. W. Hartman & Co., and taken a position with his former employer, J. W. Phillips, in Kalamazoo. Mr. Frye was given the preference over fifteen other applicants.

Lowell—L. H. Hunt, who has been known for years as an experienced pharmacist, is now to be found in the W. S. Winegar drug store.

Pentwater—E. A. Wright has taken a

position as pharmacist at the Crescent Drug Store.

Houghton—B. J. Parker, who has had charge of the shoe department of L. Miller's store, has been promoted to be general manager of the entire establishment.

Port Huron—The Merchants and Manufacturers' Association has endorsed the proposition of the Factory Land Co., which will be presented to the Common Council and Legislature, to set fifty acres into the township by changing the city limits. The object is to increase the manufacturing industries of the city. The company has secured five propositions from manufacturing establishments to locate here providing they can escape city taxation.

Marquette—During the coming winter the Armstrong-Thielman Lumber Co. will rebuild its planing mill, which was destroyed by fire not long ago. Plans for a structure to cost several thousand dollars are now being made. The mill will be equipped with all modern machinery and will be ready for operation in the spring.

J. M. Hoffman has engaged in the grocery business at Mancelona. The stock was sold by the Lemon & Wheeler Company.

Boyd & Hanna have engaged in the grocery business at Harlan. The Worden Grocer Co. furnished the stock.

W. E. Taylor has purchased the grocery stock of Mrs. E. Vander Stolpe at 625 Broadway.

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.

PLANING MILL FOR SALE—A FULLY equipped planing mill, with sash, door and blind machinery, in a city of 20,000; doing all the business. Now rented subject to sale. Must sell to close up partnership. A chance of a lifetime to the right man. Address No. 114, care Michigan Tradesman. 114

FOR SALE—COMPLETE SET OF TINNERS' tools, all in good condition. Address Wm. Brummeler & Sons, 249-263 South Ionia St., Grand Rapids. 113

ON ACCOUNT SICKNESS WILL SELL warehouse and produce business, best town in State, cheap. Clark's Real Estate Exchange, Grand Rapids. 111

ACCOUNT AGE WILL SELL \$3,500 STOCK agricultural stock in best town in State, clearing \$2,500 per year. Clark's Business Exchange, Grand Rapids. 112

FOR SALE—HARDWARE AND IMPLEMENTS; nice clean stock; invoices about \$4,000; will sell part or all of stock; also set of tinner's tools. Will sell or rent store and dwelling. Situated on Pere Marquette Railroad in Mason County, Michigan. Address No. 117 care Michigan Tradesman. 117

FOR SALE—A FULL LINE OF FARMING implement stock; all salable goods; established over twenty years; best of reason for selling. Address No. 116, care Michigan Tradesman. 116

A CLEAN GROCERY STOCK FOR SALE of about \$1,500, with good trade, in connection with a department store with large trade. No time to give it attention; good location; fine chance; easy terms. Lock Box 1097, Greenville, Mich. 115

GOOD OPENING FOR NEWSPAPER AT Weldman, Mich., Isabella county. Write to John S. Weldman, Weldman, 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; invoice 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 \$1,600 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—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, Colonville, Mich. 94

FOR SALE—STORE, GENERAL MERCHANDISE stock and one-half acre of land in town of 200 population in Allegan county. Ask for real estate \$2,500. Two fine glass front wardrobe show cases, with drawers; also large dish cupboard and three movable wardrobes in flat above go with building. Will invoice the stock and fixtures at cost (and less where there is a depreciation) which will probably not exceed \$1,200 or \$1,500. Require \$2,000 cash, balance on 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, \$285. 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 reason 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—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

FOR RENT—BRICK STORE BUILDING AT Bailey, 26x60 feet in dimensions, with eight living rooms overhead. Good location for grocery or general store. Rent reasonable. Address No. 82, care Michigan Tradesman. 82

FOR SALE—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 Kles & Guettel, 126-128 Market St., Chicago, Ill. 6

MISCELLANEOUS

EXPERIENCED SALESMAN AND STOCK-keeper wants position in dry goods, clothing or general store. Good references. Address No. 118, care Michigan Tradesman. 118

WANTED—CLOTHING MAN; MUST have some experience in window trimming. Apply at once to Messinger & Co., Alma, Mich. 103