

MICHIGAN TRADESMAN

Nineteenth Year

GRAND RAPIDS, WEDNESDAY, NOVEMBER 6, 1901.

Number 946

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Tradesman Coupons

Contributors to the Anniversary Edition.

In addition to the regular editorial staff of the Tradesman, thirty-two special articles on subjects of interest to the Tradesman's readers appear in this week's anniversary issue, prepared by gentlemen who are everywhere recognized as experts in their respective lines, as follows:

Clay H. Hollister, Cashier Old National Bank, city.

Claude Hamilton, Auditor Michigan Trust Co., city.

C. J. DeRoo, Secretary Walsh-DeRoo Milling Co., Holland.

C. C. Follmer, C. C. Follmer & Co., city.

W. Millard Palmer, Lyon, Kymer & Palmer Co., city.

Thos. F. Carroll, President Grand Rapids, Grand Haven & Muskegon Railway, city.

W. N. Ferris, Principal Ferris Industrial Institute, Big Rapids.

Gilbert W. Lee, Lee & Cady, Detroit.

Oscar F. Conklin, Los Angeles, Calif.

E. A. Owen, Vittoria, Ont.

Chas. W. Garfield, President Grand Rapids Savings Bank, city.

Kate W. Nobles, President The Kate W. Nobles Mfg. Co., Niles.

F. H. Thurston, Avalon, Calif.

Henry C. Weber, H. C. Weber & Co., Detroit.

D. C. Leach, Walton.

Chas. R. Sligh, President Sligh Furniture Co., city.

J. Elmer Pratt, city.

Geo. L. Thurston, Thurston & Co., Central Lake.

C. E. Burns, Detroit.

Geo. E. Kollen, Holland.

L. Winternitz, Fleischmann & Co., Cincinnati.

Hon. Peter Doran, city.

Albert Baxter, Muskegon.

Arch. Cameron, Cameron Lumber Co., Torch Lake.

Heman G. Barlow, Olney & Judson Grocer Co., city.

J. E. Defebaugh, Editor American Lumberman, Chicago.

J. G. Standart, Standart Bros., Detroit.

James B. Forgan, President First National Bank, Chicago.

John D. Mangum, Mayor of Marquette.

Chas. N. Remington, Jr., city.

D. C. Oakes, National Bank of Grand Haven.

Geo. E. Bardeen, President Bardeen Paper Co., Otsego.

The Grain Market.

Wheat has taken on a stronger tone; while the advance has been slow, it has been on the up grade. The world's shipments have been large, exceeding 10,500,000 bushels, of which the United States furnished 6,600,000 bushels. The visible increase was only 558,000 bushels, which also tended to strengthen prices. Receipts are falling off in the Northwest. Stocks are not accumulating. Should speculation set in, prices would easily be lifted to a higher level. Wheat prices have been low so long that the trade seem to think that as long as there is enough coming to absorb the demand, they are not in a hurry to buy except for present needs. Argentine furnished only a small amount for export. While they had some rain, it is generally considered that it came too late, and their crop will be less than last year's, so the importing countries are looking to the United States for their

supplies, as the Baltic will soon be closed and Russia has not much to offer. We fail to see where lower prices will come in; in fact, think present prices are bottom.

Corn is very strong and fully 1c higher for futures. The export demand is quite brisk at the advance. The visible decreased 786,000 bushels and, as the corn states are short, this will tend to still further elevate prices.

Oats are up fully 2c since one week ago. The demand exceeds the supply, as the crop was also short. They will probably sell a great deal higher, as all and more will be needed.

Although rather slow, rye prices are up fully 3c from the low point. As Germany was 60,000,000 bushels short, they begin to look for importing from this country, which helps to sustain prices at present level.

Beans, since the October corner is past, have dropped to \$1.68 for November and \$1.63 for December and January. The tendency is to a lower level of prices.

Flour remains steady, owing to the advance in wheat, and will have to advance, as stocks are not pressing on the market and dealers generally are not overstocked. Mill feed is still in demand at full prices, owing to the high price of corn and oats. I think prices will remain steady and may go higher.

Receipts for the past week have been as follows: wheat, 44 cars; corn, 10 cars; oats, 9 cars; rye, 1 car; flour, 7 cars; beans, 5 cars; hay, 1 car; potatoes, 28 cars.

For the month: wheat, 285 cars; corn, 37 cars; oats, 22 cars; middlings, 1 car; rye, 2 cars; flour, 31 cars; beans, 16 cars; malt, 1 car; hay, 19 cars; straw, 3 cars; potatoes, 64 cars; honey, 1 car.

C. G. A. Voigt.

Hides, Pelts, Tallow and Wool.

Hides are high in price and the market on light has been well cleaned up. Prices sagged some and appearances indicate a lower basis, as tanners see no profit ahead. Stocks are of good quality and scarce. There is little country kill, which is likely to create a demand which will prevent any accumulation.

Pelts are in good demand at fair prices. Values are not excessive and stocks are light. Better prices are looked for.

Tallow is in fully supply and there is a good demand at fair values. All stocks are wanted. Trade is good.

Wools have an inning at a fair advance, caused by large sales at seaboard. Values have moved up slightly by this movement of wool, although selling prices are no higher. Manufacturers simply took a good supply, believing prices would be no lower. These sales have given hope to holders and they will profit by it. A continued good trade is looked for. Considerable wool is moving out of the State. Buyers are active, while the slight advance gives no profit to holders.

Wm. T. Hess.

The Boys Behind the Counter.

Jennings—John J. Gage, formerly buyer in the Antrim Iron Co. store at Mancelona, has taken a clerkship in the general store of Mitchell Bros. here.

Plainwell—Fred. Granger succeeds Harold Warwick as clerk in the Star drug store.

Big Rapids—Theo. Bidwell, who has been clerking for C. M. Wiseman in his book store, has gone behind the counter for the Hobert-Beecher Co.

Grawn—H. Frank Campbell, formerly of Wexford county and recently of Cadillac, is now salesman in the drug store of D. W. Reynolds here.

Holland—Henry Winters, who has been clerk for the Lokker-Rutgers Co. for several years, has taken a position in the shoe and clothing store of Van Ark & Notier.

Eaton Rapids—Ford McCarrick, clerk in J. J. Milbourn's drug store, and Miss Bessie Stevens, of Lansing, were married recently.

Benton Harbor—Victor L. Simon has resigned his position with the Pere Marquette Railway to accept a position with the Fletcher Clothing Co.

Sturgis—W. W. Anderson, of South Haven, has taken a position as salesman in M. Estherson's dry goods store.

Muskegon—Wm. T. Baker, who for the past twelve years has been employed at the Wm. D. Hardy & Co.'s stores, has severed his relations with that firm. He will soon leave for Grand Haven to engage in the dry goods business there. Before leaving for home Saturday evening the other clerks surrounded Mr. Baker and most agreeably surprised him by giving him a gold set ring as a token of esteem and fellowship. Mr. Baker was overcome by the kindness but thanked his friends for the gift.

The steel trust not only did not obtain control of all the steel mills in this country, but it has been unable to prevent the establishment of new concerns by independent capitalists. Many of these capitalists are men whose interests were bought out by the trust, who know the steel business thoroughly and are likely to succeed in it, despite the strongest competition. There is such an unlimited market for steel goods at the present time that there is room for all the manufacturers. The chief difficulty now is in procuring adequate forces of skilled workmen. The trust mills are especially hampered, as many of their hands have gone to the new mills opened by their old employers.

We are accustomed to regard the Japanese as clever people, but to put them in the category of imitators rather than originators. They belong to the yellow race and we are slow to admit equality on the part of any people of color. Dr. Nicholas Senn, who has just visited Japan, makes the declaration that our color philosophy is defective. He says that "Japan is scientifically independent of the outside world" and that "Japanese scientists are in the front ranks of original thinkers and discoverers today."

BANKING INTERESTS.

Propositions on Which Bankers Do Not Think Alike.

No other evidence of the general prosperity of the country is more substantial than the present condition of the banking interests, which show in all points a very healthy progress and growth. Deposits are larger and loans correspondingly so. Money is ruling at cheap rates, but is abundantly used in every department of commerce and trade. The volume of business in trade immediately swells the current business of the banks. Credits are good, most merchants and manufacturers are making fair profits in trade, which means expansion all around. It may tend to overproduction and then will come reaction. Banks reflect these conditions promptly. No better evidence in Michigan is needed to show the present prosperity than the bank reports of its two leading cities, Detroit and Grand Rapids. On September 18, 1900, Detroit and Grand Rapids banks showed the following conditions:

Loans and Discounts	Deposits
Detroit.....\$65,666,308.83\$75,762,629.53
Grand Rapids. 14,537,900 15,031,309.16

And on September 30, 1901, the same banks showed as follows:

Loans and Discounts	Deposits
Detroit.....\$84,296,767.45\$78,396,911.68
Grand Rapids. 16,323,993.43 16,771,357.38

The whole State would probably show as well proportionately.

While these conditions prevail and business is apparently remunerative, it seems out of place for bankers to arouse themselves to advocate any changes. There is a feeling, however, that there are flaws in the banking system and in the currency system and this feeling has prompted able men—experienced and intelligent in monetary affairs—to demand certain changes. They call for an abolishment of the sub-treasury system, for the withdrawal of the provision requiring Government bonds to be placed behind the circulatory notes issued by the National banks and, instead of this, that permission be given to banks to issue notes upon their own assets under certain restrictions. They claim for this system that it will make the currency movement much more flexible. Some advocate the establishment of a single central bank to act as the Government bank, and others the formation of large central banks with widely distributed branches. Able thinkers favor one or another combination of these ideas and all unite in asserting that this time of National prosperity is the best time to bring out the proper legislation, because the evils of the present system are least manifest and injurious and can, therefore, be best provided for. The discussion bids fair to arouse the interest of the wisest financial economists and to renew the agitation which was so vigorous at the time of the free silver discussion. At the recent meetings of the American Bankers' Association, at Milwaukee, an apparently concerted effort was made by Messrs. Gage, Eckels and Stickney to emphasize these questions, and a common opinion often expressed is that these speeches contained the nucleus of the Administration's position at the present time. Bankers do not all think alike upon these propositions and the general public have not given the matter much attention.

The coming agitation will be of great service as an education to bankers, as well as the public, for it is undoubtedly a fact that the majority of bankers are not experts upon large financial opera-

tions or economic law. It is to be hoped that the outcome of the agitation will result in better legislation. That bankers are taking a practical interest in bettering their condition through the training of employees to a better conception of the theory and practice of banking is proved by the success of the past year's experience with the American Institute of Bank Clerks. This organization, which started only a little over a year ago, has already interested large numbers of bank employees in the active study of the principles and practice of the profession. The training includes correspondence and lecture courses and is being directed by authorities of undoubted ability. The American Bankers' Association is giving each year a handsome appropriation toward the carrying out of this work. The enthusiasm among employees is marked. This means more intelligent service for the banks and better banking conditions

How Two Country Merchants Protected Themselves From Loss.

During the sojourn of the delegates to the convention of the Michigan Bankers' Association in this city last summer many interesting stories were related. One group of financiers fell to discussing the prosy subject of debit and credit, but with the stories that were told to illustrate certain ideas the subject lost much of its dullness.

"A friend of mine once ran across a queer system of keeping books in a little Southern town," said a banker. "He was a traveling salesman and his territory included Tennessee. Naturally he grew pretty well acquainted with his customers, who were for the most part keepers of general stores. Happening in such an establishment one day he found the proprietor in the rear of the room poring intently over what seemed to be his ledger. My friend noticed that the old gentleman would mutter

try one day and when he got ready to start he told his clerk, a mere lad, to kind of keep an eye on things while he was absent. 'You needn't be particular about taking in money for what you sell,' said the storekeeper. 'Just remember what you sold and who got it and I will put it on the books when I get home to-night.'

"Well, when the old fellow arrived home that night he asked the boy how he had 'made out' during the day. 'O, pretty well,' said the lad. 'I sold a washboard and tub to Widow Harkness, a currycomb and brush to Old Man Johnson, a tin bucket to Mrs. Leeds, a broom and a package of needles to Mrs. Branscomb, and—say, I sold some feller a horse collar, but blamed if I can remember who I sold it to.'

"'Never mind about that,' said the proprietor. 'It'll be all right. I'll just charge all of my book customers with a horse collar.' And he did put down a horse collar on every account he had in his ledger. The funny part of it was that all of them paid except one man, and the storekeeper brought suit against him. Banking would be a soft snap if we could keep books like that."

Lipton to Open Coffee Plants in America.

A new and very important factor is to be imported into the coffee market of the United States within the next few months, in the shape of the entrance of Sir Thomas Lipton into the American field. Sir Thomas maintains several hundred retail grocery stores in England, has a meat packing house in Chicago, tea plantations in Ceylon, and coffee plantations in various coffee-growing countries. His tea has been long sold in the United States in packages, but before this no attempt has been made to sell coffee here.

The coffee plan comprehends the establishment of branches in all the large American cities and of coffee roasting plants in many of them.

The Lipton people make great claims as to their facilities for selling coffee in competition with American importers. Green coffee will be shipped direct from their plantations to their American plants, and they claim that this fact will enable them on many varieties of coffee to undersell the American importer by as much as 2 cents per pound.

The firm will sell coffee both in packages and in bulk.

The Pop Corn Crop.

Charleston, Ill., Nov. 2.—A. L. Schaeffer, of Edgar county, this State, has just harvested the largest crop of pop corn ever known in the world. From his 102 acres he has secured 1,800 bushels, slightly over seventeen bushels to the acre. It cost him about \$17 an acre to raise, sort and shell it, and this also includes the rental of the ground. Owing to the heavy rains in the spring and the severe drought which followed, there is less than one-third of a crop the country over. Pop corn now sells for 6 cents a pound, but because of the shortage in the crop Mr. Schaeffer expects the price to go to 10 cents by next spring. There is a marked scarcity of the product in Missouri, Kansas, Iowa and Nebraska, where the major portion of the crop usually comes from. Rice corn thrives the best in this climate, and it is the variety that is raised by Mr. Schaeffer.

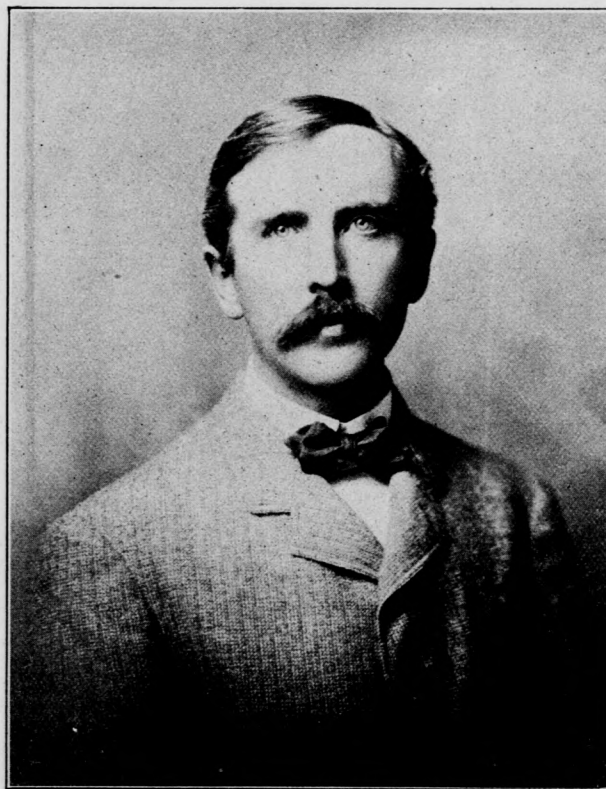
Hard on the Farmers.

Biggs—I understand the scarcity of rye is due to the fact that last year's visible supply was converted into whisky.

Diggs—Well, that's fortunate for city folks who spend their summer in the country.

Biggs—How so?

Diggs—The farmers will be obliged to substitute genuine coffee.



for the customers. The banker is, therefore, working toward a higher ideal and turns from the idea of shaving a note to the higher calling of acting as trustee and custodian of the wealth of the common people. This he strives to do in an intelligent and far-seeing way.

Banking is, therefore, a profession and is worthy of the best intellect that man can muster. Only as a banker realizes this can he fulfill his true duty to his community. These conditions will help Michigan banks, in common with others. Deposits will be more safely handled and commercial interests will receive more intelligent assistance according to their needs.

Clay H. Hollister.

Familiar Illustration.

"Now, Johnny," said the Sunday school teacher, "you may tell us what a prophet is."

"Why," replied Johnny, "it's a fellow that's always lookin' for a chance to say 'I told you so.'"

savagely now and then and turning over a few leaves jot down a set of figures. After this process had been repeated several times my friend interrupted him with, 'Mr. Hedges, what on earth are you doing there?'

"'Well, I'll tell you,' replied the old man. 'This here Bill Jones is a worthless scamp and he has left town owing me \$1.50. So I jest put it on Brown's account over here (turning the leaves). Then there's Charley Colson that got into a scrap the other night and was killed. He owed me \$2, so I put er over on Joe Smith's account. I tell you, brother, whatever goes on in this here old book has got to come out, by the Eternal.'"

"That reminds me of a story of strange methods of keeping accounts that I heard one time," spoke up another financier. "This was in a little Western town. The proprietor of a store wanted to go on a visit out in the coun-

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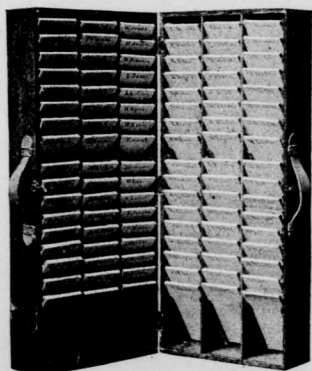


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Around the State

Movements of Merchants.

Ovid—P. W. Holland has embarked in the grocery business.

Hudson—John Yeagley succeeds John Roney in the bakery business.

Ithaca—A. H. Brady has purchased the meat market of Geo. Winchet.

Carleton—C. M. Reeves has purchased the grocery stock of Wm. H. Maurer.

Indian River—J. E. Vermilya & Son, meat dealers, have removed to Onaway.

Palmyra—S. B. Doty has purchased the grocery stock of J. D. Templeton.

Corunna—Wm. and Perry Duffey have opened a shoe store in the Bacon block.

Niles—L. Wittstein has opened a general merchandise store in the Chapin building.

Ishpeming—The grocery stock of L. A. Proulx has been attached by his creditors.

North Adams—A. C. Ranney has removed his grocery stock from Hanover to this place.

Ironwood—G. P. Lee succeeds John Forslund in the bakery and confectionery business.

Constantine—P. A. (Mrs. A. T.) Smith has removed her bazaar stock to Tiffin, Ohio.

Saginaw—Williams, Paxson & Co. succeed Herman Dittmar, Agent, in the jewelry business.

Caro—F. E. Kelsey & Co. succeed M. H. Vaughan & Co. in the grain and produce business.

Munising—The Munising State Bank has increased its capitalization from \$15,000 to \$80,000.

Battle Creek (near)—The Merchant Milling Co. succeeds Perry E. Wolfe in the gristmill business.

Livingston—W. S. Lusk, general merchandise dealer, has disposed of his stock to Alpheus Smith.

Hudson—The Marvin Shoe Co. has opened a shoe store here as a branch of its Adrian establishment.

Vistorsville—J. W. Clark has purchased the general merchandise stock of Wm. E. Herschberger.

Frankfort—J. B. Collins, who had been engaged in the drug business here for thirty years, died recently.

Richville—J. L. Ortner continues the elevator and implement business of Ortner & Meyer in his own name.

Richland—Gilkey & Powers is the style of the new firm which succeeds Patrick H. Gilkey in general trade.

Ionina—James O'Conner has discontinued the clothing business at this place and shipped his stock to Lansing.

Howard City—Samuel Drew, of Howell, has removed to this place for the purpose of engaging in the grocery business.

Belding—Geo. W. DeWitt, who recently sold his furniture stock to C. L. Staley & Co., has purchased a similar stock at Vassar.

Detroit—W. H. Burke & Co. have purchased the stock of drugs and physicians' supplies of the Seeley Pharmaceutical Co.

Ludington—The Stearns Mercantile Co. has merged its business into a corporation under the same style. Its capital stock is \$30,000.

Holland—Van Ark & Notier have engaged in the clothing and shoe business in the new block recently erected by Herman Van Ark.

Cass City—McArthur & Turner continue the dry goods, carpet and shoe business formerly conducted by James S. McArthur in his own name.

Hillsdale—Stanton & Bates, clothing dealers and merchant tailors, have dissolved partnership. The business will be continued by James W. Bates.

Saranac—Luke Otis has leased the store building formerly occupied by T. G. Mercer and will engage in the farm implement and builders' supply business.

Ionina—C. H. Mandeville has exchanged his store building at Saranac for the stock in the Ionina Novelty Bazaar Store and will continue the business at the same location.

Chadwick—Asa E. Dorr, grocer at this place, was married recently to Miss Daisy Fuller, of Pierson. The Tradesman joins the friends of both in extending congratulations.

Lake Odessa—McIntyre & Scheidt have engaged in the meat business. They have secured the services of John Mohrhardt, of Grand Rapids, who is an experienced meat cutter.

Negaunee—Hajjar Bros., who conduct a confectionery store at Ishpeming, will shortly remove to this place and engage in the manufacture of confectionery and sweet goods of all kinds.

Eaton Rapids—W. Vaughan & Son purchased more beans up to October 1, 1901, than they bought up to November 1 last year. The yield was all the way from 12 to 48 bushels per acre this season.

St. James—Neil Gallagher, known throughout Michigan as the one-time leading fisherman and business man of Beaver Island, has removed to Escanaba, where he expects to reside in the future.

Howell—Marston & Monroe, grocers, have dissolved partnership, Mr. Marston continuing business at the old stand, while Mr. Monroe has removed his portion of the stock into the Prindle building.

Pontiac—David Moreland has resigned his position as commercial teller in the Pontiac Savings Bank and purchased an interest in the Hodges Vehicle Co. and will devote his entire attention to that business.

Hartford—S. P. High's stock of dry goods has been taken into custody by his creditors, A. M. Myers being chosen as custodian. An effort will be made to sell the stock in bulk to some one who will continue the business.

Muskegon—The American Tailoring Co. has opened a merchant tailoring establishment in the Lawrence block. The company has now fifty-two similar stores located in various cities and towns throughout the country, its headquarters being at Cleveland, Ohio.

Pontiac—Thos. J. Reynolds and Philip Moore, now connected with the firm of Reynolds Bros., will establish a business of their own under the firm name of Reynolds & Moore about Jan. 1. They will locate in the Jackson block and will deal in wall paper, paints and oils.

Manistee—F. J. Zielinski has leased the store building now occupied by the dry goods stock of P. N. Cardozo and will open up with a full line of dry goods about Feb. 1. Mr. Zielinski has been in the employ of Mr. Cardozo for a number of years and thoroughly understands the business.

Detroit—Fred T. Crawford, the commission man, was arrested one day last week. He did not appear for trial on a charge of embezzlement in the Recorder's Court recently, and his bail bond was declared forfeited. His old bondsmen, James D. Burns and Frank Smith, again went on his bond and he was released.

Plainwell—James N. Hill has purchased the grocery stock of C. B. Granger and will carry on the business at the present location. Mr. Granger and his father, O. B. Granger, will engage in the hardware business at Albion and expect to remove there about December 1 and take possession of their new store January 1.

Jackson—Heyser, Walker & Co. have sold their lumber business to Edward E. Hartwick and Thomas Woodfield, who will continue the business under the firm name of Hartwick & Woodfield. Mr. Hartwick has for some years been a member of the lumber firm of Hartwick & Nicholson, of Mason, and Mr. Woodfield has been connected with the Jamieson Lumber Co., of St. Ignace.

Muskegon—As an evidence of the steady growth and prosperity of this city it may be stated that the eight or ten store buildings on the south side of Western avenue, between Pine and Third streets, which have been vacant for the past five years, are now all occupied. This process has gone on slowly until now there is not a single vacant place of business on the ground floor on the south side of the four blocks from the Occidental Hotel to the Wierengo Hotel.

Manufacturing Matters.

Holland—The new flouring mill of W. H. Beach & Co. is completed and the machinery has been installed. Operations will begin this week.

Milford—A. H. Smith, who has been conducting the Wixom cheese factory, has purchased the plant at this place, and will conduct it in the future.

Marshall—E. M. Evarts has taken the contract to erect and equip a \$4,500 butter factory at this place. There are forty-eight stockholders in the company.

Flint—The Michigan Paint Co. is planning to enlarge its plant and build one of the finest paint factories in the State. Irving Bates, the owner, is now securing options on a site.

Lyons—The Ash & Harper Co. has removed its gas engine factory from Lansing to this place and incorporated its business under the style of the Ash-Harper Co. Its capital stock is \$11,000.

Detroit—D. D. Buick and Thomas D. Buick, retiring from the Buick & Sherwood Manufacturing Co., will, it is

said, organize a new sanitary plumbing manufacturing concern. The old company is now in the trust.

Baroda—The Squire Dingee Co. is making a canvass of the farmers in this vicinity, with a view to securing sufficient acreage to warrant it in establishing a branch pickling station at this place. One-half of the requisite acreage has already been subscribed.

Owosso—A beet sugar factory will probably be in operation in Owosso by the fall of 1902. A committee of business men have examined the factories in Lansing and Alma and are raising \$100,000 of stock. The other \$400,000 necessary will be furnished by a Chicago firm.

Saginaw—Geo. S. Benjamin, of this city, and Charles Dobbins, of Bedford, Ind., have organized a company to engage in the manufacture of high grade racing wagons, the lowest priced vehicles made ranging from \$300 to \$400. Work on the building has already been commenced, which will be 50x100 feet in dimensions and two stories high.

Jackson—Owing to the difficulty of securing sufficient experienced help in Detroit, the American Lady Corset Co. has established a branch factory here. A building 50x100 feet has been secured, and over fifty people are already at work, and this number will be increased to 200 as soon as the necessary machinery can be installed. The Jackson factory is under the supervision of expert employees from the Detroit factory and will be used largely in manufacturing the best selling brands made by the firm, which it has been impossible to turn out fast enough from the Detroit factory to keep pace with the demand.

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Grand Rapids Gossip

Grand Rapids Retail Grocers' Association.

At the regular meeting of the Grand Rapids Retail Grocers' Association, held Tuesday evening, Nov. 5, President Fuller presided.

The meeting was made unusual by the presence of representatives of the wholesale trade and others who were invited to join with the members in celebrating the fifteenth anniversary of the organization.

President Fuller welcomed those present and then made the following address:

There is a twofold object in this gathering here to-night. One is that you may get better acquainted with one another, thereby being of more assistance to one another in bringing our business up to a standard with others and to partake of an evening amusement and of other things in store for you. The other is to impress on your minds the necessity of giving a little of your time to attending the meetings of the Association. We have with us to-night gentlemen who will give us short talks along various lines and will not bore you with great long speeches, but those short sweet ones that do us all good, and we shall endeavor in the future to have some one here as often as possible to give us short talks on different subjects. A great deal of work has been done by a few and our Association is known the State over as one of the best in existence, and if we were to invite some of the associations from other cities here to attend our regular meeting there are many times we would be ashamed to have them accept the invitation when we do not have a quorum in attendance. The faithful few can not do the work forever, but are willing to do all they can if the others will only turn out and lend a helping hand. Remember, I am not finding fault with any one, but it is discouraging to come, night after night, year in and out, and only have a few here to do the business when the hall should be filled, so we would have to bring in extra chairs to accommodate the crowd. Other associations stronger than ours have gone down just because the members failed to attend the meetings, while still smaller ones have done a world of good because they get out and bustle. I have asked some grocers why they do not get out and attend the meeting and their answer is, "All you talk is sugar." Now, how they could know that to be a fact is more than I can comprehend, as I know some of them have never been in these rooms. We who attend know that many other things are talked about and the sugar question is left with our Trade Committee almost entirely, as we have implicit confidence in them. Now, gentlemen, I did not, nor do I, wish to have any one of you think I have planned a lecture, but I do wish to impress on each and everyone of your minds that it is necessary for the good of all to get out to the meetings and attend them more regularly. They are the first and third Tuesdays of each month.

Ex-President Dyk reviewed past conditions, referring briefly to the reforms which had been accomplished by the Association in the past and endorsed the appeal made by President Fuller for a more general attendance.

Wm. Judson spoke at some length, commending meetings of that character on the ground that they encouraged good fellowship and comradeship and that friendship was better than enmity in trade. He believed that if all the members of the Association were to take hold systematically and pull together they could increase the membership. He believed that every wholesale grocer felt like helping the movement, because it tended to make better grocers and better customers, and that by pulling together the grocers are better able to bring about a profitable condition. In his opinion, every retail grocer can become a better grocer by attending the meetings of his brethren and exchanging opinions.

C. G. A. Voigt spoke at some length, referring to the time when he was a clerk in a grocery store fifty years ago

and encouraged the members to renewed effort in behalf of the organization. He wisely refrained from discussing "wind" and "flour," with both of which subjects he is thoroughly familiar. His remarks were made with the peculiar emphasis which renders his speeches so enjoyable to his auditors and a source of so much pleasure to himself.

J. George Lehman was pleasantly reminiscent in his remarks and the comparisons he drew between the conditions which obtained years ago and the present proved conclusively the many advantages accruing from the existence of the organization.

Rev. George E. Rowe, Secretary both of the Grand River Valley Horticultural Association and of the Kent County Farmers' Institute, narrated tales of travel in an entertaining fashion and pointed the lessons to be learned and applied from them.

The talks were interspersed with musical features by Misses Dora Johnson, Larabee, Bessie Merrill, Mabel Connelly, all of which were well received. Homer Klap sang a solo and was obliged to respond to an encore. A grocers' quartette, composed of John Wagner, John Havikhorst, Joseph Dean and John Witters, made the musical hit of the evening and received much applause.

At the conclusion of the literary and musical programme, light refreshments were served, thus bringing to a close an evening of rare enjoyment.

Prevented Making Bad Accounts.

Western Beef and Provision Co., Wholesale

Meats and Provisions,
71 Canal Street.

Grand Rapids, Mich., Oct. 18, 1901. Commercial Credit Co., Ltd., City:

Gentlemen—We have been subscribers to your agency for the past six years. Liberal use of your reports giving us the experience of other dealers with our customers has prevented us from making worthless accounts and you have collected the others for us.

We should advise every grocer and butcher to take out a membership with you, with confidence that if they follow your advice they will save \$10 for every \$1 the contract costs them. Your weekly report sheets are of great value in advising us of record items filed against any of our customers and, if carefully watched as they are delivered to us each week, are alone worth the price of your membership.

Western Beef & Provision Co.

Many of the great rivers of the world show signs of drying up. The reports from Sweden and Norway, from Germany and Austria-Hungary, indicate a process of shrinkage. Our neighbors in Canada are alarmed because the Ottawa River, along which there are extensive lumber interests, is so low that logs can not be floated upon it. In many parts of the United States what were once wide streams are now mere ribbons. Even in Grand Rapids water is neither so plenty nor so pure as it used to be.

The Dutch municipality of Leyden protects its streets from the disfigurements of offensive posters and quack nostrums and obtains a considerable revenue by controlling the public advertising. At the principal corners the city has erected boards of neat and attractive design, to which all advertisements are restricted. The advertising is thus kept within bounds and the city is able to suppress undesirable posters or announcements.

F. J. Dettenthaler is having an enormous trade on his Perfection and Anchor brands of oysters, which have come to be regarded as the leading brands sold in this State. Mr. Dettenthaler maintains the uniform quality of these brands at all times and they can be depended upon to give satisfaction. Prices are always made as low as possible, consistent with quality.

The Grocery Market.

Sugar—The raw sugar market is quiet, with but very little doing, 96 deg. test centrifugals being still quoted at 3 13-16c, with but few sales at this price. The large arrivals to come forward to refiners and the continued light demand for refined sugar are the chief depressing factors of the market for raws. A quiet market is looked for during the next three weeks, but at the expiration of that time receipts of raw sugars will practically cease and a more active demand is expected. The world's visible supply of raw sugar is 740,000 tons. The refined sugar market is quiet and the demand seems to have stopped very suddenly. There was a decline of 10 points on softs, Nos. 1 to 5, inclusive, and 15 points on Nos. 6 to 16, inclusive, some of which grades the refiners have large stocks on hand. The trade did not take hold very freely at the decline and the market, as a whole, was very quiet.

Canned Goods—The canned goods market has been rather quiet during the past few days on all the different lines, although the interest manifested in the market has not lessened. If it were not for the fact that stocks are so light there would probably be a lower range of values during the winter, but so firmly has the market been established and so filled with confidence are the holders of all lines of canned goods that it is not reasonable to anticipate any shrinkage in values until the new packing season of 1902 is well under way. On the other hand, there is nothing to warrant the belief that there will be an advance in the values of canned goods for a while, excepting it may be in tomatoes. The buyers of tomatoes are awaiting the developments from day to day very closely, but are not inclined to buy at today's quotations except just as they are needed. The market at present is very, very firm, with quite a scarcity of gallons. Some good sized sales of corn have been made during the past week, but the corn market is generally quiet. The situation of the pea market warrants immediate action on the part of those buyers who must have the better grades of peas. The stocks of peas in first hands are much smaller than most of the trade have any idea of. This shortage is not only on the better grades, but the cheaper grades are also in light supply. The demand for peaches of all grades is excellent and business in this line shows considerable improvement this week. Pumpkin is scarce and held at high prices. The demand, however, is not quite so brisk as it was a week or so ago, as buyers seem to have supplied their wants for the present. There has been an excellent demand during the past week for gallon fruits, especially peaches, apples and plums, and some packers have closed out their entire holdings of these goods, while others have advanced their prices. Both salmon and sardines are very quiet with very little demand for either.

Dried Fruits—The dried fruit market is in better shape this week, largely on account of the cold weather, which has increased the demand considerably. The tendency of the trade during September to hold back and buy only from hand to mouth is not now in evidence and indications are for a heavy business and consumption in this line during the next few months. Prunes are firm on the spot and supplies are rather light, new goods going out about as rapidly as received. It is very difficult to keep a full assortment of the different sizes of

prunes as some sizes are in much greater demand than others and stocks of these sizes are quickly sold out. Loose muscatel raisins are meeting with a fair demand at previous prices. The greater call, however, is for seeded raisins which are selling remarkably well and the trade on these goods is increasing all the time, which in some measure lessens the demand from dealers and consumers as well for the loose muscatels. There is a much better demand for apricots and peaches are also doing better. Currants are in excellent demand and are meeting with a ready sale at full prices. The statistical position is strong and there is no indication of any lower prices in the immediate future. Figs and dates are both in good demand. There is some complaint about the quality of the Hallowi, but the Khadrawi dates are generally conceded to be especially fine. The demand for evaporated apples continues very good at full prices, although Michigan stock is exceedingly light. The majority of the dryers are closed now and there is but very little stock in first hands and that is held at high prices.

Rice—The rice market is very firm and some of the best grades show an advance of 1/8c per pound. Arrivals of new crop domestic are coming in more freely and dealers are now in position to offer a complete line of all grades. No lower prices are expected and if there is any change, fine grades of domestic will likely go higher. The outlook is for a firm market for some time to come. There is a resumption of purchases for shipment to Puerto Rico and it is expected that Puerto Rico will take 25 to 35 per cent. of the rice crop. This will eventually cause a hardening of prices for all grades of rice.

Tea—The position of the tea market underwent no change in particular and prices remained firm for green teas, while black sorts held steady. Stocks of green teas are light and holders are not anxious sellers. Dealers, as a rule, report a very good business. Reports from abroad state that the tea crop from India will be very short, while it is almost equally certain that a considerable diminution will take place in the production of Ceylon teas.

Molasses and Syrups—There was a steady demand for molasses and dealers report a fair business at previous prices. The trade in general, however, is holding aloof and not buying in very large quantities, pending the enlarged movement of the new crop. Arrivals of new crop are small, but much larger quantities are expected within the next two weeks. The crop, according to latest reports, will equal that of last year. The corn syrup market is very firm and indications are that there will be an advance very shortly.

Fish—The mackerel market is very firm, with the tendency toward higher prices. There are only a few vessels out now and they are taking but very few fish. The catch this year is some 17,000 barrels short of that of last year.

Nuts—The demand for nuts is fair and is gradually increasing. Grenoble walnuts are in very good demand, but supplies are very much reduced and it is probable they will be entirely cleared up before the arrival of the new crop, which is expected to reach here about the middle of November. Chili walnuts are in large supply and are a trifle easier in consequence. Brazil nuts are 1/4c higher and meeting with a very good demand. Sicily filberts are 1/4c lower, on account of the large stocks in hands of dealers. Almonds are firm with a higher tendency. Peanuts are selling very well at previous prices.

Getting the People

"Keeping Everlastingly at It" the Price of Success.

A certain advertising agency of National reputation has made this phrase a familiar one to all who have given attention to advertising matters during the past few years. Their use of it has been so persistent that they may be able to claim a sort of proprietorship, but it has a general application which I think will justify its use as a topic for one phase of the advertising problem.

There is no branch of the merchant's work where the temptation to slight is greater than in advertising. Too often the execution of the contract for space seems to exhaust the energy of both the advertiser and the publisher. The latter is more anxious to secure the business than to see that the execution is carried out in a manner to make it of the greatest possible value. The merchant fails to appreciate the fact that the beginning of the advertisement's work means the beginning of a systematic co-operation on his part to make it profitable.

The most common failure is the neglect to furnish the best matter for the advertisements. Usually when the question of copy comes to be considered, there is brought forward everything that can be said about the business—the more the easier to fill the space. Then when the space is thoroughly filled the subject is allowed to drop for a few weeks or months until the advertisement becomes unseasonable or some other disturbing element appears to call attention to the matter. Then the same routine is repeated until the advertising is declared a failure or until the expiration of the contract.

The details of advertising can never be neglected with impunity. The matters to be treated from week to week must be carefully selected, using only that which is most likely to interest. Do not be afraid of saying too little; but that little should have most careful thought.

The merchant never thinks of letting other branches of his business run themselves. He sees to it that every duty is thoroughly done at the proper time. The rule must be extended to the advertising department. In this the same system and constancy of effort will bring results.

There must be something attractive in the idea of getting two dollars for one or A. L. Stein would not use it. There are dealers who think valuable trade can be built up by the advertising of good goods at fair values. The border is too black for the space and the printer has crowded it too closely with his matter.

Solon R. Hunt writes a well-proportioned hardware advertisement and the printer has treated it simply and well, except that he introduces the Bradley type in his paint line. This should have been divided and the same letter used as the other display. The signature should also have been in Devienne.

Redner's Grocery writes an exceptionally interesting advertisement of molasses, which he distinguishes by an imitation pencil line. The idea and execution are effective. I would have put leads in the fine type and taken a little of the space above and below.

Horr Bros. write a good sportsman's goods announcement, but the space is a

NOW IS THE TIME FOR YOU
TO SAVE MONEY. . . .

We have just received a full line of suits and overcoats, all of the latest patterns and of the best fitting garments. As we have bought them in job lots, we will sell them at one-half the price you have to pay elsewhere. This means you get two dollars worth for one.

A. L. STEIN

36 Jefferson Ave. South.

Battle Creek, Mich.

Our Hardware Values Are Unexcelled.

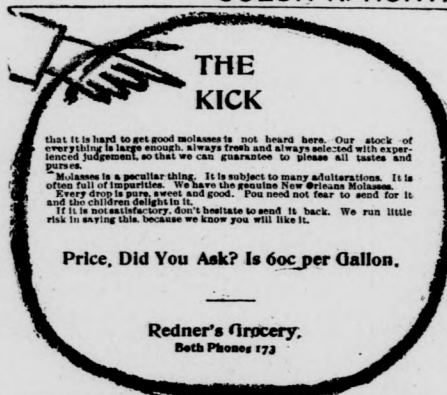
A complete line of Shelf Hardware in iron and steel goods. Our prices will not frighten you. We make a specialty of

BUILDERS HARDWARE.

The way to make that old house new is to paint it over again. Our

Peninsular Paints Give Best Results.

SOLOM R. HUNT.



that it is hard to get good molasses is not heard here. Our stock of everything is large enough, always fresh and always selected with experienced judgement, so that we can guarantee to please all tastes and purposes.

Molasses is a peculiar thing. It is subject to many adulterations. It is often full of impurities. We have the genuine New Orleans Molasses. Every drop is pure, sweet and good. You need not fear to send for it and the children delight in it.

If it is not satisfactory, don't hesitate to send it back. We run little risk in saying this, because we know you will like it.

Price, Did You Ask? Is 60c per Gallon.

Redner's Grocery.
Both Phones 173

AMMUNITION

We have a nice little stock of **PETER'S REFEREE** (semi-smokeless) and **LEAGUE** (Black Powder) **LOADED SHELLS**, and shot and powder in the bulk. Our prices are always the lowest. Can save you money on quantity purchases. If we haven't the size or load you want we can get it for you and save you money.

PETER'S LOADED SHELLS are the Best.

Give us your order for anything in the line of Ammunition. If not in stock we can get it for you.

HORR BROTHERS
CASH GROCERS

OLD TOUGH TURKEYS can be successfully served without the aid of an **Axe** or **Hand Saw** if you are provided with



CARVERS from our stock. We have the kind that are not only a pleasure to work with but a delight to gaze upon. If you insist upon using your old ones we have **Emery Knife Sharpeners** and **Steels** for improving their condition. We also have **Axes** and **Hand Saws** that will do excellent service in places they are made for but we do not recommend for table use.

The Edwards & Chamberlin
Hardware Co.

Beans!

LEAV CASH FOR ALL GRADES

CASH FOR

WHEAT, RYE, OATS and
HAY.

FOR SALE!

Buckeye Coal.

Equal to Jackson Hill. I make a special

\$3.75

per ton at yard

FULL LINE OF

LIME, BRICK, CEMENT, etc.

E. A. REMER.

Join Now.

Join the procession that marches regularly to Clark's Grocery for supplies. NO SHORT WEIGHTS, No Trashy Stuff, but good whole-some groceries at the lowest possible prices. We want your produce of all kinds and will give the highest market price to get it. This week we pay

17 to 18 for Eggs,
16 to 17 for Butter.

C. W. Clarke & Company.



Knows a Good Thing

when she sees it, and why not? There isn't a better judge of flour on earth than a practical housewife. The

Cream of Wheat Flour

is used everywhere and highly praised. Merit commands recognition. Consumers of this flour are steadily growing in number. All are pleased and none dissatisfied with the result of its use. Be sure to always ask for **Cream of Wheat** at 55c a sack.

Wheelock Mills.

little crowded. I would set the first line in one kind of type.

The Edwards & Chamberlin Hardware Co. makes an effective reference to the efficiency of their carving knives in handling tough turkeys. Then at the close the turn on the proper use of axes and saws is not bad. The border is pretty heavy and the matter crowds it too closely.

E. A. Remer has two advertisements in one. I would make one of the produce and another of the coal. Less styles of type would help the display, but the printing is not bad. The exclamation and many other marks of punctuation could well be omitted.

C. W. Clarke & Company write a live advertisement which is well handled by the printer. This, also, has too many punctuation marks.

The cut of a tramp, if that is what is intended, running away with a sack of flour will gain attention and may answer for a change. I am not in favor, however, of pictures having such hideous faces, as they are more apt to repel than otherwise. The advertisement is well written and the printer's work is good. I would have been consistent in omitting the pauses in last two lines.

Advice as to Roasting a Turkey.

From the New Orleans Times-Democrat.

"Ninety-nine women out of every one hundred, ninety-nine cooks out of every one hundred, will bake a turkey with the back to the pan," said a New Orleans man who keeps in touch with the kitchen, "and this is a mistake. I said ninety-nine out of every one hundred. Rather should I have said that the mistake is almost universally made. But few cooks ever think of cooking the turkey any other way. There seems to be a demand for well-browned turkey breast. But in browning the breast they sacrifice the sweetness of this part of the fowl. The best way to prepare a turkey is to bake it with the breast down. I learned this lesson from Mme. Begue, whose place down in the Old Quarter, near the French Market, has become famed all over the country. She never thinks of baking a turkey with the breast up. The breast is turned to the bottom of the pan, and instead of being dry and tasteless when it is served is richly flavored and as sweet and juicy as one would care to have it. You see, all the fine flavoring of the turkey, the juice of the dressing and all the daintier touches flow down toward the breast of the fowl, and when the white meat is served you get the full benefit of every flavor added during the process of preparing and baking the turkey in addition to the distinctive taste of the fowl itself.

"Inconvenient and awkward? Not at all. It is just as easy to cook a turkey in this way as in any other way, and the result is infinitely more satisfactory. It is no trouble to arrange the fowl in the pan; if you desire to place the fowl on the table before carving it you will find that it will look quite as well as it would if baked in the usual way, and certainly will taste much better than it would if you baked the breast until it was dry and flavorless."

Kansas Flour For the East.

From the Leavenworth Times.

More flour is being sent East from Leavenworth this year than ever before. The enormous wheat crop of Kansas has made this possible. The East wants our flour and wheat for bread, and with the rest of the millers in the State those of Leavenworth are receiving the benefit of the heavy demands for the Kansas product. The railroads out of the city are shipping more flour and wheat than at any time for years and it nearly all goes East. Merchandise is being shipped West in return.

When a man is beside himself, he should never place much confidence in his companion.

The New York Market

Special Features of the Grocery and Produce Trades.

Special Correspondence.

New York, Nov. 2.—The week has been so given over to politics that we might infer that all business was suspended. But such is not the case and, if one may judge by the huge piles of merchandise on the walks in front of the leading stores, he will conclude that all hands must be hard at work and that there is no time for politics. It will be settled, however, before this letter is perused by the readers of the Tradesman, and then all hands will turn to the hardest campaign of all—the holiday trade, which gives excellent promise of exceeding all previous seasons. Long live Santa Claus!

Coffee has lost its "pulling" power. Last week the market was, as stated at that time, a strong one. There were plenty of dispatches tending to show that the crop was being destroyed, but this week a contrary condition exists. Receipts at primary points are tremendous, running upwards of 100,000 bags per day. In store and afloat there are some 2,250,000 bags, against 1,120,000 bags at the same time last year. At the close Rio No. 7 is quotable at 6½¢. All things considered, it may be asserted with confidence that the coffee market favors the buyer. Mild grades are quiet and unchanged.

The tea market retains its lately-acquired strength and adds thereto steadily, although it can hardly be said that prices are any higher. Some 3,000 packages have been sent to London, mostly of rather low grade Chinese Congous. The New York market at present is below that of London, and this has relieved the situation here or, rather, contributed to its further improvement. Pingsueys and country greens have shown most improvement. At the last auction, 4,190 packages were disposed of at bids showing a very confident feeling. Indias and Ceylons are in fair request at well-held figures.

Sugar has taken a tumble and the situation is one that rather favors the buyer. The cut made by Arbuckles has not as yet been met by the trust. The demand has been only moderate, although some few extra orders were entered immediately after the Arbuckle cut. The supply is ample and no delay is experienced in filling orders. Stocks of sugar in Europe and America aggregate 676,305 tons, against 313,874 tons at the same date last year—more than double the quantity. We are likely to have some cheap sugar and cheap coffee.

Rice has moved with about the usual freedom. There is room for improvement, and yet matters might be much worse. Receipts are not large and there is little if any accumulation. Prime to choice domestic, 5¼¢@5¾¢.

Spices are firm, but no notable advances have been made in quotations. Cloves show the most strength, with Zanzibar at 8¼¢ and very firmly held at that. Cassia rolls, 46¢@50¢; bags, 33¢@34¢.

The few lots of new molasses are of good quality and holders are very firm. Prime centrifugals, 22¢@30¢; open kettle, 37¢@42¢.

The canned goods market continues to gain strength and almost every article is advancing, except salmon. New Jersey tomatoes, 3s, standards, have

sold at \$1.15 and \$1.20 is even asked in some instances. The American Grocer has received several hundred replies from packers in answer to its request for information as to the tomato pack and, from these, the Grocer estimates that there will be a shortage in the four States of Maryland, Delaware, New Jersey and Indiana, as compared with 1900, of at least 1,250,000 cases. The New Jersey pack will be at least 50 per cent. short. One packer in Maryland says he put up 900 cases from sixty acres, while he expected to pack 4,000. The output in Delaware is on an average better than in any one of the four States.

The week has been rather quiet on dried fruits and neither buyer nor seller has shown much interest. Prices are well sustained and the holiday trade will add strength to a still greater degree.

Oranges have sold well and the arrivals are pretty closely sold up. The last of the old crop of Californias has sold up to \$6. Jamaicas, per barrel, \$4.50@5. Floridas begin to show a better quality and are worth \$2.50@3.25. Lemons are in moderate request. Sicily 360s, \$2.10@3.25; 300s, 3.25@4.50.

Bananas are steady and unchanged. Pineapples have been more active this week. Indian River fetch from \$2.50@3.50, as to size.

There has been practically no change in the butter market during the week. Best Western creamery still remains firm at 22½¢ and the supply just about equals the demand. Seconds to firsts, 17½¢@21¢; Western imitation creamery, from 15½¢@18¢—the latter for fancy; factory, 14¢@15¢.

The cheese market is quiet and unchanged. Full cream, 10¼¢@10¾¢ for fancy small size colored.

Desirable egg stock is in limited supply and fancy Western fetch 23¢; selected, candled, 18¢@22¢; regular pack, 16¢@21¢.

To be sure, faint heart never won fair lady, but, on the other hand, discretion is seldom sued for breach of promise.

Torpedo Gravel Roofing

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

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

Chas. A. Coye

Manufacturer and Jobber

Tents, Awnings, Flags,

Horse and Wagon Covers,

Leather, Duck and Oiled Clothing,

Waterproof Leggings for men and boys,

Cotton Duck all widths and weights,

Cotton, Hemp, Flax and Jute Twines,

Sisal Lath Yarn and Hay Rope.

Write for prices

11 and 9 Pearl St.
Grand Rapids, Mich.

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.

Cash Register Paper

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

Standard Cash Register Co., Wabash, Ind.

All sales
case count.
Remittances
made daily.

ESTABLISHED 1865
L. O. SNEDECOR Egg Receiver

36 Harrison Street, New York

REFERENCE—NEW YORK NATIONAL EXCHANGE BANK, NEW YORK

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.

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



Devoted to the Best Interests of Business Men

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

TRADESMAN COMPANY

One Dollar a Year, Payable in Advance.

Advertising Rates on Application.

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

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

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

E. A. STOWE, EDITOR.

WEDNESDAY, - - NOVEMBER 6, 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 30, 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 second day of November, 1901.

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

GENERAL TRADE REVIEW.

There has been a good deal of complaint on the part of dealers in winter goods that the fine weather of the past month has greatly lessened retail distribution. This may be true to some degree, but the benefits resulting from weather favorable to industrial operations compensate for any such lessening of trade, even if it actually caused diminution. As a matter of fact there is an eventual increase in winter goods trade on this account, for opportunity is given to secure and market agricultural products and to get ready for increased expenditure later on.

Speculative trading at the stock centers has been dull, partly on account of unfavorable foreign financial conditions and partly on account of the fall elections. Wall Street especially has little time to give to business when so exciting a contest is on as that between Tammanyism and anti-Tammanyism in New York. The market showed a considerable buoyancy until the interest was so far overshadowed by the election. Now that this is out of the way, every indication would seem to point to more active business in the exchanges and a more decided movement upward. There seems to be no diminution anywhere in the pressure of industrial activity. A significant indication is the prevalence of car famines in so many localities, showing that the pressure of distribution is too great for the facilities which have usually been ample even when increased by the greatest possible urging in the factories for cars and car materials.

In the steel and iron trades there is no change from the condition of intense activity prevailing since the strikes. Price changes, when they have occurred, have been upward on account of the urgent demand, but, acting in harmony with the policy of conservatism,

these changes are kept as small as possible.

Increasing demand in the textile products keeps both woolen and cotton mills fully employed. With wool and cotton both at more favorable prices for a profit on manufactures, the outlook is exceptionally good as long as present prices of products are maintained. The advance in boots and shoes occasioned by the constantly increasing prices of hides and leather will be apt to cause some lessening of shipments, but this will not hinder the trade very long.

One of the conditions which the friends of the independent telephone companies has been unable to understand is why so many people have been willing to act as cat's-paws for the Bell company by accepting free telephone service and subsequently permitting the telephones to remain in their houses at \$12 a year when they knew that it cost the Michigan Telephone Co. about twice that sum to maintain the service. In the light of recent developments, these people are completely vindicated. They were patronizing the Bell company with malice aforethought, realizing that the more phones put out free and at half price the sooner the company would have to go into liquidation. The Tradesman hereby recalls all the insinuations it has indulged in at the expense of this class of telephone users. They knew what they were about all the time. They were acting in the interest of the independent companies. And they appear to have accomplished their object!

Many good Americans go to Paris before they die and when they are there they load their trunks with goods for the production of which Paris is famous. This is particularly the case with American women of means who regard Parisian gowns as necessities in their wardrobes. Consternation is said to have been created among them by a report that two American girls, twin sisters, who mingled much in the American colony in Paris, were not the society folks they purported to be, but detectives in the employ of the American customs department who were gathering information as to the purchases that were being made by Americans about to return home. Likely as not the women were not detectives at all, but the disturbance caused by the suspicion that they were shows there is information that might be obtained in Paris which would add to the discomfort of American tourists when they confront the customs inspectors on the New York docks.

The principal misson which brings Marquis Ito, the Japanese statesman, to this country, is to negotiate a loan. Japan will soon need money to increase its navy and make other national improvements. The significant fact which suggests itself to every one in this connection is that the United States has come to be looked upon as the world's financial center. Only a few years ago if Japan had been looking for a loan it would have gone to England and its representatives would have sought of London bankers the sums they needed. The request for assistance is of itself a compliment to the financial resources and strength of the United States. Marquis Ito has not yet come exactly to the point of saying how much he wishes to borrow, but if he has the security he can be accommodated.

FROM HELL GATE TO GOLDEN GATE.
From Hell Gate to Gold Gate—and the Sabbath unbroken!
A sweep continental—and the Saxon yet spoken!

So sang Benjamin F. Taylor thirty years ago, and then it attracted attention, but as a transportation statement nowadays it is far behind the times. When the popular lecturer, poet and journalist referred so enthusiastically and rhythmically to the facility of going from New York to San Francisco without traveling on Sunday, it was regarded as a great accomplishment, but in these modern days the New Yorker need not start until Wednesday and can reach his destination without breaking the Sabbath. The first railway train from the Atlantic to the Pacific was looked upon as a marvel, and indeed it was, but it was only the forerunner of better things to come. The train service now is as far ahead of that as that was ahead of the stage coach.

It is comparatively only a little while ago that five or six days' constant traveling took the tourist from New York to San Francisco. The time was gradually cut down lower and lower until now the four days' limit is for land travel what the five day boat is on the ocean. There are no more accidents on the swift trains than there used to be on the slower ones, and there are a great many more people going. The sleeping and the dining cars are among the greatest contributions to comfort on transcontinental journeys. There are very few railroad eating houses and none in the West which come anywhere near being satisfactory, whereas the dining car service on any road is usually acceptable. Nothing is a more interesting and notable example of American advancement and progress than is the comparison suggested by Benjamin F. Taylor's couplet quoted above and the railroad announcements of the four-day train which, beginning next week, offers to take the traveler from Hell Gate to Golden Gate in a little more than half the time which the popular poet thought thirty years ago was wonderful.

The plan of a Chicago postoffice official for the issuance of postage stamp certificates for the convenience of those wishing to remit small sums through the mail, as noted in the Tradesman a few weeks ago, is provoking considerable discussion in official circles. There is but little doubt that if the plan were adopted it would be of great advantage to such commercial houses in cities as do a large mail order business with country customers, but it is held by experts that in its present shape the plan merely creates a new form of currency, and hence it more properly comes under the jurisdiction of the treasury department than of the postoffice department. Many who admit the right of the postal authorities to handle such business are in favor of the system in force in Canada, under which the remitter buys of his postmaster a certificate or note for a stated sum—25, 50 or 75 cents, as he may require, a bit of paper not unlike our old fractional currency of the civil war era—and attaches to it postage stamps to a sufficient amount to make up the whole sum he wishes to send. Thus, if he wishes to send 44 cents, he buys a note for 25 cents and affixes 19 cents' worth of stamps. At the paying office this combination is redeemed at its full face value. In Canada such a transaction costs the remitter only 1 cent and the postage on his letter. It is suggested that if the system, which works admirably there, were reproduced in this

country, we could have the notes printed with a blank space on the face, into which the sender could write the name of the payee, and thus doubly protect his remittance, or which he could leave blank if he did not feel any anxiety over so small a sum.

The greatest obstacle to the pacification of the Philippines, it is declared, is the absence of highways in the interior of the islands. It is recalled that the Romans built roads wherever they went and that it was on account of the advantage they thus gained for communication and transportation that they were able to hold distant possessions. It is a significant fact that the most loyal of Spain's colonies, the island of Puerto Rico, was the only one that could boast of a system of highways. It is equally significant that Samar, to-day the one island that is giving us really serious trouble, has not a single road, not a trail even, except along the water's edge. The difficulty of carrying on military operations under such conditions is obvious. No less obvious is the enormous cost which such operations entail. If for no other than economical reasons, therefore, it would seem imperative for us to improve transportation facilities.

There is no wilderness where a discarded milk tin does not glitter in the sun. It has blazed the way across Africa. It has been very near the pole. In the fastnesses of Northern Luzon, where an American face had never been seen, General Young's soldiers found tins of the condensed milk with the brand of an American firm. It can be found all over Mongolia and Manchuria, and even in Thibet. The Chinese, who do not take milk in their tea, use the condensed kind as a food, chiefly for their children. In India also it has a large sale for that purpose, and it is not too much to say that the product of the American factory has been the pabulum of millions of Asiatics.

Some alarm is expressed by certain Paris epicures because the supply of snails of the finest quality seems to be falling off to a serious extent. This apprehension, however, will cause no distress upon an extended scale, as the taste for the deliberate creature that carries his house upon his back has not been world-wide. In fact, it has never gained much ground outside of the Latin race, and beyond the borders of France, itself the number of gourmets who have extolled the snail as a table delicacy of the most desirable sort has not made a long list.

It naturally affords the Tradesman much pleasure to be able to present its readers this week with its nineteenth anniversary edition, comprising 80 pages and cover, filled to overflowing with the bright thoughts and suggestive ideas of thirty-two special contributors, whom the Tradesman takes this opportunity to thank for their painstaking effort and kindly co-operation in making this edition one of the most valuable ever issued by any trade journal.

"Made in Germany" has no particular significance, even in the case of sauerkraut. Sauerkraut "made in America" is just as good, and it may be better, inasmuch as the German government ordered a cargo of sauerkraut in Philadelphia for its soldiers in China. The making of sauerkraut may become a great American industry.

TRUST COMPANIES.

Brief History of Their Origin and Development.

Of all the financial machines and instruments which have entered into the development of our country, the business of the modern trust company is as little understood by the public generally, particularly in the West, as any. Several years ago the Trust Officer of our company, in preparing a paper to be read before the American Bankers' Association, wrote to the Secretary of State in several states for the laws relating to trust companies. From several of the states copies of statutes regulating pools, trusts and combinations in restraint of trade were returned, and the people of the Western States, as a rule, class the modern trust company among such corporations as the Standard Oil Company, the United States Steel Corporation and other corporations in the nature of monopoly.

The banker has existed in all ages, but the trust company is a comparatively recent innovation and might be considered as a sort of amalgamation of a legal and a banking business.

The trust company is an American institution, pure and simple, entirely due to the peculiarities of American development. There are in foreign countries no trust companies such as exist to-day in the United States. The nearest approach to such a company are companies organized in England under the executors, trustees and securities act.

As the trust companies partake so largely of the functions of a banking corporation, it is well to consider briefly the beginnings of the banking system of our country. No country before has had so large a number and so diverse a class of financial instruments for its development as our own. In other countries, the tendency has been towards a strong, centralized institution, bearing such a relation as the Bank of England does to Great Britain, the Bank of France to France and the Bank of Russia to Russia.

In 1837, President Jackson dealt a blow to such a strongly centralized financial policy by refusing to renew the charter of the United States Bank, and from his policy grew the system of every town of respectable size having its own bank or trust company. New York and Pennsylvania were the first States in which banks and trust companies were organized. There was no general banking or trust company law and to charter a bank or a trust company it was necessary to get a special act before the Legislature. The first bank in existence in New York was the Bank of New York, and as it held undisputed sway over the Legislature at Albany, it was able to keep any other bank from getting a charter until the Manhattan Company, organized for the purpose of establishing a system of water works in the City of New York, purposely included in its charter a clause stating that "if it had any surplus, it could be used in any business which was not unlawful." Under this head banking surely fell, and the Bank of Manhattan Company is still in existence. Likewise, when the first trust company was organized, it was necessary to get an act passed by the Legislature for the purposes of incorporation, and that act of the Legislature of 1822 recites that certain persons "associated as a company under the name of the Farmers' Fire Insurance and Loan Company, as well for the purpose of

accommodating the citizens of the State residing in the country with loans on security of their property, which can not now be obtained without difficulty, as to insurance of their buildings and effects, and those of other persons, from loss by fire, and also for such other useful purposes as are herein specified, have prayed the Legislature for a charter of incorporation, to be located in the City of New York, which it is reasonable to grant." The capital of this company when chartered was \$1,500,000. This same company has assets to-day of over \$60,000,000 and the total assets of trust companies in the State of New York are over \$950,000,000.

In the original act, the Framers' Fire Insurance and Loan Company was authorized to grant annuities, but was not allowed to purchase or sell United States or state securities. The next year the Legislature passed an act allowing this company to accept and

tion of estates in general, and it was decided by this company to enter at once upon the new field; but for various reasons it was not until 1836 that it was allowed by extension of the powers granted in its charter by the Legislature to enter upon this work, which is the foundation of the trust company business of the present day. Later, the Girard Life Insurance, Annuity & Trust Company was founded, and these two companies in Philadelphia, and the company above mentioned in New York (now the Farmers' Loan & Trust Company), were the pioneers in the work of trust companies.

In the consideration of the evolution and development of trust companies, it will be seen at once that, while the first trust companies were organized largely in the interest of financial transactions involving the loan of money and the granting of annuities, more extensive powers soon were granted them, which

the advantage of having a large corporation, with experience in such matters, act in place of the individual is at once apparent. Often in the past large estates have been lost through inexperience and neglect, until it grew to be the case that an administrator was appointed, not in accordance with Lord Bacon's maxim, "for the relief of man's estate," but rather "for relieving man of his estate." This is not always because of the incompetence or neglect of the individual administrator, but because there are many estates which it is impossible for individuals to handle successfully.

In the matter of fees for services, the trust company is enabled to make smaller charges than would be possible to an individual, as its skill and experience in affairs enable it to handle matters with greater speed and familiarity. In most states, the fees for handling an estate are regulated by law and the charge which is frequently made against the trust company, of asking exorbitant fees, is out of necessity false, as all accounts are passed through the court and rigidly inspected. At no time in the experience of the Michigan Trust Company has it been subjected to serious criticism on account of its fees for services, although once, after closing an estate of half a million dollars, and rendering its account to the Probate Court, the judge of that court criticised it for not having charged half as much as the services involved would warrant.

Early in the existence of the Michigan Trust Company, it was called upon to handle the affairs of a large corporation which had failed with liabilities of \$3,000,000, and whose assets consisted almost entirely of property which could not be converted quickly into money, and nearly all of which had been mortgaged. To sell this property at a forced sale would have meant disaster to the creditors and corporation alike, but the Michigan Trust Company, by raising the money itself and through its friends, was enabled to go on with the business of the corporation, until, finally, within five years' time after it had been appointed receiver, it was enabled to pay off the entire \$3,000,000 liabilities and leave a million dollars besides. It will be readily seen that this would have been almost impossible for the ordinary individual to have accomplished, and the benefits accruing from the administration of the Trust Company are at once apparent.

So the trust company business has, through necessity, passed from that of the mere business of loaning money to the carrying on of all classes of business, and has exercised a helpful influence upon both the business community and the individual. Under the Michigan law trust companies are authorized to act:

1. As trustee under agreements with individuals or corporations for any lawful purpose.
2. As agent or attorney for the transaction of business, the management of estates, the collection of rents, interest, dividends, mortgages, bonds, bills, notes and securities generally.
3. As registrar and transfer agent.
4. As executor of wills.
5. As administrator of estates.
6. As receiver of the property or business of corporations and individuals.
7. As assignee of insolvent estates.
8. As guardian of minors, incompetent and intemperate persons and spendthrifts.

In Michigan, however, trust com-



carry out any lawful trusts created by deed or by law, and this was the beginning of the present broad powers of trust companies.

The New York Life Insurance and Trust Company was chartered in 1830, the United States Trust Company in 1853 and the Union in 1864, all of which are doing business at present. The first trust company in Pennsylvania was founded in 1810 and was called the Pennsylvania Company for Insurance on Lives and Granting Annuities. The charter was at first refused by the State Legislature, but application was again made and a charter was granted in 1812. The principal business of this company was that of life insurance and annuities, but about 1830 the officers and directors learned of the success of what were called Agency Houses in India, which were organized to transact all classes of business for corporations and individuals and for the administra-

tion of estates in general, and it was decided by this company to enter at once upon the new field; but for various reasons it was not until 1836 that it was allowed by extension of the powers granted in its charter by the Legislature to enter upon this work, which is the foundation of the trust company business of the present day. Later, the Girard Life Insurance, Annuity & Trust Company was founded, and these two companies in Philadelphia, and the company above mentioned in New York (now the Farmers' Loan & Trust Company), were the pioneers in the work of trust companies. In the consideration of the evolution and development of trust companies, it will be seen at once that, while the first trust companies were organized largely in the interest of financial transactions involving the loan of money and the granting of annuities, more extensive powers soon were granted them, which

panies are not allowed to do a general banking business, nor to buy and sell exchange, as they are in some other states.

As trustee under private agreement, it may be stated broadly that its duties cover every ordinary business transaction.

As agent and attorney, it carries on the affairs of the individual in the same manner in which the individual himself might do.

As registrar, it performs a service to the individual stockholder by giving him the surety that no certificates of stock are being issued unlawfully, and as transfer agent it transfers the shares of large corporations.

The registration of corporate securities dates from the time of what are known in financial history as the Scuyler frauds. Robert Scuyler, President of the New York, New Haven & Hartford Railroad Co., was also a member of a banking firm, and through it he issued and sold a large amount of stock of the railroad company in excess of the capitalization. Distrust concerning the stocks of all corporations at once became apparent and, to avoid any such disaster in future, the scheme was hit upon of having a third party, not connected in any way with the transfer agent or the corporation itself, certify that certificates representing the capital stock of the corporation had not been issued beyond its capital.

As executor of wills and administrator of estates, it carries out the wishes of the testator and administers the estate in the same manner as the nearest friend was formerly accustomed to do.

Other powers are granted to trust companies by various states in the Union, but the powers described in the Michigan law are the powers which describe those of the modern trust company.

In addition to this, nearly every trust company, in connection with its other business, operates safe deposit vaults, renting boxes in its safe for a certain stipulated rental and receiving packages for safe-keeping and storage.

The influence and power of trust companies have grown in proportion to the development of the country, and their influence in connection with enterprises of every character extends all over the continent. Railroad and mining companies, street railway, gas, electric light and land companies, and nearly every form of corporate enterprise are nearly always in some way influenced by or come in touch with the trust company.

John E. Borne, President of the Colonial Trust Company of New York City, in a paper read before the Trust Company Section of the American Bankers' Association in Milwaukee two weeks ago, brought out very clearly the relationship which a trust company should assume toward a corporation with which it may become associated. He says:

Being thus brought into close contact with an organization, it becomes associated in the public mind with its formation, and its relationship with the enterprise is considered an endorsement of the good faith and probity of the organizers of the same. It is, therefore, of the utmost importance that a trust company should in every case thoroughly satisfy itself on these points, and that it should decline any business connection where these are at all doubtful; otherwise it will lay itself open to future criticism and will be bound to suffer in standing. No business func-

tions should be entertained where the least cloud exists.

In the past, trust companies have fortunately been guided by what Mr. Borne has said in this regard, and the confidence which is placed by the public in every representative trust company has been largely the result of their attitude in this respect.

The great growth of trust companies demanded the recognition of that strong organization, the American Bankers' Association, and five years ago the Trust Company Section, which now numbers three hundred and forty-eight members, was organized.

The development of trust companies in the West has been principally in the last twenty-five years, and during that time it has been necessary for the trust companies themselves to educate the people with relation to their business.

The Merchants Loan & Trust Company and the Illinois Trust & Savings Bank were the pioneer trust companies of Chicago. The Merchants Loan & Trust Company is the older company and was organized in 1857, with a capital of \$500,000. Its capital and surplus to-day are \$4,000,000.

The trust companies in Michigan are the Michigan Trust Company of Grand Rapids, the Union Trust Company and the Detroit Trust Company of Detroit.

The future growth of trust companies must seem assured when we observe the general high character of the officers and stockholders of the principal trust companies of the United States. Trust companies will continue to grow as business continues to grow and their influence will extend wherever the business of communities is sufficient to warrant their establishment.

Claude Hamilton.

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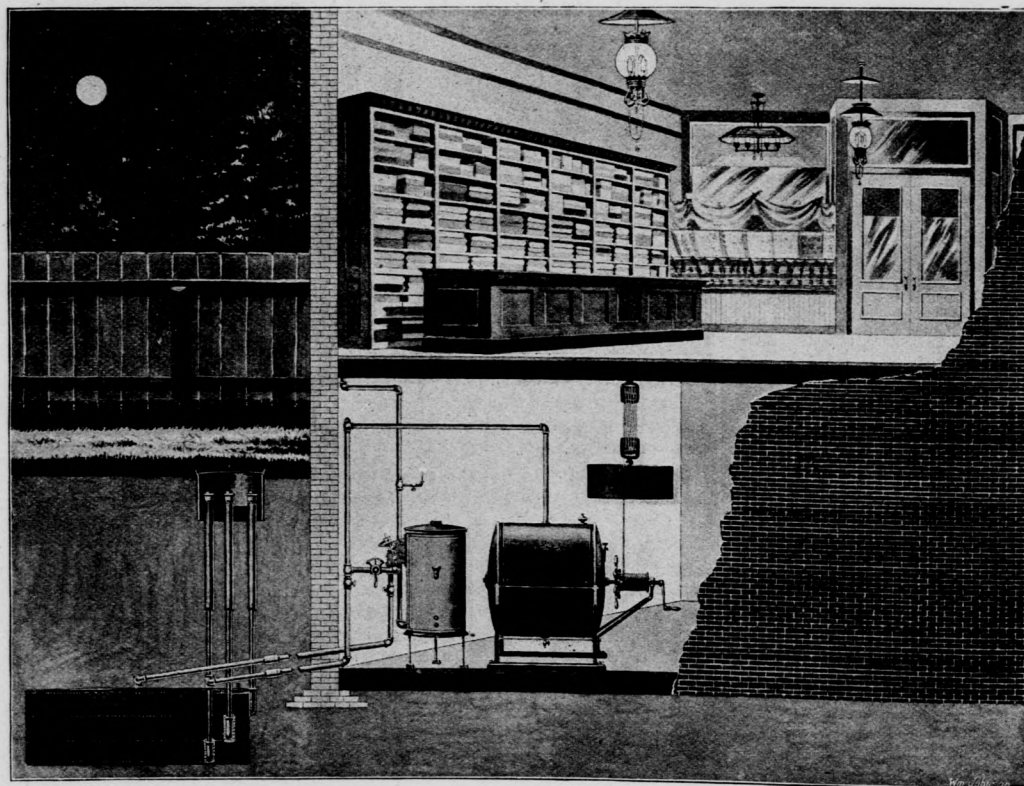
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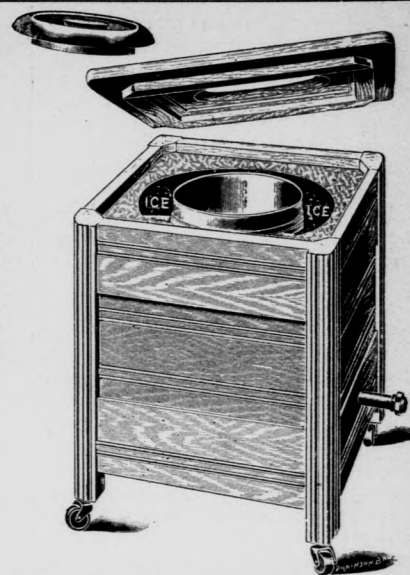
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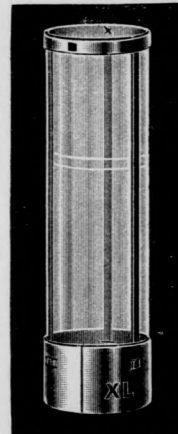
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THE MILLING INDUSTRY.

Has Kept Pace With the Progress of the Wheat Growers.

In no other item is the great progress of the United States more thoroughly exemplified than in the improvements which have been made in the growing and milling of wheat. Wonderful strides have been made by this country in producing the best of wheat and the finest flour, and twenty-five years ago it was not even realized that in that period of time this country's present pre-eminence could have been attained, and to-day we probably have but a faint idea of what the future has in store for the great industry of milling.

Twenty-five years ago a writer in a leading magazine showed, to his own and probably to his readers' entire satisfaction, that the western limit of successful wheat raising was the Dakota boundary of Minnesota, and yet in 1899 the two Dakotas raised over 100,000,000 bushels of wheat.

The question of ability to produce wheat, and produce it cheaply, in this country is one that will continue to occupy the attention of practical agriculturalists, and its only limit will be the market demand for it. No single material outranks wheat in importance as human food. From earliest times it was the food of the most powerful and enlightened nations, and to-day the wheat eaters rule the world. The growth of the milling industry has kept pace with the progress of the wheat growers, both, in volume of production and in character of product, and to-day the flour mills of this country are turning out the finest product that has ever been produced.

Contrary to theories that have been exploited to a considerable extent in recent years, to the effect that the nutritive and digestive qualities of fine bolted white flour are not equal to graham flour or entire wheat flour, it is now the consensus of opinion of advanced scientists, both in Europe and America, that white bread is the best. M. Terrier, the French expert, in a recent pamphlet on "Panary Fermentation," calls attention to the pre-eminent excellencies of white bread and says that it is the most nourishing because it is the product of a process of fermentation, the alcoholic fermentation saturating it with carbonic acid gas, which assists digestion. It is a perfect food and at the same time stimulates the appetite of the rich and the poor. Bread is the indispensable adjunct to meat, cheese, eggs, etc., and white bread is a guarantee of perfect purity and wholesomeness, whereas brown bread, by its color alone, already indicates the presence of substances which must be excluded from a food stuff if it is to be of an irreproachable character.

The United States Agricultural Department has recently completed very exhaustive experiments on the comparative nutritive and digestive qualities of white bread, as compared with so-called graham bread, and also as compared with bread made from so-called entire wheat flour, and has proven unanswerably, by actual digestive experiments, that white bread is more wholesome and nutritive than the bread made either from graham or entire wheat flour. While, chemically, graham flour and entire wheat flour showed higher percentages of gluten, the experiments referred to showed conclusively that those elements in graham flour and entire wheat flour are not as available for the human system, on account of being

in a condition in which they can not be properly digested, and that white flour therefore is the best from nutritive and digestive standpoints, as well as from the standpoint of appearance and palatableness.

The flouring mill has kept pace with the wheat fields and has advanced westward with the course of civilization—not the old mill which mixed flour and chicken feed in one sack or barrel, but one that should produce the most flour possible to be made from a bushel of wheat, of the best quality and at the lowest cost price. Michigan wheat and Michigan flour mills hold leading positions, and the product of Michigan mills goes not only to all the states of the Union east of the Mississippi, but to South America, the islands of the sea and to Europe, and the product of Michigan mills, made from Michigan wheat, possesses a certain delicacy of texture and attractive appearance that

Highest cash price paid for Neapolitan Winter Wheat and Roman Corn. Why haul your Wheat through the sand to Heculaneum when we pay the same price here?

Office and Mill, Via VIII., Near the Stabian Gate, and only thirteen blocks from the P. O., Pompeii.

Dear Sir—This circular has been called out by another one issued last month by Messrs. Toecorneous & Chilblainicus, alleged millers and wheat buyers of Herculaneum, in which they claim to pay a quarter to a half cent more per bushel than we do for wheat and charge us with docking the farmers around Pompeii a pound per bushel more than necessary for cockle, wild buckwheat and pigeon grass seed. They make the broad statement that we have made all our money in that way and claim that Mr. Cornucopius, of our mill, has erected a fine house, which the farmers allude to as the "wild buckwheat villa."

We do not, as a general rule, pay any attention to this kind of stuff, but when

except when the head miller has gone to his meals or stopped to spit on his hands. * * *

Yours for business,
Cornucopius & Pancakius.

Since the time that our brother millers in Pompeii were bidding for trade and making improvements in milling, the milling business has ever contained these two features: Competition has secured good prices for the wheat seller and has spurred the miller to constant improvement in his machinery and the character of his product.

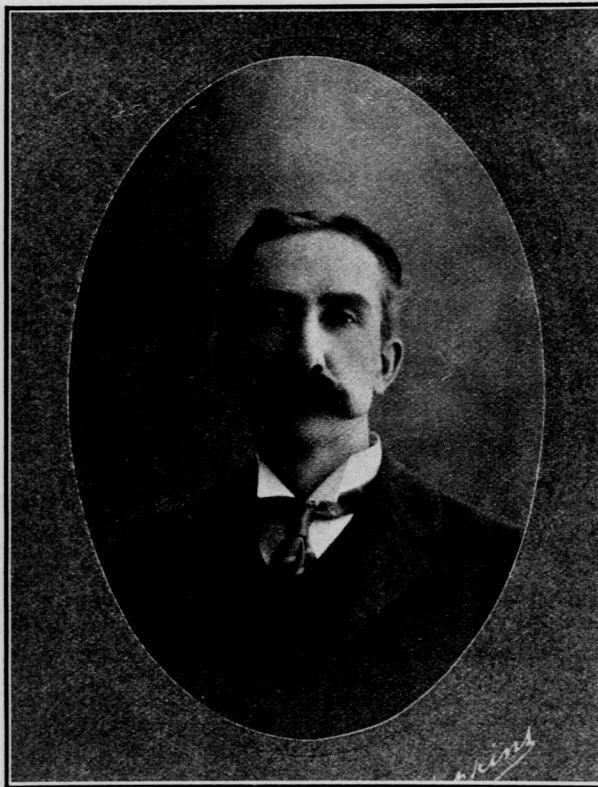
C. J. DeRoo.

SUPPRESSION OF TATTLING.

A local clergyman recently preached a sermon which ought to have been attentively listened to by about three-fifths of the city's population. He proposed the organization of a league to which the entire 87,000 population, more or less, should belong and live up to its platform. The theme of his discourse was "Tattlers," and the organization he proposes is a league for the suppression of tattling. It is proposed that its members shall pledge themselves never to repeat any rumor which may cause pain or affect adversely any one's standing in the community, until it has been subjected to the tests: Is it true, is it kind, and is it necessary? The plan is a good one, and ought to succeed.

The harm done by tattling and what goes under the name of gossip, can scarcely be overestimated. It does limitless injustice in many cases and its perfect work amounts to a positive sin. Practical Christianity may well embrace this form of offense among the reforms it seeks to accomplish. One of the inevitable accompaniments of gossip is exaggeration. A little thing harmless in itself is repeated and repeated again. Growing as the boy's snowball does, from small beginning, it comes to be not only immense, but monstrous. It causes needless pain and suffering by its misrepresentations. It is the bane of every community and an evil which is as firmly rooted as the love of money. Everybody is familiar with it. Most people deprecate it and then go right on indulging in it. It forms the theme of half the social conversations and often a dash of it creeps into the other half. Petty spite, prejudice, misunderstanding and all that sort of thing usually start the nasty little rumors, which grow as they progress and never do anybody any good. The preacher's undertaking deserves hearty approval and enthusiastic encouragement from every right minded man and woman in Grand Rapids. More power to the new league, and may its membership grow until the Secretary is obliged to use the directory to call the roll.

Adolphus Busch, the rich St. Louis brewer, has just returned from a visit to Germany. It was hoped he would bring assurance that Emperor William would visit the St. Louis fair in 1903, but Mr. Busch says all talk of the Emperor coming to the United States is nonsense. "He may leave his country occasionally, but he, on visits to other rulers, keeps in touch with his government at all times, and does not go far enough away but that he can return in twenty-four hours. The idea of the Emperor visiting the United States is perfectly absurd. It is very probable, however, that the next best thing may be done. It is not at all unlikely that the Crown Prince Frederick Wilhelm would visit us, if invited, and I think it would be well for our commissioners to give such an invitation serious consideration."



give it a special value above the flour of other states for many special purposes, and its character is such that the very best bread in the world can be made from it and is made from it by many intelligent housewives in many climes.

Possibly it may interest the readers of the Tradesman to publish here a portion of a letter which it is said by Bill Nye was found in the ruins of Pompeii, and which goes to show that in some respects milling in A. D. 79 had points of similarity to milling in A. D. 1901. The letter appears to have been in the shape of a circular communication issued by the firm of Cornucopius & Pancakius, millers at Pompeii, and a free translation of a portion is here given:

Office of
Cornucopius & Pancakius,
Dealers in
Flour, Bran, Middlings, Screenings,
Hen and Cow Feed.

two snide Romans, who went to Herculaneum without a dollar and drank stale beer out of an old Etruscan tomato can the first year they were there, assail our integrity, we feel justified in making a prompt and final reply. We desire to state to the Roman farmers that we do not test their wheat with the crooked brass tester that has made more money for Messrs. Toecorneous & Chilblainicus than their old mill has. We do not do that kind of business. Neither do we buy a man's wheat at a cash price and then work off four or five hundred pounds of Imperial hog feed on him in part payment. When we buy a man's wheat we pay him in money. We do not seek to fill him up with sour Carthaginian cracked wheat and orders on the store.

We would also call attention to the improvements that we have just made in our mill. Last week we put a new handle in the upper burr and we have also engaged one of the best head millers in Pompeii to turn the crank daytimes. Our old head miller will oversee the business at night, so that the mill will be in full blast night and day

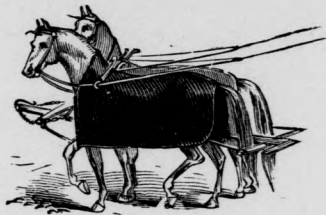
Waterproof Horse and Wagon Covers

OILED CLOTHING

Paints

Oils

Varnishes



Pipe Covering

Lath Yarn

Rope

Mill Supplies

THE M. I. WILCOX CO.,

TOLEDO, O.

If you want to secure more than

\$25 REWARD

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

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

will secure that result.

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

It's to Your Advantage

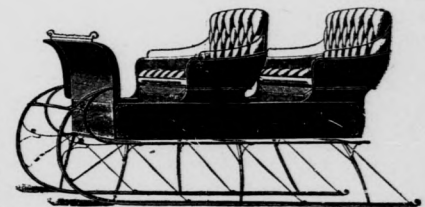
to see that your patrons are supplied with dependable goods. So long as they please them they'll cling to your store. That's why you should handle

Lakeside Canned Peas

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

Worden Grocer Co., Grand Rapids

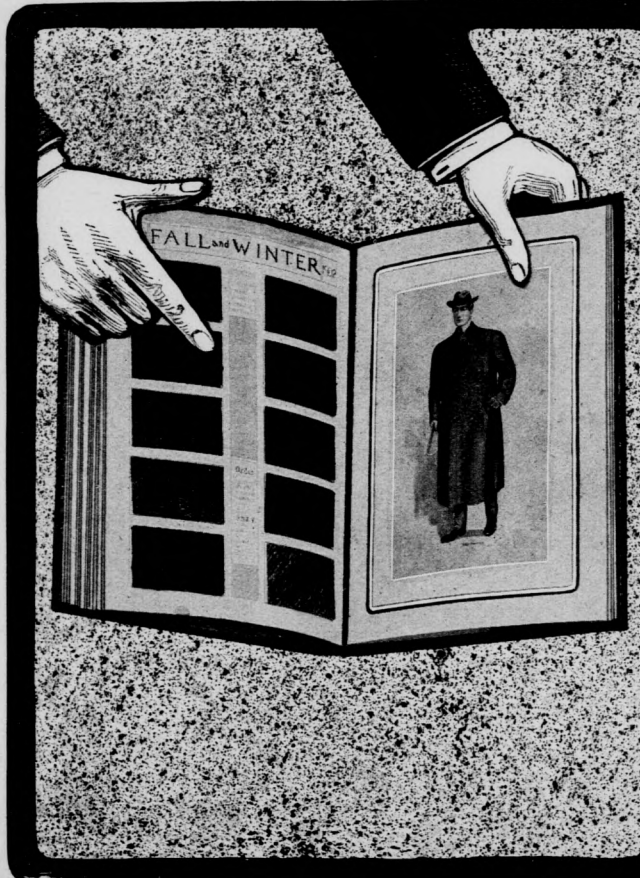
In the 22 Years



We've been manufacturing Sleighs and Cutters, we've learned some things which younger concerns will not know for some time yet. We know how to make a satisfactory article. There is no guess work about it with us. There will be no question about your satisfaction if you buy our goods. We are making the kind of sleigh you ought to have at the price you ought to pay. Our catalogue is worth having. Send for it.

Ransom St., Kalamazoo, Mich.

KALAMAZOO WAGON CO.



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.

MEN OF MARK.

Charles B. Kelsey, Cashier Peoples Savings Bank.

Charles B. Kelsey was born on a farm in Cascade township, Kent county, March 27, 1863. He lived on the farm with his parents until 17 years of age, attending the district school, with the exception of the years 1872 and 1873, during which time the family resided in Grand Rapids. In 1882, he went to live with an uncle in Three Oaks, taking a clerkship in the postoffice at \$5 per month and board. He improved the opportunity to study during his leisure hours and obtained a third grade certificate, on the strength of which he taught school two years—one term at a place called Beaver Dam and another at Avery's, a station on the Michigan Central Railway near Three Oaks. In 1883, he removed to Grand Rapids, securing a position as billing clerk for the Grand Rapids & Indiana Railroad, at the South Yards. The financial reverses of that year and the failure of several Grand Rapids lumbermen curtailed the work of the office to the extent that he was transferred to the office of the Auditor of the same company, where he remained a year. On the opening of the Kent County Savings Bank, Jan. 1, 1885, he secured employment as man of all work, Cashier Verrier and himself being the only employees of the institution. He was book-keeper, auditor, collection clerk, discount clerk, paying, receiving and savings teller—and, at odd times, supervised the temperature of the room. He remained in this bank nearly six years, when he organized the Peoples Savings Bank, beginning the work in October, 1890. The bank opened for business Feb. 9, 1891, and has been marked by a marvelous growth, the deposits now aggregating \$1,872,000, while the footings are in excess of \$2,000,000. This result is due in no small degree to the efficient watchfulness and persistent effort of the Cashier, who has given the business his undivided attention.

Mr. Kelsey enjoys the distinction of having discovered the present home of the Consolidated Sportsmen's Association, comprising ten acres of land at the big bend in Grand River, west of the Michigan Soldiers' Home. This land was the property of the old Grand River Booming Co. and its existence had been nearly forgotten by everyone in any way interested in the property. Mr. Kelsey quietly secured an option on the land, which he turned over to the organization, although he could have made other disposition of the property at a handsome profit to himself. The land has since increased in value to the extent that, if it were sold and the proceeds divided among the members, they would receive a handsome advance on the amount paid by them in membership fees and dues.

Mr. Kelsey was one of the underwriters of the recently-organized Michigan Lime Co., which acquired the extensive properties of H. O. Rose, at Petoskey, and confidently predicts that it will prove to be one of the best investments he has ever made.

Mr. Kelsey was married Oct. 28, 1888, to Miss Mary Atwater, and has one child, a daughter now 4½ years old. The family reside at 40 Ransom street during the winter months and during the heated term occupy their beautiful summer home on the banks of Grand River at Eastmanville.

Mr. Kelsey is a member of St. Mark's church, but owes no affiliation to any

secret society, his time being entirely engrossed with his home and social duties, his business and his one hobby, which is that of sportsman. He is a director of the Peoples Savings Bank, First Vice-President of the New Era Association, President of the Consolidated Sportsmen's Association, director and Treasurer of the Michigan Lime Co., Treasurer of the Grand Rapids Clearing House Association and member of the Executive Board of the Michigan Bankers' Association.

Personally, Mr. Kelsey is one of the most companionable of men. He is of medium height and build, with cheerful manner and unobtrusive ways. He confesses to no fads. He believes in recreation. If he has any pretensions, they are those of a man successful in business. He has no political ambitions beyond doing his duty as a citizen. He holds that willingness to be a duty. At

Look on This Picture and Then on That.

Life is a strange thing and the way of the Author of life are not always easy to understand.

Within the last few days the wife of a grocer of my acquaintance has died. She was a good woman—a real wife—the conscientious and intelligent mother of several small children.

Many women would feel themselves so burdened with the care of these children that they would consider it beyond them to take any interest in their husbands' business. Not so with this woman. She spent as much time in the store as she did in her house—not in loafing but in working. She waited on customers, wrapped packages, helped on the books, made change—did everything she was called on to do—a faithful intelligent clerk.

This woman's husband regarded her as a business partner. She had the fac-

place to sell goods to her husband. The woman's house is neglected, her husband is neglected, her children are neglected and her reputation is neglected.

To the grocer himself—a decent, honest man—his wife is a sore trial. With him love, if he has it, is not blind—he sees his wife as she is. To make things worse, he is a mild man, disliking scenes; while she is a virago with the tongue and temper of a shrew.

Against his will, this woman persists in loafing in her husband's store, ready to join in a loud-voiced conversation or pick a quarrel with any Tom, Dick or Harry who comes in. Alone with her, every man in the neighborhood calls her by her first name.

This grocer's business is being killed by his wife. She makes the store unsavory. Decent women will no longer go there, and women constitute seven-eighths of grocery buyers. The man is helpless. He sees his trade dying before his eyes, and he is too gentle in disposition to choke the woman to death or kick her out, as most men would do.

The general public, this grocer, his children, and his business would all be better off for this woman's death. She is a barnacle and ought to be cleared away.

Yet I'll wager any amount of money that she'll live to a green and disgraceful old age, a destroyer of the domestic happiness of her husband, a neglectful cuffer and railer at her children, a public scandal, and a general nuisance.

Why couldn't she have been taken and the first wife left?—Stroller in Grocery World.

Increased Horse Breeding.

From the Indiana Farmer.

There are abundant signs of increased interest in horse breeding all over the world, as all sections realize that there is to be an increased future demand for good horses. Touching this matter the English Live Stock Journal says:

"Small doubt exists as to the waking up of many who were inclined to give up horse breeding as a played-out branch of agriculture. Everywhere there seems to be a demand for good, sound, well grown sires of all recognized British breeds, and the hitherto somewhat under-valued pony shares the market with the ponderous and powerful Shires, Clydesdales and Suffolks. There may be, viewed from a business standpoint, a quick interchange, but it is satisfactory to note that this carried out between business men who have big stakes in the trade.

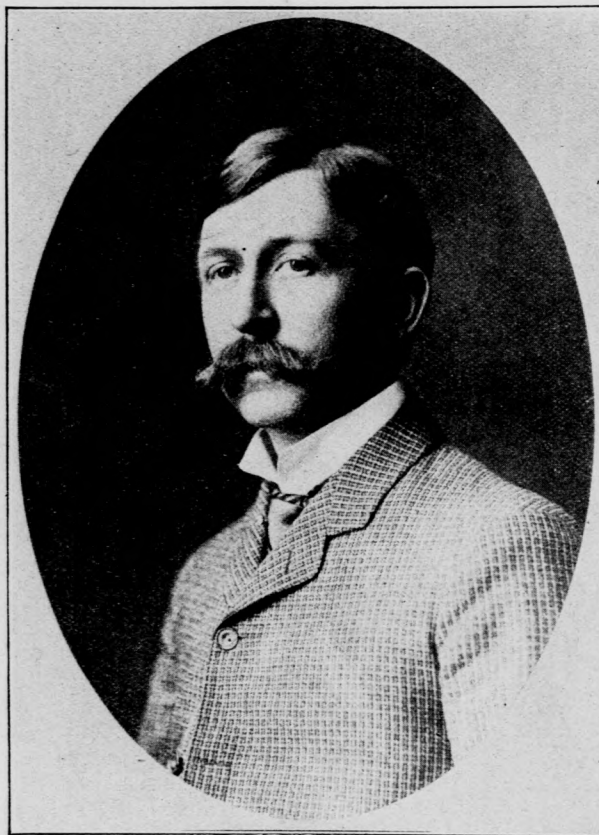
"There is evidence enough about to show the agricultural authorities of the United States are alive to this. Encouragement is given to bring up gradually the equine level, and although Shires, Clydesdales, Suffolks may all be intermingled with Percherons and Normans, and these in many cases crossed with trotters and Hackneys, the resultant get is bound to work out in a useful direction."

Automatic Needle Threading.

From the London Globe.

A little machine which threads one thousand needles a minute is at work in St. Gall, Switzerland. The purpose of the machine is to thread needles that are placed afterward in an embroidery loom for making Swiss or Hamburg lace. The device is almost entirely automatic. It takes the needle from a hopper, carries it along and threads it, ties the knot, cuts the thread off a uniform length, then carries the needle across an open space and sticks it in a rack. The work of threading of these needles was formerly done by hand.

It is rather discouraging to a man to be forced to wait until he is dead in order to discover what a good fellow he was.



38 years of age he is still a young man in looks and actions and has every reason to regard his future with complacency.

Joke About Quartered Oak.

A few years ago the writer happened to run across a hotel acquaintance in the dry goods line on a train down in the hardwood country. He evidently knew the difference between plain and quartered oak when found in a piece of furniture, for as we were running through a piece of woodland he asked how the mill men could tell the difference between a quartered oak tree and a plain oak tree. I considered a moment how to begin to explain this subject to him, but finally concluded that it was of no use and merely told him that any man who knew anything about oak trees could pick them out as soon as he saw them. And then I pointed out some from the car window. If he has not had some additional light on the subject I presume he is still wondering how I could tell.

ulty of getting things done. He consulted her about everything, including the buying. Some people said she was the better business man of the two, but about that I have no knowledge.

This woman was a conscientious Christian and a member of a local Methodist church. With all her interests, she neglected neither her house nor her children, for the former was kept as clean as soap and hard work could make it, and the children as tidy as young children can be.

This woman, a perfect wife, mother and partner, who knew her duty and did it the very best she could, is dead.

I know another grocer's wife. She is a slattern and a scold. She has two children who are neglected night and day. Rumor says the woman drinks. Scandal has associated her name with a livery stable keeper of her town and with certain salesmen who go to the

Save Your Hide

Have you ever been a victim of "buckwheat poisoning?" Did you know why those buckwheat cakes you had for breakfast made you feel like a monkey, and your hide look like a case of measles? Have you ever sworn you'll never again eat a buckwheat cake and then when you came down to breakfast on a cold morning you tackled those piping hot cakes only to regret it later on and wish you'd never seen them?

Let Us Tell You Something

We make a flour which hasn't a scratch in a barrel of it. We've found a way to skin the kernels of all the hull, which contains the poison. If you will buy our non-irritating flour you get all the good of the buckwheat and none of the bad. You get purity only. Just give our flour a trial and if you don't continue to buy it, it'll be our fault.

Muskegon Milling Co.
Muskegon, 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

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 Celebrated "Ione" Shoe for Men



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

The Western Shoe Co., Toledo, Ohio
Distributors



FREE! GIVEN AWAY!
DETAILED SELF-ADDING SOLID NICKEL CASE

CASH REGISTER

TO THE TRADE:

With 1,000 of our best 5-cent cigars at \$39.00 per M., we will send free a solid nickel case, Detailed Self-Adding Cash Register, equal to registers heretofore sold for \$175 and upward.

The Cigars are Equal to Any 5-Cent Cigar on the Market.

Terms: 30 days, less 2 per cent. 10 days.

Description of Cash Register:

Size, 21 inches high, 17 inches deep and 10 inches wide. Weight, 8 1/2 lbs. Solid nickel case of handsome design. Tablets display from both front and rear. The money drawer is highly polished inside. Both the exterior and interior of this machine are the best that can be produced. Warranted for five years. All the work is done on wheels, and it sets to zero with a key in a moment's time. The tablets are large and conspicuous—a black figure on a white enameled background. We have two styles of keyboards. When ordering please state if you use penny keys or whether 5 cents is the lowest denomination you use.

This is a Stupendous Offer, and Many Who Read This Advertisement will be Incredulous.

Do not be influenced by agents of high priced registers, but send for one of our registers and 1,000 Cigars for \$39. Then compare and judge for yourself, and if register is not equal to the best in style, finish and quality, return it to us. We assure you that every thing is as represented.

OUR GUARANTEE

To any responsible merchant in the United States we will ship both register and cigars on seven days' trial. If the cigars are not satisfactory or you do not consider the register equal to any that the National Cash Register Co., of Dayton, Ohio, sells for \$175, you can return both register and cigars to us. Remember \$39 includes both the cash register and cigars. Why pay \$175 for a cash register when you can get one free? Sign and return the order blank and the goods will go promptly forward on seven days' trial. The "World" is covered by five U. S. patents. It does not infringe on other Patents. We protect users against infringement by our written guarantee. We are responsible. Have been in business here for 15 years. Rated in Bradstreet's Mercantile Agency at \$50,000, and refer you to any bank or business house in this city. Don't buy or accept a premium any cash register until you have tried ours seven days.

Don't pay five times the value of a Cash Register, when you can get one equal to the best FREE with 1,000 of our best 5c Cigars, which are sent on approval, to be returned if you do not consider them equal to any 5c Cigar on the market, as per terms of guarantee.

ORDER BLANK.

Detroit Tobacco Co., Detroit, Mich.
Ship as soon as possible
1,000 cigars at \$39 per thousand,
including one cash register

Terms:
\$19.50 30 days
19.50 60 days
\$39.00

If goods do not suit, I agree to return same to you on or before seven days from date they are received from transportation company. If goods are retained after above mentioned time, it shall constitute the acceptance of same, and I will remit as per above terms.

Signature of purchaser,

Town.....
County..... State.....



G. A. BAAS,



DRUGS, PATENT MEDICINES, WALL PAPER,

Paints, Oils, Glass, Books, Stationery, Periodicals, Etc.,

Balesville, Ind., May 24/00
Ottobacco Co.

Detroit Mich
Dear Sirs—Received cigars and Register in due time, and found cigars better than expected and the Register an agreeable surprise.

I consider the purchase the best I have ever made. You have no doubt received orders for Cigars and Registers from 2 merchants in Sumner, that happened in the store and saw Register in question.

I made it a point to see a National owned by another party, costing many times the price of this and will say that I would not trade mine for it.

Wishing you success in your business.
Wm. J. Smith

We have on file Hundreds of letters similar to the above from every State in the Union.

To-Day FILL OUT AND SEND THE ORDER BLANK.

MICHIGAN SHINGLES

Supplanted by Southern Cypress and the Washington Red Cedar.

For twenty years the manufacturing of shingles has been one of the leading industries of Michigan and no other industry has done so much for the farmer and the grocer.

In a lumbering operation the crew go into the woods in the fall with a full outfit, with their own cook, camp stove and boarding house. They live within themselves and in the spring have usually cleaned up the job and move out. The men are mostly those who come from other sections and in the spring return to their homes, the operation having done little or nothing, financially, for the immediate neighborhood.

In manufacturing shingles a Northern farmer has almost a never-ending source of income from his timber lot. Whenever he has any extra time he gets out bolts, that command a ready sale. Living there, his money goes for home supplies. Shingle mills must be near the source of bolt supply and, as most of the men who work in a shingle mill live there with their families, their money is spent with the grocer and other home supply men. As 80 per cent. of the cost of shingles represents labor, and as that labor to a very large degree spends the money at home, it is an ideal industry for the community.

The manufacturing of shingles works exactly opposite from lumber in its results. Many of the Tradesman's readers will remember, not many years ago, when small lumber mills were scattered through Michigan and dealers from Grand Rapids could go up the road and buy a million or two million cut of lumber at almost any of the stations, but gradually the larger mills have coopered the available supply, owning timber 100 or 200 miles from their mills, and in that way have driven out the smaller lumber mills.

As timber becomes more scarce the shingle mills decrease in size and increase in number, compared to the output. The timber being in such small tracts it can not be grouped and the "little fellow" has a chance of making a living without the fear (as in a lumber mill) that his "big" neighbor will buy the adjoining 40 that he had been expecting to buy as soon as he cut out the 40 he was at.

The average man, seeing a little shingle mill, does not think it amounts to much, but let us see what these small mills have done, financially. I have not been able to get the figures for the big shingle years of 1880 to 1885, but from the files of the Lumberman I find that the cut of the mills in the white pine district for three years was as follows:

1889.....	4,314,166,050
1890.....	4,320,323,870
1893.....	3,171,469,300

Take the year 1889. Say the average sale price of shingles was \$2 per thousand, and the shingle output brought into those states for that year eight and one-half million dollars.

If labor is 80 per cent. of the selling price, they brought to the laborers of those states for that year \$6,800,000.

If the average carload was one hundred thousand, there were forty-three thousand carloads hauled from those three states for that year.

If the average freight per carload was 20 cents per 100 pounds, the freight paid to railways for that year was \$2,000,000.

If the average trainload is forty-three cars, it took 1,000 trains to haul them.

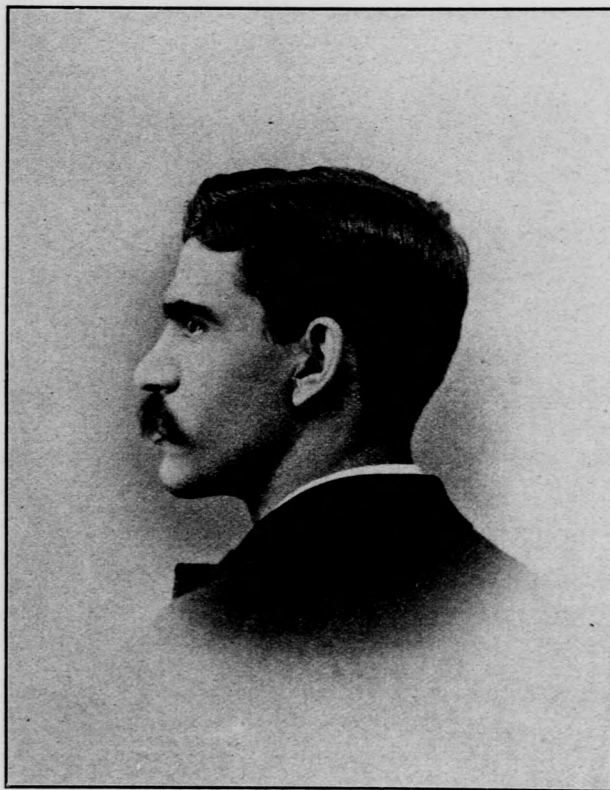
If the average house takes 7,000 shingles, they roofed 600,000 houses.

To-day the decrease in the Michigan output is made up by the increase in the output of the cypress mills of the South and the red cedar mills of Washington, the red cedar shipments being 17,645 cars in 1900 and 24,000 cars in 1901. Red cedar, being kiln dried, carloads will average 150,000 to the car, so that figuring on the same load as for white pine shingles in 1889, they would make 36,000 carloads, as against the 43,000 carloads of white pine in 1889.

Formerly wholesaling of shingles was a business of itself, but in these days of close competition, a wholesaler becomes a department store to some extent and usually handles white pine and Michigan cedar, Pennsylvania hemlock, Southern cypress, Washington red cedar shingles, Southern yellow pine lumber, Michigan and Tennessee hardwood and hemlock, with California redwood as a

difficulty is to get a law passed that will compel the road they represent to furnish the equipment necessary to take care of the business and that can only be done by a demurrage law in the shippers' interest, as it now is in the railway's interest. A few years ago the railway officials insisted that it was impossible to equip all freight cars with patent couplers, but the law said, "You must," and they have. When will shippers meet the car shortage crime with united action and force a law that will protect them? Until that day comes the shingle business, like all other branches that furnish railroads their traffic, will continue to be one that makes young men age quickly. C. C. Follmer.

The bankruptcy law has been in operation long enough to reveal some defects which it will be the business of Congress at its next session to remedy if possible. A general criticism is that it



side line. Grand Rapids boasts of three of the oldest wholesale shingle firms in the State, and they have trimmed their sails to meet the new business conditions and, as long as there is a shingle manufactured, will continue in the future, as in the past, to lead the procession in that line.

Some of us will not die happy until the railroads are compelled to take their own medicine by the enactment of a law that will compel them to furnish cars promptly or pay the shippers demurrage. There is no justice in a law that compels a shipper to unload a car in forty-eight hours, or pay \$1 per day for overtime, and allows a railroad to keep a shipper waiting four and six weeks for a car after it is ordered. The local officials do everything they can to help the shipper and are getting gray-headed much faster than they should in trying to get one car to satisfy ninety-nine shippers. The only way out of the

too easily discharges people from the indebtedness. It is such a simple matter to apply to the federal courts, setting down all the items owed and then have a judicial wiping off of the slate so as to make a fresh start. While no one would wish to go back to the days of the debtors' prison, a question which may be properly asked in these times is if the law does not make bankruptcy discharge too easy and too temptingly available. Substantial business principles demand full payment and it should be exacted. The chairman of the House Judiciary Committee and a representative of the National Association of Referees in Bankruptcy are at work drafting a revision of the law, and in answer to a circular letter sent out have received something like 1,500 answers from all over the country, containing advice and suggestions. These answers will be tabulated and presented along with the report of the Judiciary Committee.

STATISTICAL BUREAU.

With the approach of the assembling of Congress, the scheme of establishing the Census Bureau on a permanent basis is being revived. This has been attempted several times before, particularly as the work of the census force commences to show signs of nearing an end. Of course, the immediate purpose is to make permanent offices and positions of those which are now freshly created with the taking of every census. The arguments used in favor of the plan, however, are plausible enough. It is contended that, with a permanent Census Bureau, the census work could be more systematized and could be more thoroughly prepared for in advance. The enumeration and the statistical work that grows out of the census each decade would, under a permanent system, be done by a corps of trained assistants, instead of by a temporary force gathered together for the occasion and appointed largely through political favoritism. It is also held that, under a permanent system, there would be greater economy for the Government.

While, of course, there is something to be said of the permanent system, every effort to add to the already complicated machinery of the Government and to the number of public offices should be regarded with suspicion. It is no doubt true that trained clerks and statisticians could accomplish more and better work than temporary help, but it may be doubted if the census alone would warrant the creation of an independent bureau.

The Government does a great deal of expert statistical work for the benefit of commerce and agriculture over and above the census work. It might be profitable to concentrate all this statistical work, including the census enumeration and special investigations under a single bureau to be known as the Statistical Bureau. Such a bureau could supervise and control all statistical work of the Government, and thereby insure not only greater uniformity in reports, but also greater simplicity and accuracy, as well as effect a considerable saving to the Government.

No government in the world does more in the way of gathering and disseminating useful information than ours. Much of this information is duplicated and unnecessarily strung out. This is due to the fact that the statistics and information are issued by several separate bureaus. This wastefulness and confusion necessarily arising from useless duplication would be obviated if all statistical work intended for publication were controlled by a single bureau, where it could be carefully revised and all unnecessary matter eliminated.

Such a bureau, provided with competent statisticians and a force of trained clerks, would be in a better position to take the census and compile the data secured from the army of enumerators which must of necessity be employed for a brief period than any temporary Census Bureau, such as is usually organized each decade, no matter how competent the management of such a temporary institution might be. There may be justification for the organization of a permanent Statistical Bureau of the sort described, but certainly none for a Census Bureau alone.

No matter how poor a man is, there may have been a time when he rode in his own carriage—while his mother pushed it along.

SOUND HORSE SENSE.

There is a young farmer in the Northwest who is going to amount to something. Full of stratagems and schemes the spoils are sure to be his in due time and when they come they will be the rich reward of the good horse sense the exercise of which he has lately shown. Young, full of the ambition of youth, he hoped to win fame and fortune at one fell swoop and on the Monday morning of an early August day with plans materialized he started out on his bicycle to circumnavigate the globe. These plans covered a trip of three years, with a yearly income of \$1,000 a year, after which, with his name written down at the head of the world's bicyclers, he was to retire to the private life of distinguished American citizenship and repose in peace on his laurels. After two days, however, he changed his mind. His sound horse sense, the behest of a sturdy New England ancestry, brought him to his senses and instead of pushing across the continent to San Francisco and then visiting the countries of Asia, Europe, Africa and South America, he gracefully but determinedly turned upon his wheel and went home. Whether the bars of his bicycle recalled the plow handles he had left is not known, but the fact that he gave up the idea of lecturing and writing for the newspapers and went back to the work that heaven intended he should do marks the young man as one of a thousand and one that will be found a few years from now benefiting his section and the rest of the country with the wisdom which the world stands much in need of.

To those who watch even slightly the tendency of the times it hardly need be said that the time for the passing of the freak has come. The journey around the earth afoot or awheel, the shooting of the Niagara rapids in a barrel, the going without food for forty days, the thousand and one things that amount to nothing after they are done is getting to be an old and a very tiresome story and the doer of them needs only the old-time cap and bells to mark him as the buffoon that he insists on making of himself. Everybody is getting tired of it and the sneer that the statement of the doing produces shows that this practical age wants something in its results even for its amusement. It is to be hoped that the young Northwesterner's action will commend itself to his countrymen the land over. The plow he has gone back to will prove more remunerative a hundred to one than the wheel and the senseless journey he had planned to take. In both ventures there will be hardships to endure, but while the returns of the wheel ride will be uncertain, the soil will not forget the hand that has cultivated it and there, if anywhere, will be reaped the harvest of a hundredfold. He has already accomplished one object of his undertaking—the furnishing of an item for the papers with his name in it—and the carrying out of the whole design would have done but little more. Now he can rest on his laurels and begin his life in earnest, feeling certain that in the minds of most of his countrymen he has shown more sound horse sense to the square inch than the whole freak family have shown or can show in a lifetime.

The kodak companies have formed a \$35,000,000 trust and the snapshot fiend will hereafter have to pay for his fun.

Geo. H. Reeder & Co.

Wholesale Dealers in

Boots, Shoes and Rubbers

28 and 30 S. Tonia St.

Grand Rapids, Mich.



No. 61. Box Calf.



No. 62. Vici.



No. 63. Valour Calf.

No. 64. Patent Calf.

No. 65. Enamel Calf.

Our up-to-date line of heavy sole English welts at \$2.00. They are just as good as they look. We have a complete line of up-to-date leather goods. If you have not received our fall catalogue write for it. It's full of good things.



Double Wear Rubbers, made only in Lycomings. The most durable and best selling Rubbers made. We carry at all times a complete line of Lycoming and Keystone Rubbers; also Woonsocket Boots.

We are here to serve you. All orders will receive our careful attention.

THE BOOK TRADE.

Improved Conditions Under the Net Price System.

A distinguished librarian, who has been a pioneer of progress in the library movement, has recently suggested the propriety of abolishing bookstores and allowing public librarians to receive orders and forward them to the publishers. If the distinguished gentleman did not have in view visions of personal gain for public librarians, he should have carried his philanthropic suggestion further and proposed to abolish both booksellers and librarians and to allow the public to procure their books directly from the publishers, thus saving that moiety of gain that would be made by either in return for the service rendered. It can not be supposed that so able and conscientious an administrative officer ever contemplated maintaining an extra corps of assistants, at an extra expense to the municipality or to those liberal benefactors who have endowed public libraries, in order that opulent citizens may still further indulge their tastes by purchasing larger private libraries, without paying the small commission or profit that is usually allowed to retail booksellers. On the other hand, if this proposal was made for the purpose of allowing libraries maintained by taxing the municipality to engage in gainful occupation, this is carrying the Socialistic idea further than even our Populistic friends have ever yet proposed.

However, inasmuch as this question has been raised, we are bound to treat it from an economic point of view. The question is, "Shall the bookseller be abolished and his office merged into that of the librarian, and can the librarian perform the offices of the bookseller?"

No one has ever questioned the value of the public library, from the burning of the Alexandrian Library to the present day. The value of a library as a library or storehouse for the permanent preservation of books has always been manifest.

Again, the public library gives a larger opportunity and a wider range than are possible in the private collection, and scholars, authors, historians, and students of all classes are daily made grateful to the trained, professional librarian, who has so classified the contents of the library as to make the whole available at a moment's notice.

Still another inestimable feature of the public library is that it maintains a public reading room for children as well as adults.

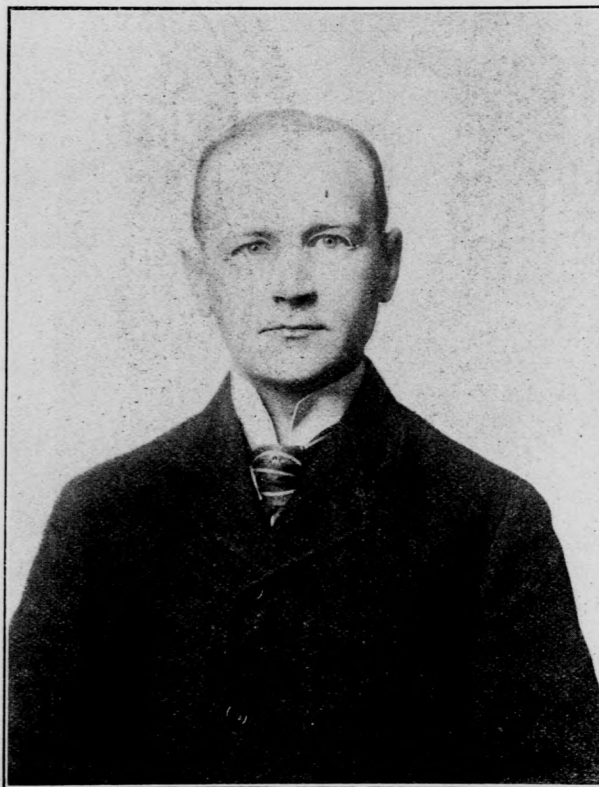
Finally, the library furnishes reading at home to those who are not yet in a position to become owners of books. The benefit derived from reading of this character is often of questionable value. The habitue of the circulating library makes his selections from misleading or sensational titles. Little care and less intelligence are exercised in choosing either title or author. As a result, librarians are constantly complaining that only the trashiest and most worthless books are read.

But, to continue the argument, suppose we abolish the bookseller, as has been proposed. This would not be a difficult matter. Most of them would gladly be "abolished," if they could sell out their stock for anything near what it cost them. Their profits have been so reduced by unfair competition that they are not sufficient to pay the cost of doing business. They have

been compelled to carry side lines, as stationery, newspapers, periodicals, sporting goods, bric-a-brac and wall paper in order to make a living. By this means they have learned that other lines of merchandise yield a better profit than books. As a result, most of them have greatly reduced their book stock or entirely abandoned the sale of books and put in more profitable lines of merchandise.

To carry the proposition to its conclusion, suppose we abolish the bookseller. Can the librarian take his place and send the orders in to the publishers? If so, if this is all there is to the bookselling business, why should the publisher pay a commission to the librarian for doing what the people could as readily do for themselves? But a general publishing business can not be carried on in this way. Publishers have tried it for years, yet only comparatively few people are willing to or-

degree of civilization for a given age is marked by the character of the literature the people produce and read, we cannot hope for a golden age in American letters unless the present system is reversed. Work of real merit is never done by accident, nor is it the product of mediocre talents. If we are to develop a National literature that shall fitly characterize the sterling qualities of the American people in this, the full strength of the early manhood of the Nation; at the time when the Nation has taken its place in the vanguard of civilization; at the time when the consumptive power of the Nation is equal to one-third of that of the entire civilized world; at the time when men of talents and genius are annually earning and expending, for their comfort and pleasure, more munificent sums than were ever lavished on the most opulent princes—I say, if we are to produce a literature that shall fitly characterize



der books that they have not had an opportunity to examine, and of this class librarians are the most conservative. They, too, want to know what they are buying before they place their orders. Hence this postulate: If the librarian is to succeed the bookseller, he must become a merchant; he must order stocks of books and take the speculative chance of selling them. But the librarian has had no experience or training in merchandising. Can he afford to hazard his own capital in an untried field; can he induce his friends to supply him with capital to invest in a business of which he confessedly has no knowledge? It must manifestly be a perversion of the funds of the institution in charge of the librarian to invest them in a gainful occupation.

Perhaps the most baneful effect of this craze for ephemeral literature is upon the people themselves. As the standard

this age of our Nation, we must hold forth such rewards for the pursuit of literature as will attract men of genius, men of the most lustrous talents, men who are the peers of their co-workers in other walks of life. But this will not be possible so long as the present strife to furnish cheap literature to the people continues.

It should be observed that the bookseller has not suffered alone in this cheapening process. The publisher has suffered. Within the past few months two names that for a half century were household words—synonyms of all that is excellent in the publishing world—have fallen from their pinnacles of high repute and crumbled in the dust of failure and ruin. Others were approaching a crisis.

Fortunately one firm stood out so prominently as a bulwark of financial strength and security that its President, Charles Scribner, of Charles Scribner's

Sons, could afford to take the initiative in calling for reform. He invited the co-operation of other publishers, and a year ago this month they met in New York and organized the American Publishers' Association. Their organization now includes practically all of the general publishers who contribute anything of real value to current literature. The publishers canvassed thoroughly the causes that had led to the decline of the trade, and they appointed a committee to draft reform measures.

In reviewing the decline of the trade, two facts stood out so prominently that it was impossible to disassociate them as cause and effect: The 3,000 booksellers upon whom as purveying agents the publishers had depended a generation ago had shrunk in number until only about 500 could be counted who were worthy to be called booksellers. The other fact, which doubtless made quite as deep an impression upon the minds of the publishers, was that the long line of books, on each of their published catalogues, was practically dead. Those books of high standard character, by eminent authors, books that for years had had a good annual sale, no longer moved. These standard books have been a large source of revenue to publishers and their authors for many years. But now, so few of them are sold, that it hardly pays the publishers to send their travelers over the road.

From the character of the reform measures adopted by the American Publishers' Association, which went into effect May 1, it is evident that the publishers have determined to restore the old-time bookseller. This can be done only by the publishers enforcing the maintenance of retail prices.

On the other hand, the nearly 800 members of the American Booksellers' Association have entered into a mutual agreement to push with energy the sale of the books of all publishers who co-operate with them for the maintenance of retail prices and not to buy, nor put in stock, nor offer for sale the books of any publisher who fails to co-operate with them. This is substantially the same system that was adopted in Germany in 1887, in France a few years later and in England in 1900.

The effect of this system in Germany has been to lift up the trade from a condition even more deplorable, if possible, than that into which it has fallen in this country, and to make it a prosperous and profitable business. It has proved beneficent and satisfactory, not only to dealers and publishers, but also to authors and to the reading public, for every city, town, and village in Germany now sustains a book shop that carries a fairly representative stock of books, so that the people are able to examine promptly every book, as soon as it comes from the press, and the authors are sure of having their books promptly submitted to the examination of every possible purchaser.

The results in France and England are equally encouraging, and it is believed that as soon as the American system is fully understood and as soon as enough books are included under the net price system, so that a bookseller can once more make a living on the sale of books, many of the old-time booksellers will again put in a stock of books and help to re-establish the book trade in America.

W. Millard Palmer.

A genius is a man who, when he accidentally says a good thing, can make his hearers believe it was intentional.

The Flour That Sells

The real value of any flour---the profit either to you or to your customers---depends upon its baking qualities. If it will make the lightest, whitest and most nutritious bread, it will please your trade.



Pillsbury's Best Flour

does this. It will please your trade and help you on other lines. It is the King of all Family Flours. Dealers and public have been testifying to its merits now for 30 years. If our salesman does not call on you, write us for quotations on carload or less quantity.

Pillsbury-Washburn Flour Mills Co., Ltd.

Michigan Branch,

413 Michigan Trust Building, Grand Rapids.

J. P. McGAUGHEY, Manager

GREATER GRAND RAPIDS.

Interurban Railways the Greatest Factor in Its Advancement.

The growth and development of the city of Grand Rapids and the territory tributary thereto is a practical business proposition which has had the best thought of the progressive and active citizens of this busy manufacturing city since the time of its foundation; and any movement, whether of a business nature or otherwise, which has tended to build up and make stronger the city of our business and homes has met universally with the hearty support of the strong men who have made Grand Rapids what it is and who are still aiding and abetting with their time, their money and their brains to make in the next decade a new and Greater Grand Rapids.

All honor and respect is due to the sturdy pioneers who more than fifty years ago established the village of Kent, on the site of which stands to-day the busy mart of Grand Rapids, with its hundreds of factories, its numberless schools and churches, its many charitable institutions and its thousands of homes. Those pioneers did their work in their time, ably and well. May we of this twentieth century and electrical age do our work as well and ably and, in so doing, do our full duty to our fellow men, our families and the community in which we live!

Less than sixty years ago, the only communication which existed between Grand Rapids and the outside world was by the overland stage coach. Every day, in and out of Grand Rapids in all directions, came and went the old-fashioned stage coach, over the different roads radiating out of the then village of Grand Rapids. The only other means of communication—and it was a great one—was by the steamboats which plied upon Grand River between Grand Rapids and Grand Haven and between this point and Ionia.

A trifle over fifty years ago, the first locomotive engine pulled into Grand Rapids, and up to that time its only means of reaching the outside world was by the stagecoach and the steamboat. There was no other way of communicating with the rest of the world except by the mail route, with postage at the rate of 12½ cents.

The change which has been effected in the mode of communication between men within that short period is best illustrated by some one who wrote the following:

Time was when one must hold his ear
Close to a whispering voice to hear,
Like deaf men nigh and nigher;
But now from town to town he talks,
And puts his nose into a box,
And whispers through a wire.

But the change which has been made in the mode of communicating one's thoughts is not more wonderful than that which has been wrought in the matter of transportation. No man twenty years ago would have had the hardihood to say that within a quarter of a century cars would be climbing up Lyon and Bridge street hills without any apparent motive power other than that which makes it easy for us to "whisper through a wire" from Grand Rapids to New York and the other large industrial and financial centers of the country; but, by the ingenuity of that wonderful product of the New World, "the American," that something which we know so little of and which is called electricity, to-day permits men to accomplish what to our forefathers would have been pronounced preposterous and

which even to men of the present generation would have seemed ridiculous less than a quarter of a century ago.

Your cars move up Lyon and Bridge street hills, at a grade of nearly 10 per cent., loaded down with people traveling to their respective homes, and what before the age of electricity was absolutely impossible for want of the proper motive power is to-day a very simple proposition.

The same wonderful force carries passengers in palatial cars up the mountain sides of the West and the steep grades of the various hillside cities of this and other lands; and I have no doubt that this wonderful force, which is still in its infancy, can and will, through the ingenuity of the American, be used to accomplish yet greater things and more than has yet been dreamed of by the mind of man.

The electric car in the city has been the greatest factor in the development

admonition of such a foolish proposition; yet within this decade we have seen our neighboring city of Detroit penetrated by seven distinct and separate electric interurban lines, developing the metropolis of the State and the adjacent territory contiguous thereto, to a greater extent in the same length of time than all other forces combined have ever done. What is true of Detroit is also true of such towns as Toledo, Columbus, Cincinnati, Milwaukee and hundreds of other cities throughout the nation. Nor has this wonderful force been confined to the development of the cities and towns of our country alone; it has reached, through the push, business ability and energy of the "American," to the remotest corners of the earth. France, Germany, Great Britain and even Greece are now being invaded by American capital and brains, and thus the wonderful development and progress of this electrical age

out of the city, with their quick service, cheap fares and accessibility for passenger and freight traffic will necessarily stimulate business and travel; and Grand Rapids, being the metropolis of Western Michigan, must, in the very nature of things, be greatly benefited by this close connection with the territory tributary to it.

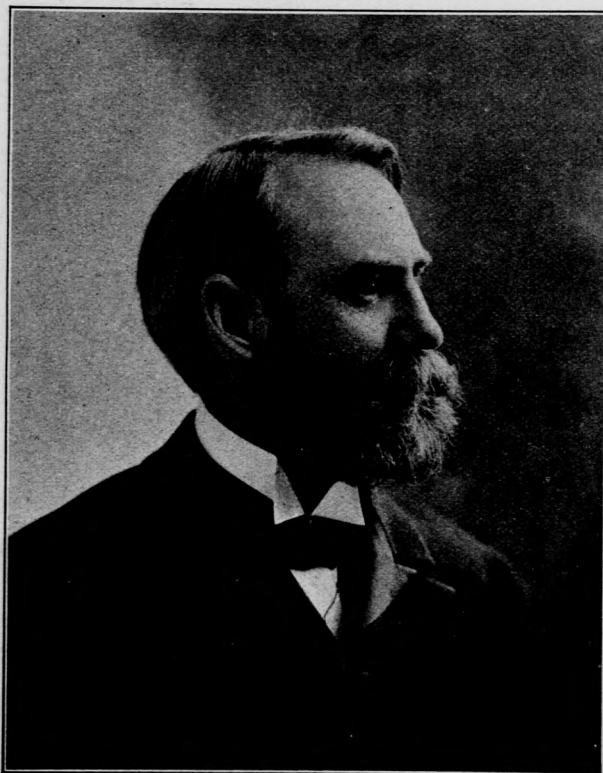
While figures are dry, yet in this connection I want to call attention to a few, which will substantiate what I say. As an evidence of the manner in which these lines stimulate traffic, it appears that the average earnings, per mile, annually of the steam roads of the country amount to \$1,674, and that of interurban roads, per mile, average annually about \$3,800, or nearly 2½ times as much. The report of the Interstate Commerce Commission shows that the average cost of operation of the steam roads of this country in 1900 was 64.6 per cent. of their gross earnings; while the average cost of the operation of the interurban electric lines was 54 per cent. only of their gross earnings.

Some interurban roads have a much larger earning capacity than that above mentioned; for instance, the Union Traction Co., of Indiana, earns \$4,884 per mile for passenger traffic, and the Northern Ohio Traction Co. shows an earning capacity of \$5,220 per mile for passenger traffic; and while the Big Four Railroad, which parallels the line of the Union Traction Co., has an operating expense of 69.9 per cent. of its gross earnings, the Union Traction Co. is operated at a cost of only 51.9 per cent. of gross earnings, or nearly 20 per cent. less. With such a difference in parallel lines, in the cost of operation, and their earning capacity, there can scarcely be a question as to the future of the electric lines.

In the matter of fares the interurban road carries its passengers for nearly 50 per cent. less than the steam roads and gives its service much oftener than the steam road can. As an instance of this, the Detroit, Ypsilanti & Ann Arbor, from Ann Arbor to Detroit, charges only 50 cents, while the Michigan Central, which this interurban road parallels, charges \$1.20. This is one of the best interurban roads in the country and is owned and operated by one of the gentlemen interested with the writer in the Grand Rapids, Grand Haven & Muskegon Railway.

The Toledo, Fremont & Norwalk line, running from the city of Toledo to Norwalk, built last year by Westinghouse, Church, Kerr & Co., the contractors and engineers now building the Grand Rapids, Grand Haven & Muskegon Railway, charges for its fare from Toledo to Norwalk only 90 cents, while the fare on the Lake Shore & Michigan Southern, which this road parallels for the same distance, charges a fare of \$1.60. These facts immediately demonstrate to anyone how these interurban roads increase, build up and multiply traffic over the old methods of transportation, and the reason for this large increase in the moving of the population by means of the new method is apparent when we consider the cheap rates, frequent service and the pleasure it is to ride on a first-class, well-equipped electric line, without dust, noise or dirt, as compared with the old method of transportation, with its smoke, cinders and noise.

All of these interurban roads are now being closely combined together, and are extending their usefulness and contributing to the welfare of the country



of the centers of population that has ever been known. By this means of quick transportation and cheap fares men of small and limited means have been enabled to own their own homes in the great majority of cases, especially in this, our beautiful city; because it has extended the limits of the city and made it possible for the man earning small wages to buy at a reasonable figure a home of his own.

Some years ago a progressive American had the hardihood to suggest that electric lines for the transportation of passengers, freight and express, doing an interurban business, would not only pay handsomely those who invested their money in such enterprises, but would be great factors in the development of our large cities and the towns tributary and adjacent thereto. This idea was ridiculed by practical traffic men, and the wise men of the conservative business world shook their heads in

are awakening all Europe in wonder and amazement.

The benefits to be derived by Grand Rapids from interurban railways and the towns through which the lines will pass, together with the territory adjacent to them, are so great and manifold that it is impossible, in an article short as this must necessarily be, to go into details. Suffice to say, no other factor, save perhaps the improvement of Grand River, will do so much toward the improvement and building up of Greater Grand Rapids than the system of interurban railways which has so recently been commenced here. The extending of the limits of the city of Grand Rapids for fifty miles in every direction, as the building of these lines will do, must necessarily be of immeasurable benefit to every one interested in the city, directly or indirectly; because the building of these lines for a distance of fifty miles or more in every direction



The State Bank of Michigan

Capital, \$150,000.00

Surplus, \$65,000.00

The bank that is favored by depositors to-day. Highest rates. Courteous treatment. Customers who desire to open an account by mail, either commercial or savings, will find here the bank they desire. Deposits of one dollar or more will be received in the Savings Department.

3½ per cent. interest paid
on savings deposits.

DANIEL McCOY, President
EDWARD LOWE, Vice President
M. H. SORRICK, Cashier

which they develop by the extension and consolidation of their lines. As an illustration of this, one is now able to go by means of the interurban road from Port Huron in this State through Michigan and across the State of Ohio nearly to the borders of Pennsylvania, a distance of 360 miles. In the East one can go from New York to Boston, by way of Hartford, over electric lines, with the exception of about 28½ miles, which is connected by steam road. One can go from Hartford to New York over electric lines, a distance of 143 miles, the actual running time being a little over eleven hours, the fare over all the lines being \$1.96, with the exception of about twenty miles connected by a steam road; or you can go from Hartford to Boston, a distance of about 130 miles, on the electric lines, save about 8½ miles of steam road connection, in a little less than twelve hours for \$1.66.

The frequent service and cheap fares afforded to the public by electric lines are strong factors in the stimulation of passenger traffic. This is further illustrated by the fact that people ride on the steam roads when low rates of fare prevail, and were these low rates of fare to continue the year around, they would ride more, but otherwise they will not. When low rates of fare prevail, the villager comes to the centers of population oftener; the farmer visits his village store more frequently; the man having a general store in a village is compelled by the education that frequent travel gives to a community to better his stock of goods and make his place of business more attractive and in other ways make it pleasant for the people who do business with him; and this has always been the result of the building of interurban roads in all the centers of population, the towns adjacent thereto and connected therewith, and the surrounding country. The big town is benefited and all the towns on the line, as well as the country through which the line passes, which is also benefited by the largely enhanced value of real estate; and what has been and is true of all other cities and towns throughout the United States which have the benefit of interurban electric lines, will be true of Grand Rapids.

As the interurban line for Grand Rapids is only another way of extending the city limits, we can not have too many means of transportation for bringing into the city all the good people along the lake shore, extending from the Straits on the North to Chicago on the South and on the East to Lansing and Detroit.

Manufacturers, wholesalers, jobbers and merchants generally in our city who have given any attention to the matter know and realize full well the great benefits to be derived from cheap freight rates; and our people generally should know and realize that the rate charged for the carriage of freight can either make or break any city on the continent. No city ever prospered or became great in a manufacturing or commercial sense except where it was able to obtain cheap transportation. Chicago, which was a mere hamlet a few years before the rebellion, has astonished the world by its wonderful growth and development, solely and wholly because it was located where cheap transportation for its freight traffic was inevitable, the steamship and railroad lines coming in close competition and Chicago receiving the benefit of this competition; and, largely from this cause, Chicago in less than fifty years has taken the place and

ranks as the second city in the New World.

As the interurban lines have so materially reduced the cost of passenger traffic, can any one for a moment seriously doubt that, as the freight business on these lines increases and is taken up generally by the management of the interurban roads, the freight rate will not be decreased in proportion as the passenger rates have been; and as the electric lines are consolidated and made long distance, all cities, and particularly Grand Rapids, will be benefited largely and materially by the lessening of the freight rates, which is now one of the crying needs of this town? The reducing of freight rates for Grand Rapids is one of the things that has got to come, and the interurban line is one of the means which will bring it about, and nothing is so much needed as this one factor in the building up of Greater Grand Rapids.

It has been predicted that within the present decade we will have high speed through electric interurban lines connecting all the important cities of the world. Even now in Germany the Kaiser has given the sanction of the imperial government to a high-grade, high-speed interurban electric military line, upon which they hope to cover the wonderful distance of 125 to 150 miles in an hour.

Every citizen of Grand Rapids interested in its welfare whether as merchant, manufacturer or otherwise will be either directly or indirectly benefited by the interurban roads coming in here. Our town will be largely increased in population and we will be brought into closer connection and daily communion with the citizens, not only of the villages and towns along the line, but the country as well, for a distance of many miles in every direction.

The city will help the small town, and the small towns, in turn, will help the city. Their relations are mutual, and every city, village and hamlet connected by the interurban line will be immeasurably benefited by it. To-day Coopersville, on the line of the Grand Rapids, Grand Haven & Muskegon Railway, which road is almost ready to turn its wheel over its entire line, has seen the benefit which these lines are to the towns through which they pass. As an illustration of this, Coopersville was never so prosperous as it is to-day, never had so much ready money, and there is not a vacant house in the village. Fruitport, where the power house and car barns of this road are located, can not take care of the people brought in there by the interurban road. Board is as high as it is in Grand Rapids and rents are equally as high; and both this town and Coopersville, and all the other towns along the line, as soon as this road is completed, will feel the benefit and stimulus of it; and what is true of the Grand Rapids, Grand Haven & Muskegon Railway is true of all other good lines entering Grand Rapids from any direction. Grandville and Jenison are a further illustration of what interurban roads are doing, as both of these towns are entering on an era of great prosperity, due largely to the interurban road, the Grand Rapids & Holland Rapid Railway passing through them.

However, all of our people are not aware, as yet, of the great benefit these roads will be to Grand Rapids, for the reason that they have not given the subject much thought, not being directly interested, but as the large passenger cars commence to pass through our

streets with passengers every hour of the day stepping from them from all the surrounding country, all intent upon business or pleasure and all necessarily spending more or less money, the pulse of the city will quicken and our people will then generally realize in a substantial way the great benefits they are to receive from these lines.

These projects are undoubtedly entitled to the hearty support and best wishes of all of our people, and I do not doubt but what they have them. I have never known Grand Rapids not to respond in a substantial manner to any and all projects which have for their purpose the betterment of the community; and I know that, as our people become better acquainted with this new and wonderful means of communication with the outside country, it will meet with their hearty endorsement. Let us all encourage and help along all good interurban projects, and anything else which will tend to better our city, to build up and expand and make "Greater Grand Rapids." Thomas F. Carroll.

Making the Dried Fruit Department Pay.

Dried fruit is one of the particular items in a grocery stock that ought to be looked after with greater care than any other.

Properly conducted, the dried fruit department should be a source of profit and a trade winner. If neglected there is nothing to lose money on quicker, or which will result in trade being driven away sooner.

This question might be divided into three different parts: Buying, displaying and selling.

In buying the merchant should study the wants of his customers. If you have a demand for high class goods, buy accordingly; if for the lower priced, try and educate your trade to use the best. It will please your customers better and bring you better returns.

I would advise buying goods in original packages as much as possible. Most jobbers put up what they style the very finest goods in twenty-five pound boxes. These packages make poor purchases for several reasons. In the first place you do not like to empty the box to ascertain if you have received full weight. This would spoil the good looks of the package. As a result you always lose from one-half to one pound weight on every such package. I do not suppose it is intentional that these packages should fall short, but I have never yet found one that held out in weight.

Furthermore, you are usually asked to pay from ½ to 1 cent more per pound for goods in this kind of a package. Every jobber puts a higher price on his private brand.

By buying in the original package the seller can afford to make you a better price, which is within reason. Do not pay for 80 pounds of peaches if the sack only contains 79 pounds. It looks small, but you are obliged to sell three or four pounds of the goods first to make up the shortage in weight, before you can begin to make your profit.

Make it a strict rule to always weigh your purchases. This will apply to all lines of goods. Many merchants do not do this, but they would be surprised to know how much money they give away each year as a consequence—enough to pay for a trip to Buffalo.

For displaying dried fruit, if your store is not equipped with special cases for the purpose, I know of nothing better than to dump the goods into clean

bushel baskets, displaying the same on a stand or table well raised from the floor. Turn the goods over often, from one basket into another, every day, if possible. It will make them look fresh and new always, and do not forget to have a canvas to cover them up with while you sweep and dust. In selling dried fruit it is a good idea to make the price at so many pounds for the dollar. Give your customer an extra pound when buying a dollar's worth at one purchase. You can afford to do this rather than to sell goods in one or two-pound lots.

If you sell a customer a dollar's worth of prunes at one time, you will feel assured that she will not buy any prunes from your competitor across the way for some time, and that is what competition means—you to sell all you can. See to it that you get your share of your competitor's business. You may be sure that he is looking out for himself in the same manner. There should be honesty but no sentiment in business.

A nicely printed price card should be put in each basket, showing the number of pounds of fruit for a dollar. A price card is a silent salesman, selling the goods while you wait on the other fellow.

Do not allow a few pounds of odds and ends of your dried fruit stock to accumulate on your hands. Close them out at cost, or, if necessary, at a little less, and do not carry dried fruit over into the summer season. It is better to sell what is left very cheap, without a profit, or even at a small loss. If you have had a good dried fruit trade during the past season you can afford to do this better than to have the goods get wings and legs and walk away from you.—B. T. Monson, in Commercial Bulletin.

Don't Hold Another Man's Letters.

Those of us who are so unfortunate as to have names not out of the ordinary have suffered from the annoyance of having our letters delivered to persons bearing similar names; and often letters intended for one firm are delivered to another having a name nearly in common.

As a rule, it is the carelessness of a clerk which is responsible for the delay in the letter reaching its proper destination, but sometimes the delay is intentional. No matter what the cause, a precedent is established in the case of Cohen vs. Cohen recently decided by the Texas Court of Civil Appeals for recovering damages for delay on the part of the receiver of an erroneously delivered letter in its transmission to the party for whom it was intended.

A certain A. Cohen, of San Antonio, Tex., should have received a letter addressed to him referring to the sale of some real estate at Houston. Another A. Cohen got the letter and was the cause of several days' delay in having it reach the proper addressee, who in the meantime lost an opportunity to sell his property.

He thereupon brought a suit against the wrong A. Cohen, winning his case in the lower court, which judgment was affirmed on appeal, on the ground that under section 3892 of the Revised Statutes the appellant owed a duty to the appellee not to obstruct his mail, and that by failing promptly to return the letter he had violated that duty and was liable for the damages approximately resulting therefrom.

The trouble with a great many men is that you can't depend on what they say.

WM. H. ANDERSON, President
JOHN W. BLODGETT, Vice Pres.

JOHN A. SEYMOUR, Cashier
LAVANT Z. CAUKIN, Ass't Cashier

THE FOURTH NATIONAL BANK OF GRAND RAPIDS, MICH.

UNITED STATES DEPOSITORY.

DIRECTORS

John W. Blodgett,
C. Bertsch,
W. H. Gay,

Geo. P. Wanty,
G. K. Johnson,
A. D. Rathbone,
Wm. H. Anderson.

Wm. Sears,
S. M. Lemon,
A. G. Hodenpyl,

Statement of Condition at Close of Business Oct. 26, 1901.

RESOURCES.

Loans and Investments.....	\$1,761,285 91
U. S. Bonds	550,000 00
Premiums on U. S. Bonds.....	18,000 00
Banking House, Furniture and Fixtures.....	71,500 00
Cash on Hand and in Banks.....	773,149 93

\$3,173,935 84

LIABILITIES.

Capital	\$ 300,000 00
Surplus and Undivided Profits	109,376 56
Circulation	200,000 00
Certificates of Deposits.....	\$ 869,942 75
Commercial Deposits.....	1,694,616 53

Total Deposits..... 2,564,559 28

\$3,173,935 84

"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

STAR KNITTING WORKS

GRAND RAPIDS,
MICH.

Samuel S. Walker, Pres. and Gen. Mgr.
Austin Walker, Vice Pres.
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Established 1882.

Our Union Suits.

Are to-day recognized as the proper apparel for underwear, giving warmth and comfort to the wearer and added grace to the figure.

Our range of qualities is sufficiently large to meet the requirements of all classes.

Our cheaper qualities are finished and shaped with the same care and precision given the higher grades.

Our two-piece garments for ladies, misses and children are equally as good and give universal satisfaction.

We give herewith an accurate system of measurement for the benefit of those desiring to give special orders.

Ask Your Dealer or Address Us.



For Men, Women, Misses and
Children.

Fabrics: Cotton, Merino and
All Wool.

Embodying Style, Weight, Fit
and Finish.

DIRECTIONS for ORDERING



Chest Measure
To be taken under
arm pits.

Waist Measure
Around the body
above the hip
bones.

Sleeve Measure
From center of
back across bent
elbow to the wrist.

Inseam Measure
From crotch to
ankle.

Full Length Measure
From shoulder to
ankle.

WE CAN FIT ALL SIZES.

THE BUSINESS COLLEGE.

Cannot Remedy Defects of Early Education and Environment.

Whether the business world has or has not changed its attitude towards the business college, the writer of this article does not pretend to say. The fact that the number of business colleges has increased rapidly during the past twenty-five years indicates that somebody has faith in them. Beyond a doubt a very large number of the graduates of these so-called colleges do enter the business world. It is also true that a large number of these graduates who have entered the world of business testify to the value of their previous training. Still there are a large number of first-class business men who feel that the business college is without a mission. Doubtless this feeling is in many cases well grounded. Not infrequently, the business college manager and his corps of teachers are ignorant of the fundamental principles of twentieth century business demands. They admit anybody and everybody to their courses of study. The result is that a large number of young men who graduate from these institutions find themselves incapable of meeting the demands of the business world. Meeting with disappointment they throw the entire blame upon the business college. The employer joins them in the same kind of condemnation. Higher institutions of learning have discovered this condition of things and have made an attempt to offer a better product. These higher institutions propose to do this by giving the student a broader and more extensive training. Beyond a doubt, this is a good sign of the times.

The time has gone by when men who can not read and write, men who are not familiar with the source of the products they handle, men who are not familiar with the laws of trade can, with a few dollars, engage in business and accumulate a fortune. The day has gone by when ignorance can occupy a high place in any calling. Notwithstanding the advice of Carnegie and Schwab, the business world to-day is swift to admit that an education that introduces the young man to himself, that enables the young man to make a correct inventory of his own mental resources and liabilities is of infinite value in any calling. It is difficult, however, to convince young men that this truth must be recognized. The majority of young men love position, power and wealth. At the same time, they are not willing to pay the price. The truth of the matter is the business college of to-day is as good an institution as the people are willing to pay for. They forget that this is the twentieth century. Too many of them are living in the first part of the century that has just closed.

Fathers and mothers recognize the fact that their boys are reading the newspapers and magazines only to be made restless and ambitious. Their boys are trying to get away from the farm and the shop. They read flaming advertisements from various business colleges and conclude that there is a royal road which, if pursued, will lead away from routine and drudgery. Parents select the school that will turn out a full-fledged business man in from three to six months. They seem to think that the quality of the grain that is brought to the mill should have no bearing upon the quality of the product that is ground out.

At least two things are necessary in order to bring about a change in these

conditions: First, parents must recognize that a business training can be of little or no value to the boy who has little or no natural business ability. Business men are born not made. It is quite necessary, however, that they be born first and in the making some attention must be given to foundation work.

No boy should be allowed to enter any business college who is not master of the essentials of a high school course of training, not of a high school course that is a feeder to a college or university. The young man, on entering the business college, should possess a working knowledge of English. That is to say, he should be able to speak and write forceful English. He should be rapid and accurate in arithmetic. He should be an easy, rapid, legible, business penman. He should be familiar with the geography and history of his own country and, so far as possible, he

ity to carry on his own business successfully. He knows that it has taken years for him to acquire a fair degree of skill. When the business college recognizes that a young stripling from the country or a rejected student from the city high school can not, from the very nature of the twentieth century demands, complete a business course in three months, the business college will cease to be an institution that excites laughter and contempt. Better to throw a young man who has "gumption" and who possesses a thorough high school training into a whirlpool of business and expect him to come out triumphant than to throw a business college graduate who is ignorant of common affairs into a smooth flowing river of business and expect him to even make a respectable "floater."

For the well equipped candidate, one year in a business college is little enough time. If, poor as they are, business colleges have a mission, what

the business world, there ought to be the demand that the candidate for specialty work have a broad and well-equipped training.

In conclusion, let the young man who wishes to economize in time and strength consider the importance of giving himself the elements of a liberal education. Then, if he is convinced that he has business talent, let him select a business college that gives a legitimate course of business training. Second, let the business college recognize the qualities that are involved in our demands upon the candidate. Let the business college offer not less than one year of thorough specialty training in the science of accounts and the science of business. Third, let the captains of industry recognize that trained men are the cheapest men; in other words, that they give larger returns for the large salaries that they ought to command. Let the business world wisely determine their own needs and insist that these demands be made by the institutions that profess to give business training.

W. N. Ferris.

The Short Skirt.

The American woman has the satisfaction of setting a fashion now and then, even in Paris itself. The latest blessing she has conferred upon the French woman is the short walking skirt.

During the Exposition the Parisian women cast envious eyes at the Americans. Nine out of ten of the latter wore walking skirts. They shared the distinction with the English women; but with all true cousinly affection for the English it must be said that "their figures are not our figures nor their walking skirts our walking skirts."

In fact, the look of longing which would creep into a French woman's face when she saw an American girl in golf skirt and trim shoes would fade into a Nay nay Pauline, expression when she caught sight of a lank English woman bearing down upon her.

The Paris papers took up the skirt question and seemed to promise that the short skirt would be worn by French women before the summer was over. But the Parisians are prone to regard any foreign fashion with suspicion. They are buying no pigs in pokes. So the Exposition shut its gates and yet the short skirt remained the sign of Americanism.

The only encouraging thing was the appearance in the shape of the double-faced cloths for the making of these skirts. Even then the tailors did not know how to handle them. They talked about linings and gave estimates on a suit with silk lining or with a cotton one! But at last the inevitable has happened. The Parisian woman has yielded to temptation. A Paris fashion correspondent writes:

Coats are much stitched and the skirts of walking dresses are being made shorter; in fact, to show the foot. There have been no end of talk here about the length of the gowns worn in the street and much uncertainty as to what would be adopted; but it is now beyond dispute that all really smart people wear their walking gowns well off the ground.

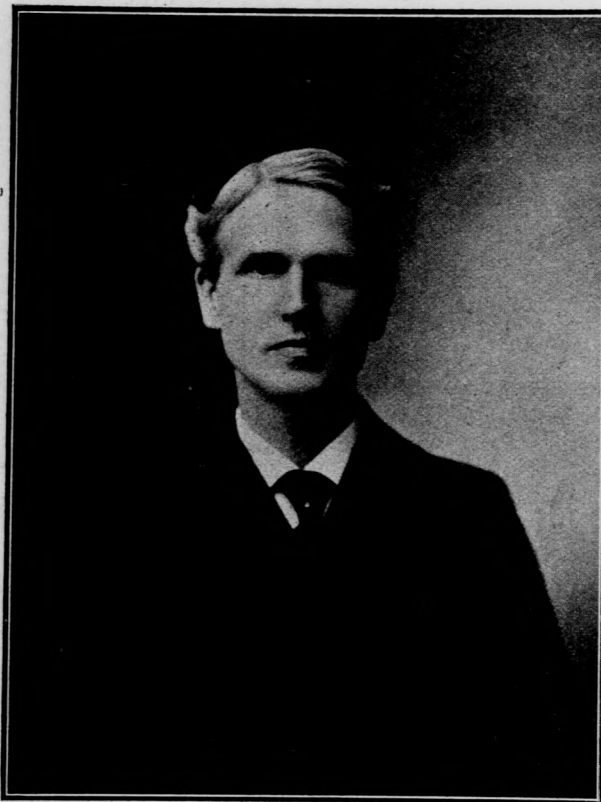
For Anonymous Letter Writers.

Don't fail to tell the editor you are going to quit taking his paper.

Don't neglect to say you "know whereof you speak."

Don't forget to declare that you expect he "will be too cowardly to print this."

Don't waste time trying to disguise your handwriting. Nobody will bother over it.



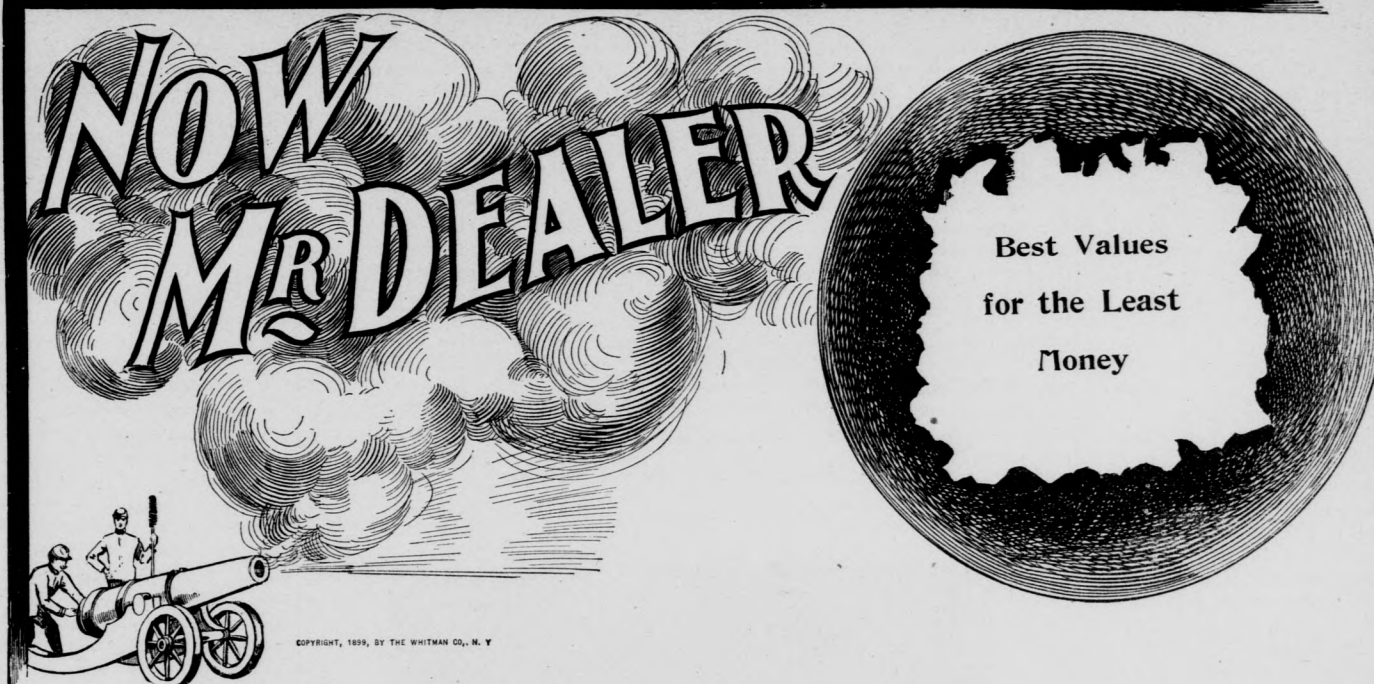
should know something of the history of the world. He should be master of the elements of modern science and know something of practical economics. With such preparation he could find a business college that would give him an invaluable training in the science of accounts and the science of business.

On the other hand, managers of business colleges ought to demand that every student be prepared for entering upon this special course. So long as the managers of business colleges put a premium upon ignorance in order to collect a few dollars of tuition, they must be content with the censure that first-class business men are prone to inflict. If a young man can not speak English or write English, if the candidate has little or no general knowledge, he should be told plainly that he is on the wrong road.

Furthermore, the business man knows the price that he has paid for his abil-

ity to carry on his own business successfully. He knows that it has taken years for him to acquire a fair degree of skill. When the business college recognizes that a young stripling from the country or a rejected student from the city high school can not, from the very nature of the twentieth century demands, complete a business course in three months, the business college will cease to be an institution that excites laughter and contempt. Better to throw a young man who has "gumption" and who possesses a thorough high school training into a whirlpool of business and expect him to come out triumphant than to throw a business college graduate who is ignorant of common affairs into a smooth flowing river of business and expect him to even make a respectable "floater."

No longer does even the brilliant candidate read medicine in an office with a view to becoming a full-fledged physician. Twentieth century science demands that the candidate graduate from a professional school and, therein, become familiar with every phase of the well-equipped laboratory. Likewise, in



Victory is on the side of the army with the heaviest artillery---of the retailer who buys best values for the least money.

Loosen yourself from those old, unprofitable connections. Untie yourself, anyhow, long enough for us to talk to you.

You are a dealer in the fight with other dealers, aren't you? You want to carry the fight into the enemy's camp. Want to be able to cut prices with a smile while the rival gets desperate. All depends how close to value you can buy. You must get the same value for less than your rival does.

Price! That's rarely the first consideration. The best for their money is what most men want. Pan American Guaranteed Clothing is the kind that fits. The better a man's clothes fit the longer they'll fit. The better they look the longer they'll wear. Before looks and fit there's something more important---material. The life of every garment depends upon the quality of the goods, the wool, the weave and the color fastness. Where to get the goods, the right house to deal with. These are questions which worry every thinking dealer---the kind of a dealer who is progressing. Try

Wile Bros. & Weill,
Makers of Pan American Guaranteed Clothing,
Buffalo, N. Y.

Detroit office in charge of M. J. Rogan, 19 Kanter Building

WHOLESALE GROCERY TRADE.

Marked By Gradual Improvement in Every Department.

A review of the wholesale grocery business of Michigan for the past twenty years, or since your valuable journal first came before the public, would call for an article too long for this occasion. The growth and influence of this particular line of distribution have been fully commensurate with the development of other branches of industry in our commonwealth. The number of wholesale grocery houses is increasing from year to year as the growth of different sections of the State seems to warrant.

The establishment of each new wholesale grocery house of course means a certain amount of loss of sales to the older houses, but in this democratic country, where "the greatest good to the greatest number" should be the motto of every broad-minded business man, it is a cause for congratulation, not for complaint, as some narrow-minded merchants seem to consider it.

The personnel of the wholesale grocer has advanced with the increase in his business. There is no more intelligent, broad-minded, cultivated, up-to-date set of men engaged in any line of industry than is to be found among the wholesale grocers of our State. The methods of doing business have been entirely changed in the past twenty years. The equality plan, so beneficial alike to the manufacturer, the wholesaler, the retailer and the consumer, is no longer an experiment. Every thoughtful merchant acknowledges its value. While at times some merchant violates his agreement to maintain the "system" and so makes it unpleasant for his competitors, still we must remember that the "system," being human, is not perfect and that it is the individual, not the "system," that is to blame.

The establishment of credit, the making of collections, the terms and discounts allowed in selling certain lines of merchandise, have all been improved, but perhaps the improvement in the qualifications of the traveling salesmen is greater and more marked than is any other one adjunct to the business. Character, the only imperishable thing in this world, is the first consideration, among employers to-day. It is right that it should be so. The reputation of the house is in their hands, and it is worthy of passing comment that nowadays one can form a fair estimate of the house by the conduct and conversation of its representatives.

The general profits in the business are not what they used to be, but it is gratifying to know that fewer failures and extensions occur among the wholesale grocers of the entire country than among a like number of people engaged in other lines of industry. No better evidence of the intelligent, watchful care of those in charge could be asked for.

The tendency of the times is toward consolidation among manufacturers. Heretofore competing interests are now brought under one general management. They are erroneously called "trusts." Very few who criticize and denounce them have a clear understanding regarding them. Competition is so sharp and profits so narrow that the greatest economy is essential in all lines of business. The decreased cost of administration is a large sum to be considered. That many individuals are inconvenienced and suffer from the loss of employment,

at least temporarily, is true, but when the final results are realized, then the wisdom of the consolidation is plainly seen. The wholesale grocers can secure better profits only by organized efforts. To do this associations are necessary. These exist in most of the states and are very helpful in proportion to the loyalty and fidelity of the individual members. If every merchant would keep his pledges, absolutely, the power and influence of the association would be almost unlimited. Unfortunately, there are merchants who imagine their prosperity depends upon the magnitude of their sales, and to secure this coveted end they resort to underhanded means to draw away their neighbors' customers. "Competition is the life of trade," but the kind of competition that increases the expenses of doing business, out of all proportion to the profits received, must inevitably end in disaster and ruin.

efforts to improve the business of our State in all its branches.

Gilbert W. Lee.

Average Cost of Food.

"The average person spends 25 cents a day for food, and any surplus goes for unseasonable or perishable articles of diet," said Miss Helen Louise Johnson, in a lecture before the Brooklyn Institute last week. "Fifty cents a day for the food of an individual is extravagance. Much of the cost of living is incurred for custom's sake. If the girls and boys can be induced to get along without a daily dessert they will be the better for the sacrifice.

"Extravagant cooking," Miss Johnson said, "is far easier than making simple preparations delicious. It is an art to make baked beans so toothsome that everybody will want to eat baked beans every day.

"In order to make the best of your-

of ash clogs the grate and prevents draught. Poor coal limits the efficiency of the engine. To attempt to run the engine with dry leaves would be manifestly absurd.

"Food is the fuel for the human engine, and such food is required as will be freely digested, but not too rapidly assimilated, and which contains only a moderate amount of waste material. The uses of food are threefold—growth, repair and energy. For these three purposes, different nutritive ingredients are required, and these are classed as proteins, fats, carbohydrates and mineral matters. After learning the meaning of these terms and the classification of the different articles of food under them, the next step is to learn how to apportion the different food elements in planning a meal. To do this intelligently the percentage composition of the different foods must be learned."

Sweet corn soup and fricasseed chicken were prepared before the audience. For the first, a pint of canned corn was simmered in one pint of chicken stock until it was sufficiently tender to press through a sieve. Then one pint of milk was scalded, and three tablespoonfuls of butter that had been creamed with two even tablespoonfuls of flour were stirred into it. The corn and liquid were added, and when it came to a boil a half cupful of cream and the yolks of two eggs that had been previously beaten together. Paprika, salt and chopped parsley were added last.

"Salt," the speaker said, "should never be put into any cream sauce until just before serving, because if the milk is not perfectly fresh there is danger of its being curdled by the salt. All cream soups should be milled, that is, beaten thoroughly with a Dover egg beater, like chocolate, before sending them to the table."

For the chicken fricasse, the bird was cut into eleven pieces—second joints, legs, wings, three pieces of the back and two of the breast. These were first slightly sautéed in fried out bacon, and then covered with boiling, unsalted water and simmered until tender. The chicken was removed from the saucepan, and the liquid was strained. Two tablespoonfuls of butter were cooked for four minutes with two tablespoonfuls of flour. Then a pint of the chicken broth and cream mixed was added and stirred until the mixture thickened. The yolks of two eggs were beaten in thoroughly and a little chopped parsley, the salt and paprika were the last ingredients.

Putting the chicken on the platter so that the carver can readily find the different parts without feeling aimlessly around under the sauce for unrecognizable portions is not the least important part of the work. This was demonstrated, the pieces of the back being placed in the center of the platter. At the right side, as it faced the server, the legs were arranged, and at the left the second joints. The wings occupied conspicuous positions directly at the front, and the breast on the top of the central pieces. The carver should receive a lesson in the arrangement of the platter and the same method should be always employed.

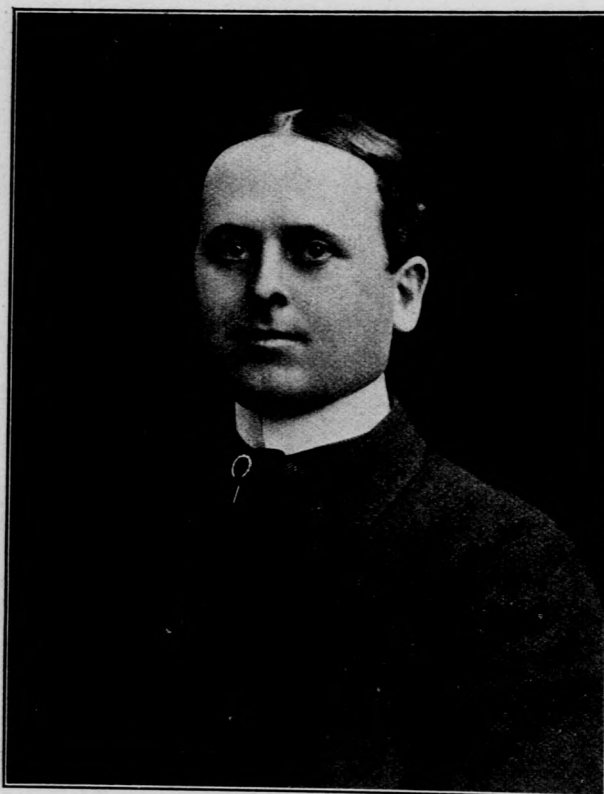
An Apt Answer.

Teacher—How long did it take Julius Caesar to conquer Britain, Tommy?

Tommy—I dunno.

Teacher—You don't know? Why don't you know?

Tommy—'Cause I wasn't there.



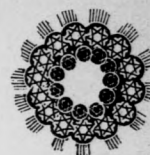
In looking back over the past score of years, and recalling those who have been prominently known in the wholesale grocery business in Michigan, I must leave it for each one to remember the different men who have passed on to their reward.

I think it appropriate that mention should be made of the late Walter J. Gould, of Detroit, and Bernhard M. Desenberg, of Kalamazoo. They were among the oldest and best known of the merchants of Michigan. Both were aggressive and progressive—good merchants, good neighbors, good citizens. They will long be remembered, as they deserve to be, in the cities where their influences were expended.

I am sure the cleanness and intelligence of your influential journal have contributed largely to the present favorable condition of the trade and I am equally sure that the merchants of Michigan wish you "God speed" in your

self you must be properly fed. In order that your child may be capable of great thoughts and be inspired to great deeds you must learn to feed him right. Food is the only means by which the mental power of man can be sustained, and because of this fact a heavy responsibility rests upon the housewife. There is a best food for each individual—that is, a combination of elements or materials which will enable him to do his best work. There is a best food for children, by means of which they may grow into healthy, active, happy girlhood or boyhood."

Miss Johnson used the steam engine as an illustration of her subject. "It is always plain," she said, "that the engine moves by steam generated from heat by burning coal. It is the object of the engineer to feed to his engine that fuel which will burn freely, but not too quickly, and which contains a small amount of stone or ash. Excess



AMERICAN JEWELRY CO.

WHOLESALE ONLY

JEWELRY AND NOVELTIES

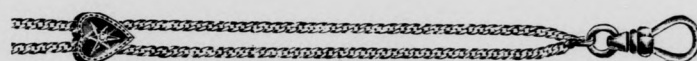
RINGS	CHAINS	BROOCHES	CHARMS
LOCKETS	BUCKLES	LINKS	CUFF BUTTONS
HAT PINS	SCARF PINS	COLLAR BUTTONS	HAIR ORNAMENTS

SOLID GOLD OR GOLD SHELL

COMBS AND SILVER NOVELTIES. ELEGANT AND COMPLETE LINE.
NEWEST STYLES. LATEST IDEAS.
THE MOST PROFITABLE LINE YOU CAN HANDLE.

Write us for particulars and have our salesmen call and show you our money makers. We will send samples on approval. Every article fully guaranteed.

AMERICAN JEWELRY CO., 46, 47, 48 Tower Block, Grand Rapids, Mich.



The Old National Bank

of Grand Rapids

Gives

its particular attention

to the

needs of out of town

customers.

CAPITAL STOCK, \$800,000.

DEPOSITS, \$3,590,000.

"La Azora"

oooo

The leading

union made

10 cent cigar

in

Michigan.

Sold by all dealers.

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B. J. Reynolds

State Distributor,

Both Phones 172.

Grand Rapids, Mich.

OLD MEXICO.

Interesting Features of the Land Beyond the Rio Grande.

The first town we came to by daylight was Tereon. The porter had awakened us in time to get off here and get our breakfast. Here we had the first sight of Mexico and the Mexicans. As the train stopped we saw three soldiers, two on foot running back and forth beside the train and one sitting on a horse, watching the movement of all persons. Our first impression was that they were looking for some escaped prisoners or some dangerous persons from the States, but we were informed that there were soldiers at every railroad station to guard us and the train from train robbers and bandits. Diaz keeps a good part of his soldiers busy—gives them employment and thus keeps them healthy and happy. As soon as he became President he directed his attention to suppressing highway robbers and bandits. He sent for the most noted bandits and had a talk with them; told them that he was going to do away with this brigandage and lawlessness; told them they were too smart and brave for such a calling and offered them a position in his army, which they readily accepted. He made them officers according to their ability and fitness and set them to hunting bandits, and to-day Mexico is as orderly and safe as most countries.

As we stepped out of the car we were in another world—another country. New and strange scenes greeted our vision. Dark or copper colored men and women were running around with baskets of oranges and other Mexican fruits, or trays of tortillas, tamales dulces and gorditas, trying to sell them to the passengers from the train. The first words that an American learns are, "¿Cuánto vale?" ("What is the value?") Then he learns "No ard si," and to count and tell a paso from a real, and he thinks he can talk Spanish. The men wore broad sombreros and white tunics or shirt waists made of white cambric or muslin—the Mexican peon is by several hundred years the author of the men's shirt waist craze—and white trousers, or, as they call them, pantaloons, and sandals made of sole leather and fastened with leather thongs to their naked feet. The women of the laboring class wear a colored waist and skirt. Their head is always bare, also their feet unless they are in little better circumstances, when they wear shoes. Mexican women wear no hats or other headgear than their black tresses or a rebosa. The better class of women sometimes wear over their shoulders a black mantilla (mahn tee-yah) of lace or other fine texture, and occasionally you will see them wear it on their heads.

Many persons come to see the Gringos (green ones) and they stood back a little, like so many statues. The men were dressed much like the fruit and food vendors excepting that in the early morning they wore a blanket of bright colors or a zarape around their shoulders. The zarape is for show as well as for warmth and when not needed for warmth they double it up and carry it on the arm or over one shoulder, the ends hanging down in front and behind. It is used mostly by the middle class.

The eating house was run by Chinese, as most of the railway eating houses are. We found a good breakfast awaiting us. We here drank the first cup of Mexican coffee. It was good, but we had not yet learned how it should be

used and found, to our sorrow, that the coffee was very strong. The usual method is to have the coffee so strong that a spoonful is enough for a cup of coffee. One pours a spoonful of this into his cup and fills the cup with hot milk or hot water as he desires. A little boy came alongside the train leading a larger one who was blind. He kept calling to us, "Dadme centavo," and when someone tossed him a penny he said, "Mucha gracias."

Our journey south from Tereon lay through a wide sandy valley, large mountain ranges were ever in sight, and in this vast desert scarcely a green thing greeted the eye except a few bushes of greasewood and occasionally a musquite tree. During the day we saw several droves of goats with one or more peons herding them. Most of the northern part of the republic is dry and infertile. Where they get irrigating water they make it bloom like a

low wells until he waters all his vines. Thus this whole valley is watered. We saw many novel ways of irrigating. At Lake Chapala large wheels carried up cups of water, like the cups that elevate flour and grain in a flour mill. There were pegs in the wheel. A peon sitting at the top of the wheel would put his foot on a peg, push it down until another peg came down to where he could put his other foot upon it, when he pushed this down, etc. The water fell into a wooden flume, or long box, that conducted it to the upper side of his little garden, and he continued to push the wheel until his garden was all irrigated. In another place we saw a mound built up with rock and earth and a burro was on top hitched to a sweep which brought up water from a well beneath. This was carried in one of these races to the highest point in a wheat field. From this high point there was a ditch that conducted the water

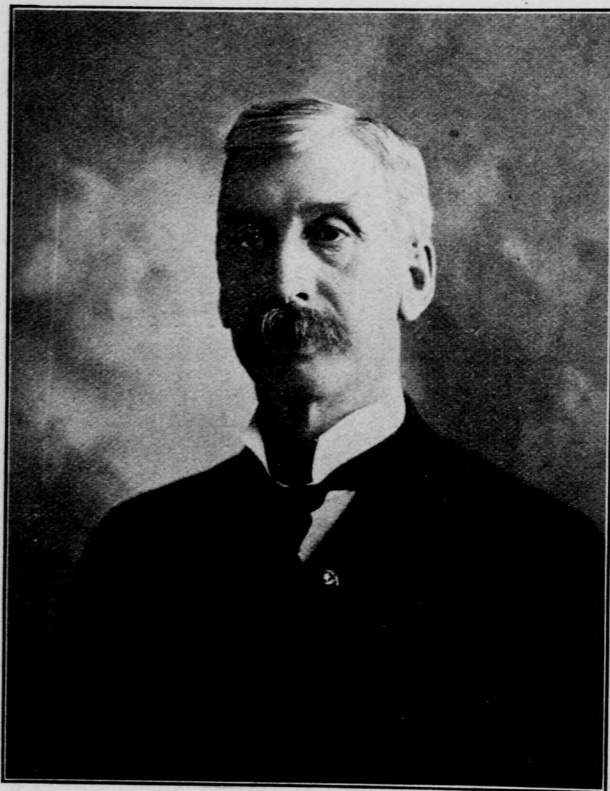
thing" and "push it along." They plow and crossplow until they get the ground pretty well hatched up. We noticed many queer-looking stacks of corn stalks in the trees. They fasten bundles of stalks on top of the lower limbs, going clear around the tree. They put other bundles on to these, making the center of the tree the center of the stack, adding more and more until they have a stack "up a tree," out of the reach of the cattle.

Very much of the products of the country are brought into the city on the backs of burros. Oranges and other fruits are packed in a sort of wicker basket or box and these, as well as tomatoes, lettuce and all other vegetables and fruits, are often carried in this manner for miles. Small stacks of straw moved quietly along, but as we observed these more closely we could see the little burro's feet moving and also his head down under the front edge of the stack. They thus lash straw, corn stalks, etc., and five or six of these patient little fellows, with a driver, form a moving caravan. They bring wood and charcoal from the mountains, about fifty sticks constituting a burro's load, and selling for about 20 cents our money; from three to five sacks of charcoal make a load. They transport silver from the mines, sugar from the sugar houses. Sometimes the poor burros' backs are employed to bring adobe bricks into the city. These are of unburned clay, with which they build their houses. Water is carried for short distances in large red earthen jugs (allas) on the people's shoulders. They carry it longer distances in the same large allas, usually four of them placed in a wicker panier, upon the burro's back. Milk is brought to town in the same way. In some instances a man will come into town on a horse with two or more tin cans full of milk. He rides up in front of a house and strikes the can loudly enough to be heard inside by the lady of the house, who comes out with her measure and gets the milk. When a person lives in the city and has only one or two cows he may be seen leading or driving them through the streets and the maid comes out and milks her measure full and pays for it. In this instance there is no fear of the milk being watered.

Of all the Mexican cities we visited, we found Guadalajara, perhaps, the most interesting. It is the second city in the republic and probably stands first in regard to cleanliness and freedom from beggars. A stranger is safe within its gates. It is a well governed, orderly city, with many beautiful parks and plazas, a fine market and many attractive homes. Mexican homes are usually one story, built around a square or patio, which is filled with beautiful flowers and flowering trees to be found only in these semi-tropical countries. The Mexican's house comes clear to the sidewalk. His veranda is inside, out of sight of the idle and curious. When he closes and bars the door to the entrance hallway he bars out the world. But in the daytime the wooden door is usually left open and only the barred door is shut and fastened, so any one may look in at the flowers and plants.

Out of the ashes of Montezuma's empire there is rising a great republic—one whose foundation rests on justice and right, whose people are being educated and taught to be good citizens. They are building railroads and manufacturing and school houses. Education is the rule. She has liberty and good order. Her star is rising, prosperity is advancing. The republic has come to stay, and we welcome her as our friend and neighbor. Adios, Mexico.

Oscar F. Conklin.



garden. There is a great deal of hidden wealth in these vast mountains, much mining, and this industry has built up many large and interesting cities.

We changed cars at Irapuato for Guadalajara. It is said of Irapuato that strawberries are sold to people on the train every day of the year, and such lovely large sweet strawberries. We bought a basket each time we passed through this place. Here we saw the first of their hand power irrigation. All over this rich alluvial valley one could see the old-fashioned well-sweeps, with Mexicans pulling down the sweep, then bringing up a bucket of water and pouring it into a trough which leads off to ditches that are at regular distances through the strawberry patches. When the Mexican gets one bed watered he puts the further end of the trough to another ditch and continues to draw the water out of these shal-

low wells until he waters all his vines. Thus this whole valley is watered. We saw many novel ways of irrigating. At Lake Chapala large wheels carried up cups of water, like the cups that elevate flour and grain in a flour mill. There were pegs in the wheel. A peon sitting at the top of the wheel would put his foot on a peg, push it down until another peg came down to where he could put his other foot upon it, when he pushed this down, etc. The water fell into a wooden flume, or long box, that conducted it to the upper side of his little garden, and he continued to push the wheel until his garden was all irrigated. In another place we saw a mound built up with rock and earth and a burro was on top hitched to a sweep which brought up water from a well beneath. This was carried in one of these races to the highest point in a wheat field. From this high point there was a ditch that conducted the water

clear across the highest side of the field. A peon, with his pants rolled up above the knees, barefooted and barearmed, threw the water with something like an old-fashioned bread trough all over the land for twenty-five feet on each side of the ditch until it was thoroughly wet down. Then he let the water run down to another lateral ditch, and then another. The boy ever urged on the patient donkey, the water continued to flow down the ditch, the peon ever kept at work throwing the water with his long wooden bowl. This could only be done where help was plenty and wages 37½ cents silver a day. There is no opening in Mexico for a Northern laboring man unless he be a technical expert.

Do You Want to Know What the Future Has in Store for You?

PURITAN GIRL HOROSCOPE

NOVEMBER.

This is the most delightful month in the year if you like it. We are not just sure which planet is responsible for the conditions this month, and we wouldn't tell you if we did, simply because we don't want you to harbor ill feeling toward any of them.

November people are the most frisky assortment we have. They are usually checked up pretty high and as they go without blinders they see everything that's going on. The men are always bluffers in a poker game, and the women are just as nice as they can be. We rather like November people because they never sail under false colors. You should always keep a close watch on the men or women who are continually telling you how good they are.



FRISKY PEOPLE.

Some of the meanest men we ever knew are owners of a large size Bagster Bible which they display conspicuously on their way to church.

November people are what they claim to be, especially the women and you couldn't get one of them to wear anything but a

Puritan
Corset Waist,
Style 458.

13

DEALERS TELL US THIS BOOKLET
HAS SOLD MORE CORSETS FOR THEM
THAN ANY OTHER ADVERTISING
THEY EVER USED. * *



PERHAPS you were not born in November, some people were not, you may be one of them.

Our little booklet has a page for each month in the year, and any dry goods dealer can obtain a quantity of them for distribution among his trade by writing us to that effect. Of course you will have to buy a few Puritan Corsets, but you ought to have them anyway, whether you have the advertising or not.

We print the dealer's name on the back of the Horoscope, and in that way it makes the advertising yours.



Puritan Corset Co. Kalamazoo,
Michigan.

RETROSPECTIVE.

Standing in the Light of Reflections of the Past.

All things have a beginning, a certain period of existence and an ending. Between the beginning and the ending of anything lies its record, which reveals its nature, whether it be good or evil. A tree is judged by the fruit it bears. "Do men gather figs from thorns or grapes from thistles?" When a new thing appears, we can only judge of its future by comparison with similar things. A comparison with dissimilar things will not furnish data sufficiently reliable upon which to form a judgment—such reasoning would be but wild conjecture. It is only when a thing has had some existence, or has commenced to fulfill its mission, that we are enabled to predict its future with any degree of certainty, and we do this by making ourselves acquainted with its past. Prospect is based on retrospect. We look for the sun to rise in the east to-morrow because we have seen it rise in the east every day in the past. When I was in Eastern Washington twelve years ago, a hot wind blew over the country and burned up the crops. Such a disastrous thing had never happened to the country before, yet the people became panic stricken. They were afraid it might occur again and they all wanted to sell out and leave the country. Prospectors were afraid to buy for the same reason that made the settlers anxious to sell—a fear that what had happened once might happen again. Everything must be viewed in the light reflected by its past, and according to this light will the prospect of its future be cast. Man is no exception to these conditions of being, but before making a general application of my subject to him, I wish to request my readers to join me in tendering hearty congratulations to the Michigan Tradesman on its safe and prosperous arrival at the threshold of the nineteenth year of its successful existence.

The Tradesman has a history. It has been put on record. It has carved out a name which it must answer to in the years to come. It has a past, and let us sincerely hope it may have a future still more prosperous than its past has been. To-day the Michigan Tradesman stands before the business men of Michigan in the light reflected by its past eighteen years of existence. Reader, what think you of the retrospect? Does it look pleasing and bright when viewed in this light? If so, your best wishes are for its future prosperity. Has it been of any material benefit to you in the past? Then you will remain loyal to it in the future. Are you new in business and unacquainted with it? You have no excuse for a doubt, for your predecessors have established its reputation. The Tradesman has stood the test of eighteen annual revolutions, and as it enters upon its nineteenth the undivided good will and support of the mercantile fraternity, wholesale and retail, go with it. While you are taking a retrospective view of the Tradesman, think what a wonderfully varied record of events is contained in its office files for the past eighteen years! Bound in volumes and filed away for future reference, what a story they contain! If the business men ever secure a judgment day of their own, these will constitute the books which will be opened on that day. What a record of successes and failures, of ups and downs and ins and outs; of unwise moves and lucky investments; of blasted hopes and cruel

disappointments; of short-sighted and ill-advised adventures; of disreputable practices and crooked methods; of chattel mortgages to skin creditors; of assignments including a few "traps" in sight, but forgetting the cash which was not in sight; of advice unheeded, and of valuable pointers thrown aside and overlooked! There is not a retailer in Michigan who would allow the subscription list of the Tradesman for the nineteenth year to stand without his name inscribed thereon, if he would take a retrospective glance at that shown in any one past year's bound record. May the Tradesman attain the same ratio of increased prosperity for its owners and utility for its readers during its succeeding years, and may every business man in Michigan read it and prosper in his business.

We are all anxious to know what are our future prospects for success and everything is turned upside down—except the right thing—to find out. We overlook the fact, as before stated, that prospect is based on retrospect. We are told that life is too short, the exigencies of the present too urgent, and the future fraught with too great importance to mope over the dead past. This will apply in youth when there is nothing to look at in the past, but it is a fatal mistake on the part of a man of middle age to blot out the past from his book of remembrance. Every man who has measured swords with his fellows in the din of business battle has put his powers and capabilities to the test, a careful record of which has been indelibly written on the scroll of departed years. The years pass away, but those individual records remain as lamps to light our footsteps along the pathway of life, and the older we grow the more we need them. They are the lights which enable others to judge our capabilities and predict our future prospects, and why should they not illuminate our own minds as to our capabilities and future prospects? Have we failed so far in the conflict to win success? Let us blunder on no longer. Life may be too short to mope very much over the past, but it is certainly too short to blunder any longer as we have been doing. Let us consider the retrospect and thereby learn something of the prospect before us. Did we try the grocery business when we were young, careless and inexperienced, and have age, wisdom and business experience failed to remove the desire to handle codfish, soap and crackers? Then grocery success may be among the possibilities; but, if we did our level best before, and have learned nothing since, it is safe to conclude that the smell of dried herring and fragrant onions does not agree with us. Did we leave the farm because we got too lazy to "watch gap"? If so there is no use in going back to the farm, for we would find that our old malady had become tenfold more intensified. If we find that we have set sail two or three different times in as many different kinds of mercantile craft, each of which went to the bottom, leaving us afloat on the wreckage before we were aware that anything was the matter, we may rest assured that, should we make another venture, our friends would not ship with us. They measure our future chances by our past successes, and it would be the part of wisdom on our part to do likewise. Two or three attempts to run a retail store in as many different branches of business, followed by as many unaccountable and unexplainable failures, would indicate that

the Almighty had made us too loose jointed and sloppy to take care of the "wees" that make the "muckle" in a retail business. This is no reflection on our creation. It only shows that we are intended for another calling in life, and that we sin against the light reflected by the past when we undertake to keep a retail store. It may be that our lives have been one series of mistakes and blunders, and that we have made a miserable failure of everything we have undertaken. If such be true, let us examine each case carefully. Where we find inability the cause, lay it to a foolish piece of blundering and avoid a repetition of it; but where negligence or carelessness resulting from loose habits appears to be the cause, one thing is certain—cure the habits, or future prospects can promise nothing. If bad habits knock a man out in one undertaking, they will do so in another. We might as well go down with the burning deck upon which we stand as to fly to another with a burning brand in our hand. If we find that every attempt has met with failure which appears to have been entirely unavoidable on our part, let us not be discouraged. It is cowardly to whine. Never give up while life lasts. The most bitter pang of hunger is that which immediately precedes relief. God helps those who help themselves. To lose heart is to lose the battle before it is fought out. To claim that the fates are against us is to set ourselves up as "hoo-doo's" and court the everlasting contempt of all practical business men. A closely analyzed retrospect will show that a series of such unavoidable failures is caused by incapacity, incompetency or uncongeniality, and that an untrod field of usefulness is waiting somewhere for the wanderer, where his efforts will be crowned with success, if he does not faint by the wayside. Some men are so constituted that sometimes it is late in life before they succeed in finding their own true love; and, sometimes, owing to their faint-heartedness, they never find it.

The man who never indulges in retrospect never knows "where he is at." The man who never looks back after putting his hand to the plow may maintain a bold front, but how is he to know what kind of a furrow he is striking? If deep, regular and straight, well and good; but if shallow, uneven and crooked, others know it, while he, poor fellow, remains in blissful ignorance—he never looks back. If the field belong to himself, he may root it up to his own sweet satisfaction, but, if it belong to another, he wonders why he loses his job so often, having heard no complaint or received no instructions. If he would only stop and look back, he would see what the matter is. If we could only see ourselves as others see us, what a different opinion some of us would have of ourselves.

Old Father Time is dogging our footsteps continually with his great kodak, taking "snap" pictures of us every moment of our lives, which are photographed and hung up on the walls of his silent corridors for present and future inspection. These corridors are lighted with a pale, ghastly, yet distinct, light. Like that reflected by the moon, it is borrowed. It is the light of departed years, which have disappeared forever below the horizon, reflected on the stony face of the Silent Past. Let us take a walk through these corridors; it will do us good. Do you shudder at the thought of calling up the past, or is it the great

distance through the corridors that discourages you? Come, we are only in middle life and will have but half the distance to travel. There they are, arranged in countless numbers of rows, and the rows of varying length. Ah, here is our row. Out with notebook and pencil, for this is retrospect, and from the data gathered here we are to figure our prospect. Look down the line! What are those frisky scenes in flashy colors away down there at the end of the row? Ah! They are the scenes of early manhood, when the animal spirits conspired with all the other spirits to down reason and strangle common sense. Egotism, self-conceit and self-indulgence are the predominating features; but early manhood is not supposed to be capable of any good thing, and we pass on. Now we come to where we suppose the real earnest work of life had commenced. How startled we are at the awful significance of what we considered mere trifles at the time of their occurrence. How eager we are to blot them out, but they belong to the past and can never be erased. Mere trifles that are reeled off unnoticed and unheeded with the passing moments, how they stare at us and chide us now that we can not recall them! But we must return to the present, and, by improving it, pave the way for a future brighter even than the past has been.

E. A. Owen.

Conversation in the Garden of Eden.

"How does it come dinner isn't ready?" demanded Adam impatiently, as he arrived home after a hard day's toil in the garden.

"I am sorry, Adam, dear," said Eve penitently, "but I have been embroidering you a new fig-leaf. There is really no reason why we shouldn't have more clothing when fig-leaves are so plentiful."

"Do you know," said Adam, tentatively, "I sometimes question the propriety of you wearing a fig-leaf?"

"Why, Adam!" exclaimed Eve, aghast. "What do you mean?"

"Er—well," ventured Adam, "don't you think a fig-leaf is a trifle décolleté, so to speak?"

"No," said Eve, rather snappishly, "so long as I don't give any garden parties, I think a fig-leaf is all right. Dear me! Do you wish me to wear a sealskin sacque this warm weather?"

Adam did not answer this last sally, but sat down to the table and poured out a cup of coffee.

"This coffee is too weak," he said irritably.

"You are very touchy to-day, Adam," said Eve reproachfully. "Next I suppose you'll be telling me that I can't make coffee like your mother used to make."

"I wish I had my rib back," returned Adam. "I'd about as lief live alone as drink lukewarm dishwater."

"Well, if I had a mamma," sobbed Eve in an injured tone, "you bet I'd go home to her."

Adam ate the remainder of his meal in silence.

The Mirror of Business.

The local paper is the one thing by which strangers judge the size of a town and the ability of its business men, hence the paper that does not have the advertisement of every business in its town is forced to misrepresent it. The paper is a mirror that should reflect a true picture of the town and every business conducted therein.

They Had More.

"Do you ever wish you were a girl?" asked the visitor who was waiting in the reception room.

"Only at Christmas time," answered the boy, who was lingering in the doorway.

"Why do you wish it then?"

"Because of the stockings they wear," was the prompt reply.

We are Headquarters for

AUTOMOBILES



White Steam Carriage, \$1,000.00

The "White" is the FLOWER, the PEACH, the BEAUTY of all steam carriages. The "White" triumph in the famous New York to Buffalo Endurance Contest (480 miles) was very striking—some people called it "sensational." 4 "Whites" entered this contest. Out of over 80 different vehicles that started about one-half of them finished. All of the "Whites" finished the run and two of these vehicles made the best average time for the distance of any American machine (either steam or gasoline) and were only beaten by one French 30 H. P. racing machine. At Detroit, on Aug. 10, the "White" captured the 5 mile race in 10:01 3-5 and the 10 mile race in 19:05 4-5.

The "White" is a gentleman's carriage. It has the "mark of high degree." It is made and guaranteed by the White Sewing Machine Co., a thoroughly responsible concern.

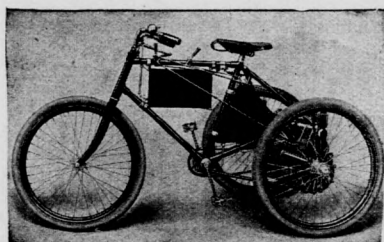
The "White" is perfectly safe, strong, handsome, comfortable, trustworthy. A lady can operate it. It has many special features—described in catalogue, to be had for the asking.

THE OLDSMOBILE GASOLINE RUNABOUT

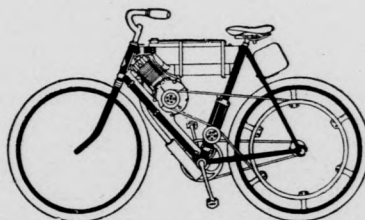


Oldsmobile, \$600.00

Is made by one of the oldest and largest makers of gasoline engines in the world—the Olds Motor Works—who have had 15 years' experience in building gasoline engines. It is simple, safe, compact and reliable; always ready to go any distance. We have no hesitancy in saying that we consider the Oldsmobile the best horseless carriage on the market ever offered at the price. Write for catalogue.



Auto-Tri, \$350.00



Auto-Bi, \$200.00

Here we show a couple of "warm" ones, the Motor Tricycle and the Motor Bicycle. Both have long since passed the experimental stage and can be fully relied upon.

The 3-wheeler is fitted with a 3 H. P. gasoline engine and the bicycle (Auto-Bi) with a 1½ H. P. engine. The Auto-Bi is our baby Automobile—smallest and cheapest we have found, and it is guaranteed to "mote."

Motor Cycles are rapidly winning their way into public favor and the bicycle dealer who does not look to his own interests and secure the agency for the "Thomas" line of Motor Cycles and attachments for 1902 will surely miss it. Up-to-date and progressive dealers everywhere are taking hold of this line. It is none too early to open negotiations with us. Remember, we are headquarters for Automobiles, parts, fittings, etc. Correspondence solicited.

ADAMS & HART, 12 W. Bridge St., Grand Rapids, Mich.

Let us
quote you prices
when in want of

Wrapping Paper,
Twine,
Woodenware,
Chimneys,
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STAR
PAPER COMPANY,
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The Finest
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Designs in Wall Paper
are always in our stock.

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We carry the finest line
of Picture Mouldings in
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makers are experts.

A complete Artists'
Material Catalogue
for the asking.

C. L. Harvey & Co.

59 Monroe Street
Grand Rapids, Mich.

Exclusively Retail

FORESTRY MOVEMENT.

Its Progress and Promise in the Wolverine State.

Twenty-five years of agitation of questions relating to forestry are bearing fruit in Michigan. In the beginning of the movement attention was simply called to the blowing sands of Western Michigan and the great danger of their encroachment upon the valuable lands that border Lake Michigan. Later on the discussion was taken up by organizations of fruit growers, having in mind the calamities that might be in store for Michigan horticulture as a result of the ruthless destruction of the timbered area. Later on there were indications that the entire agriculture of the State was affected by the removal of the timber and the sweeping winds incident to the new conditions. It was found that the even flow of the streams had changed to great flood seasons and seasons of scarcely any flow. These conditions affected every industrial interest. Men of sentiment in the meantime who understood well that Michigan's most promising advertisement was in the beauty of the Peninsula spoke out promptly against the continuance of the pioneer habit of clearing and the lack of intelligence in, and the almost total neglect of, replanting the timber areas. All of these discussions resulted in an awakening of some interest in reforestation, but it was not until the lumbermen began to feel the pinch from lack of material to work upon that an earnest and intelligent interest was manifested in the forestry problems of the State. In truth, before this final condition appeared upon the surface the agitation had well-nigh died out. All the earlier discussions dwelt upon the duties of individuals to preserve trees and plant trees and care for the wood-lots with reference to the needs of all the people; but it was difficult to arouse in individual owners of wood-lots a spirit of self-sacrifice which would lead them to save pieces of timber at an immediate loss to themselves for the purpose of adding to the satisfaction of living on the part of their grandchildren.

The second epoch of agitation was inaugurated as a matter of statecraft. The State had not only lost, during the profligate methods of the early lumbermen, its great wealth of timber and incidental advantages which render it an attractive place for immigrants, but, as a legacy of these methods, it found in its possession a tremendous area of cut-over lands upon which the owners refused to pay taxes, allowing them to come into possession of the State as a result of these delinquencies. Fires and thieves swept off all that was of any present or promising value, and the State had no machinery adequate to self-protection. At the instigation of a few public-spirited citizens the Legislature provided for a Forestry Commission and authorized a careful investigation of conditions, commanding its servants upon the Commission to report findings and recommendations upon which to base future legislation. This Commission put in three years of painstaking work, made its first set of recommendations to the Legislature and received some encouragement in the setting aside by the State of 57,000 acres for forestry purposes. It is still at work upon a plan which will provide for the maintenance and care of a large part of the State's domain that is now in appearance an "abomination and desolation," to the end that it shall finally be-

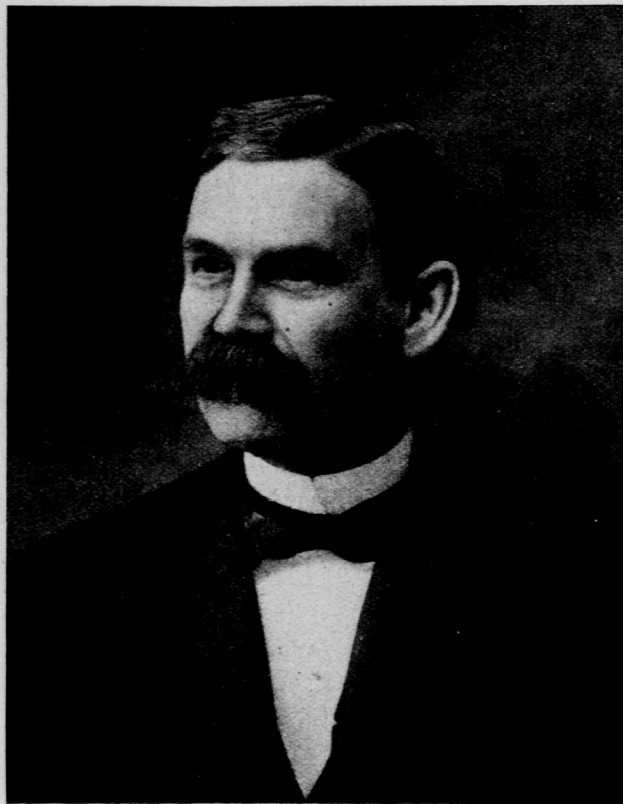
come a source of satisfaction and profit to the State.

The Commission entered upon a plan of agitation which should awaken an interest on the part of the public in the great problem of what should be done with the millions of acres of land in the State not suited to agriculture, but having in it promise, through proper methods of re-forestation, of large values in the future.

The Commission to-day is made up of three members: Mr. Arthur Hill, of Saginaw, a successful lumberman, a student of forestry and a man of wide experience in travel through the valuable timber regions of North America and Europe; Mr. E. A. Wildey, the present Commissioner of the Land Office, who is a member of the Commission by virtue of his office, and who is thoroughly imbued with the importance of re-forestation as a method of solution of the problem of what shall be

gained through these institutions. Forestry deals with science as well as art. We not only need men skilled in the matters which relate to the wider influence of forestry, but we must have men who know how to deal with the technical methods of forest handling, so as to make the forests most profitable in their immediate management as well as their influence on the occupations of men and the highest development of the men themselves.

The Commission has succeeded in enlisting the assistance of the United States Government in so far as to place a party of experts in our field to study the conditions and recommend methods of action. This party of experts has spent several weeks in Roscommon and adjoining counties under the guidance of Mr. F. E. Skeels, than whom there is no more intelligent student of forestry in our State. Two departments of State have become thoroughly interested in



done with the cut-over lands in Northern Michigan; the third member of the Commission is the writer of this article. The members of the Commission serve without compensation, giving their time and best thought to this great interest of the State, and they should receive the support of every public spirited citizen—not a tacit acquiescence in their recommendations, but a thoughtful consideration of their suggestions and kindly criticism of the method which they endorse.

As a result of the work of this Commission, a Department of Forestry has been organized at the State University and resolutions have been adopted by the Board of Agriculture relating that Forestry hereafter will be an intrinsic part of the education given at the Michigan State Agricultural College. As auxiliaries to the forward movement of the Commission, we can not conceive of more promising help than can be

the movement, represented by the Commissioner of the Land Office and the Auditor General. Both of these gentlemen have signified their willingness to use the machinery of their offices in promoting the work in hand.

The location settled upon by the Commission as the most suitable one for the State timber preserve is at the head of the Muskegon River, and includes a number of townships in Roscommon and Crawford counties and some lands in townships contiguous to the boundaries of these counties. The plan is to solidify this area, which includes some large inland lakes, by the acquirement of nearly all of the holdings, only exempting therefrom such parcels as can be utilized for agricultural purposes. These excluded parcels may be attractive to settlers, thereby furthering the ability to care for the forestry preserve by having in its immediate vicinity men who will reap advantages from it

and whose interests will be somewhat centered in its proper preservation and care. If the State should turn over to the Commission all of its own holdings in this vicinity, there is a promise already given that individual citizens owning a great many parcels will be glad to contribute to the forestry movement by turning over their holdings to the Commission in the interest of the State.

By the time the next Legislature convenes the Commission will be able to outline very clearly defined plans for the future, with estimates of the expense which will naturally be incurred in the care of the preserve. Thoughtful men having the welfare of the State at heart are interesting themselves in the work of the Commission; institutions of learning are arraying themselves with the Commission; women's clubs are taking up the active discussion of forestry; farmers' clubs, horticultural societies and agricultural institutes are all making forestry a prominent feature in their programmes for discussion; business men and men who have large financial interests to be conserved by the attractions of our State for resort purposes are rallying to the support of the work; railroads, which have seen their receipts decreasing rapidly as a result of the destruction of timber, are anxious that the State should enter into the business of re-forestation, that their immense ability in the carrying trade may be utilized.

The eyes of other states are upon us in connection with these movements because the conditions in our State are ripe for the most generous activity. The outlook is certainly promising, and through the aid of all of these allies the Forestry Commission of Michigan expects to see, during the next decade, a reward for its pioneer work in the adoption by the State of a definite forestry policy, ably supported by men and means. The problem is one worthy of the highest intelligence and the most unselfish spirit. The people of the State who have the future of our great and beautiful commonwealth at heart will not defer their sympathy and activity if only they can become imbued with the importance of reforestation in the State as it has appealed to the few men who have in recent years given serious study to the subject. Charles W. Garfield.

Was Sure She Was Dead.

A convict at a French penal settlement who was undergoing a life sentence desired to marry a female convict, such marriages being of common occurrence. The Governor of the colony offered no objection, but the priest proceeded to cross-examine the prisoner.

"Did you not marry in France?" he asked.

"Yes."

"And your wife is dead?"

"She is."

"Have you any document to show that she is dead?"

"No."

"Then I must decline to marry you. You must produce some proof that your wife is dead."

There was a pause, and the bride-prospective looked at the would-be groom.

Finally he said: "I can prove that my former wife is dead."

"How will you do so?"

"I was sent here for killing her."

The bride accepted him notwithstanding.

One thing that money can't buy is a clear conscience.

Central City Cigar Co.

Manufacturers of

High Grade

Domestic.....
and Havana

CIGARS

Corner Francis Street and Michigan Avenue.

Jackson, Mich., October 1, 1901.

To our customers and friends:

We wish to inform you that we have organized the above company, and that it is our intention to solicit patronage from our old friends and customers of Michigan territory, assuring you that we have spared no expense or pains in making a line of cigars that are up-to-date in all respects, and which we will be very glad to show you soon.

Kindly thanking you for all past favors, and hoping when we call you will favor us with at least a trial order, we are

Yours truly,

Central City Cigar Co.

W. B. Burris.

A. W. Stitt.

Why should not Retail Merchants open a Bank Account?

The Kent County Savings Bank

Corner Canal and Lyon Streets

*Solicits the patronage of retail dealers and individuals
in Grand Rapids and Vicinity.*

*We invite personal interview with a view to business
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Resources exceed \$2,000,000.

3½ per cent. paid on Certificates of Deposit.

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HAVE THEY REACHED YOU?

THE FOOD PRODUCTS OF THE SANITAS NUT



FOOD CO. LTD. REACH THE ENDS OF THE EARTH

These foods are a new departure in human dietetics and have received the endorsement of food experts everywhere. They are unique, for not only do they agree with the feeblest invalid, but afford to the well a larger per cent. of available energy than any other foods known to science.

SANITAS NUT FOODS ARE DELICATE, TOOTHsome AND DIGESTABLE, AND THE DEALERS WHO HANDLE THEM MAKE MONEY.

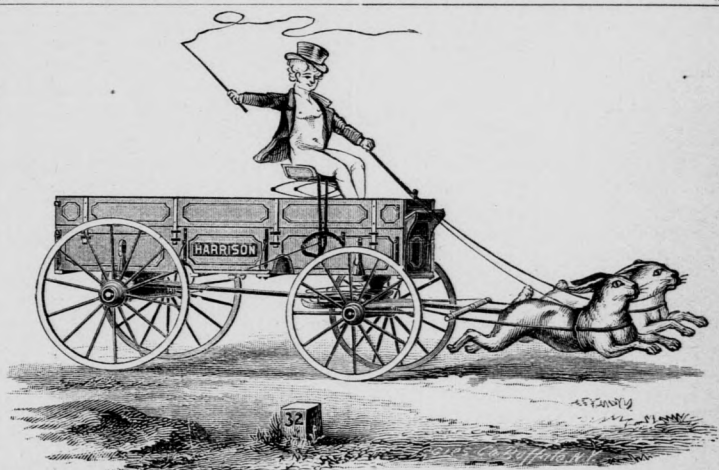
For ten cents to pay postage the manufacturers will send you free samples and literature.

SANITAS NUT FOOD CO., Ltd.,

Originators and Sole Manufacturers,

BATTLE CREEK, MICH., U. S. A.

The Old Reliable Harrison Wagons



They have many points of superiority and excellence. A catalogue will explain these and a postal card request will get you the very closest prices. Write us.

Harrison Wagon Co.,

Grand Rapids, Mich.

THE GUM BUSINESS.

Only in Its Infancy, Large as It Is Already.

My first recollection of gum was a sort of paraffine wax called "kerosene gum." This was followed by spruce gum, which is still sold to some extent, but so many hardships and dangers confront the spruce gatherer, who has to spend several months of the winter living in a rude hut, tramping over the mountains and through the forests and fording streams in search of the "spruce tears," that the price of these tears is so high that few manufacturers attempt to make the spruce gum. Then, too, the demand is now for a flavored sweetened gum.

When I began, twelve years ago, to make gum in my own kitchen I had very few gums to compete with, but now everybody who can not do anything else tries to make gum.

Some people have an idea that chewing gum is made of just "any old thing"—rubber boots, etc.—but this is



not the case. Gum chicle is a near relative of the rubber tree and is the foundation of all good gums. It is a product of South America and Mexico. From wounds made in the "Ya" tree the sap that exudes is of a milky whiteness and consistency. This partly coagulates after continued exposure to the air. It is sent to New York by boat and there sold to the highest bidder. When marketable, it resembles putty, but is much harder. Tuxpan, Mexico, is the largest shipping port for this gum.

The manufacturers of gum take a great deal of pains with chicle. They chop it all by hand, then pick out with small knives all the bits of bark, leaves, etc., and when the gum is rolled and scored for sticks, they cut out with scissors any black specks before they wrap it. This makes the gum strictly hand-made and as clean as it is possible to make it. They use the finest confectioners' sugar and only essential oils for flavoring. Beware of gums flavored with etherized flavoring.

The gum business has had its trials. First, the duty of 10 cents per pound was levied. Then we were compelled to help pay the debts of the late unpleasantness with Spain and were taxed 4 cents per box. Many of the gum manufacturers raised the price of their gum to cover this and asked the dealer to pay it. Now the gum trust threatens our lives by cornering chicle, which is the bone and sinew of our business. So far they have only succeeded in raising the price of chicle about 25 per cent.

Despite these things we are pleased to note that the gum business is not on the

wane, but is steadily increasing. Millions of sticks are chewed now by old and young, where formerly only hundreds were.

I think the gum business, large as it is, is only now in its infancy and that it will be used more and more, as a confection and as a medicine. There is nothing more beneficial to digestion than to chew a little gum after a hearty meal.

Kate W. Nobles.

Observations of an Old-Time Merchant.

After an absence from home of some weeks, I have been reading a copy of the Tradesman for the first time since my departure from home. I have always set a high value on this paper, but had not, until I laid it down and began to reflect, realized how much I had missed its familiar visits; and I thought it just possible that there were merchants even in Michigan who potted along year after year without subscribing for the best journal for retailers ever published, in ignorance of the daily help it would afford them, not alone in business matters, but in many other ways. The thoughtful and well-considered articles, the carefully selected miscellany, the market summaries, the short and pithy hints (which often save their reader many times the cost of the paper), and the general make-up of this journal form, in the aggregate, a publication the existence of which has never been possible save in the first decade of the twentieth century.

Business men of twenty-five years ago would scarcely know "where they were at" were they to step into the arena of active commercial life of the present, and if you make it forty years ago or more, the difference is far more marked. For instance, I have just been "a-fish-in'." What seems remarkable is that I do not seem to feel ashamed of this expedition, although when I was a boy the business man who sought recreation with rod or gun did so under a sort of mental protest, and commonly sneaked off very quietly, for such indulgences were not considered creditable. And the clerk who once or twice in a year got a day or a half-day to himself was a very lucky fellow.

My father was a merchant, having begun business in 1817, and I have often smiled on looking over some of the prices current which he received from city correspondents, for that was the only way he could keep posted when not personally in the market.

Some may think that it was easier in those days than now to do business and make money, but I think this impression an error. The use of many of the modern business methods was not then possible, even had the necessary education in such matters existed. "There is always room at the top" is as true now as when it was first uttered, and if a young man makes choice of trade as a profession, and is willing to give to this calling, in whatever branch, the best efforts of his life, to strive and study to obtain an absolute mastery of his business in all its details, to shun allurements of doubtful nature, to be scrupulously and sternly upright in all his dealings, not to have too many irons in the fire but to stick to the business that he undertakes, his chances are as good in these first years of the new century as ever before in the history of the world. And such an one can hardly do better than make careful study of the weekly issues of the Tradesman.

F. H. Thurston.

The Michigan Trust Company

WAS ORGANIZED FOR THE EXPRESS
PURPOSE OF ACTING
AS

Executor, Administrator,
Guardian, Trustee, Assignee,
Receiver, Agent, Etc.

Capital,	- - - - -	\$200,000 00
Additional Liability of Stockholders,		200,000.00
Surplus and Undivided Profits,	-	100,000.00
Deposited with State Treasurer,		100,000.00

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TALKING SHOP.

Dry Place Where All the Fun Is Eliminated.

We all work the better for a good laugh now and then. I haven't the least desire to go back to the old days when we began work at 7:30 a. m. and closed at 9 or 9:30 p. m., with an extra session lasting until midnight on Saturday; but I confess to an occasional hankering for the little gatherings we used to have around the stove after 11 o'clock, when trade began to slacken up, the boss had his cigar going and the few late comers were mostly turned over to the Saturday night extra help. The Saturday rush always had something of a fascination for me, a sort of tightening of the nerves, every muscle tuned up to the highest pitch in readiness for the fray.

In our larger modern stores, where every day is Saturday, and the rush and strain are constant, I wish we could have something of this kind—a little meeting together after the rush of the busy day, where, with perfect freedom, each might have his little say, and proprietor, salesman and stock boy might compare notes, ask advice, talk over their customers and tell their little jokes.

We used to carry all our heavy working shoes, plow shoes, brogans, stitchdowns, pegged and screw-fastened creedmoors, kip, oil grain and calf boots in a back room. The fellow who got caught with a customer in that room alone about 4 o'clock in the afternoon had a splendid chance of staying there until 11 o'clock. The others would refer all trade for those goods back to him, and there was no escape.

I remember being caught in that room one Saturday late in September. It was the first Saturday we had a rush from the farmers and fishermen along the Lower Potomac. They were up in great numbers, all wanted boots and we got a good, big share of the trade. I nearly worked my arm off and wore out the peg cutter scraping out pegs. One old man bought boots for himself and three sons. The younger one, he said, wore No. 3. I handed them to him and went on with some one else. Pretty soon he came back and said the No. 3 was too small. I handed him a No. 4; that was too small, so I handed him a boy's No. 6. A little while after the boy came with a pair of boots in his hand and said they were all right, he would "take 'em." I scraped out the pegs and wrapped the boots for him. When I had put my stock away I found the boy had one No. 3 and one No. 6. He never came back with them, and I've often wondered if that boy had one club foot and neatly tricked me.

We had a bright young fellow to help on Saturday nights, a graduate of the high school, quick-witted, with a keen sense of humor. He wouldn't wait on white people if he could get a darkey. He would rant away in the biggest language he could use to a darkey that couldn't spell his own name, until the mystified look on that darkey's face would make a horse laugh. Some colored girl would say to him: "I only wears fives, but I has to git sixes, cause my feet swells." "Sort of a chronic swelling," Charlie would say. "Yas, suh, I reckon dat's it."

A woman came into a store not long ago and asked to see some men's shoes that had been advertised for several days at \$1.90. She wanted a 7 E. The goods had been on sale for several days,

and there were only sizes 8½ to 11 left. The salesman suggested a \$3 shoe to her, but she wouldn't listen; \$1.90 was her limit. "Well," said the salesman, "if the man wants a good, comfortable shoe to wear to work, as you say, I think if he would come in and see our \$3 shoe he would rather pay the difference." "He can't come in, he's working," replied the woman. "Can't he come in before or after he goes to work?" "No, he goes away at 7 in the morning and don't get home until 7 at night." "Well, does he work every day? Don't he get a day off now and then?" "Yes, he works every day." "Well," said the salesman, "if he works every day from 7 a. m. to 7 p. m. and can't get a pair of comfortable \$3 shoes a couple of times a year, he might as well stop working." The woman saw the point and bought a pair of \$3 shoes.

I wish we shoemen could get together and talk over these things that bring a smile and daily come in the experience of every one selling shoes. There can be no fixed rule for fitting and selling shoes, but the little gatherings once a week, or once a month, to talk over the difficulties met and overcome, would, I am sure, help each one to a sounder judgment and better tact in meeting all the various phases of humanity that daily drift into the shoe store.—H. T. Dougherty in Shoe Retailer.

Repairing Free of Charge a Good Advertisement.

A feature in the retail shoe store that, as a rule, is given but little attention is the repairing of shoes sold by the house, where a shoemaker is employed. As a rule, there is no charge made for small repairs, such as a patch, sewing a rip, etc., yet no mention of this gratuity is ever made in the shoe advertisements. A line that could be used in all advertisements by a house that does these small repairs gratis is: "All shoes sold by us will be kept in repair free of charge excepting half soling and attaching rubber heels." This would prove profitable advertising, and the added cost in the repair shop would not be very great. As an offset to the cost there would be orders for putting on halfsoles, repairing shoes bought elsewhere and attaching rubber heels. As a regular charge would be made for this work, it would help pay the expense of the repair shop.

Cloth-top Shoes Again in Style.

Cloth-top shoes are making a strong appearance in the sample line of up-to-date manufacturers, and, considering the high price of kid at the present time, there is no doubt at all in the minds of the manufacturers that these shoes will again renew their command on the market. Many manufacturers, foreseeing that vestings will be the article this coming season, purchased the best quality of this cloth, and this, combined with beautiful designs and color combinations, renders useless to say that they are showing sharp, snappy and attractive lines, which will make strong rivals for all-leather shoes. You will always find that in fancy oxfords insertion of cloth is always admired, and with the perfect grades now in use dealers need not be afraid to try some.

The Craze For the Antique.

From the Philadelphia Record.

"The prevailing craze for antique furniture, old clocks, ancient china and such things has emptied nearly all the farm-house garrets within a radius of fifty miles of Philadelphia. The country people, who used to regard their old possessions as truck and trash, are fully educated up to the market values now," said a dealer in antiques yesterday. "They have lost their guileless innocence regarding heirlooms, and now have an eye to business."

You are just as anxious to buy
our shoes as we are to sell them

Because:

They are the best proposition in
well-wearing, all-around shoes on
the market.

They retail for

\$2.00

\$2.50

\$3.00

\$3.50

and these are the prices a prosperous
public is paying for its footwear.

At these prices our shoes are
not only profit-bringers and quick-
sellers, but business-holders and
worth every cent of the money
you ask for them. A postal card
will bring the agent.

Rindge, Kalmbach, Logie & Co.
Grand Rapids, Michigan

RETAIL HARDWARE.

Radical Changes During the Past Thirty Years.

Time is a great innovator. Human activity is the great author of change. Standing upon the threshold of the twentieth century we look back in awe and wonder upon the marvelous changes which have been wrought in every sphere of action. Industry, science, literature—all have their place in the great march of Progress. Each day brings to light some new discovery, some new idea, some new development. The wise man of to-day is wiser than the man of yesterday and he of to-morrow wiser than the man of to-day. The world and all that is in it is involved in a perpetual evolution. The crude printing press of Gutenberg has evolved into a huge machine which stamps intelligence upon millions of papers a day. The simple engine of Stevenson now is an immense and powerful locomotive that thunders down canyons and sweeps along the very edge of cataracts with wondrous speed. The insignificant light of the candle has been superseded by electric lamps of intense power. Change, change, and progress with every change, is the watchword that rings along the avenues of Time and is taken up to be repeated by every science, art, business and profession. It has been assigned to me to review the changes that have taken place in my own business, that of retail hardware, and to confine myself to the last thirty years. This limitation permits me to write of my own personal observation and, therefore, I accept of it gladly.

Thirty years ago the hardware business, judging it by comparison with its present development, was still in a crude state, and its gradual change for the better has been much like that of the uncouth, untutored youth, who, by the grinding stone of time, has been rounded out into a finished and polished gentleman. The hardware business of the '70s was, perhaps, the most untidy of all mercantile branches. It supplied nearly every line of manufacture and trade, from the shipbuilder to the tinner, from the butcher, blacksmith and baker to the florist and farmer, and it dealt with articles so large and so small, from implements to penny nails, it was at once a store, a factory and a repair shop, and it was all conducted in so small a place that it was difficult to create order out of chaos.

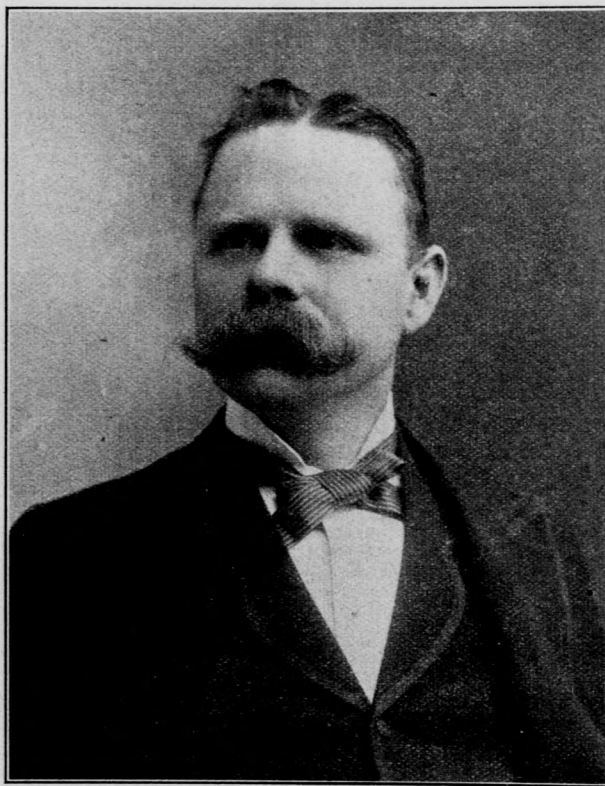
Imagine a small store 20 feet wide by 100 feet deep lined from the front to the rear by shelving, combining unsightly paper packages of locks, knobs, casters, hinges and tools, with samples of each attached to the outside; a counter in front of the shelves, narrowing the space into a small aisle; the opposite wall decorated with shovels, spades, chains and iron, a narrow coop of 5x10 for an office and a trap door with a hand elevator near the front entrance where customers, stoves and heavy traffic all entered together. Then clog up the space with a few refrigerators and a few old-fashioned wood and coal stoves; put in a plow; scatter a few wagon jacks and wooden pumps here and there; then don't forget the scythe, grain cradle and hay forks and you have a picture of the ground floor of a typical hardware store of thirty years ago.

There have been changes and radical changes; not only in the appearance of the store, but in the character of the business and the methods of doing it. I have only to look about in my store of

to-day and reflect upon what it was thirty years ago to be impressed with the wonderful changes that have taken place in the retail hardware business in general. The 20x100 feet have been succeeded by an immense floor space. The entire store has been divided into departments, the unsightly wall decorations have disappeared and in their place is a display that is pleasing to the eye. The dim light of gas lamps has changed place with electricity. The freight elevator is now in the rear of the store and no longer requires the muscles of lusty clerks for its operation—machinery does all that. In the front of the store a trim passenger elevator conveys customers to and from the various floors and departments. No more is each clerk a jack of all trades, selling stoves and following them to the homes of customers to set them up. With the division of the store into departments came the department salesman, espe-

cializes the responsibility, and if blame is to be attached or reward given, the employer knows immediately where it belongs. In the larger cities a hotel department is added in which the culinary needs of hotels, railroads, boats, boarding houses and restaurants receive special attention.

Thirty years ago the hardware man was satisfied to sit on his keg of nails and wake up only when some customer insisted upon coming in to buy. Window decorations he had none. If by chance there was some article in the window it remained there until it was sold. Advertising had been thought of in those days, but not by the hardware man. There may have been some who were ahead of their time; but even with these, if they did have an announcement of their wares in a newspaper, it was rarely changed all the year around. To-day the progressive hardware merchant must be a liberal advertiser and



cially trained and equipped with a complete knowledge of the particular line of goods over which he is given charge in the store. He has complete supervision of the stock in his department and his duty is to give it his special attention, to attend to the sales within it and to keep it supplied and in order. Then we have the builders' hardware department and the builders' hardware salesman; the cutlery department and the cutlery salesman; the tableware department and the tableware salesman; the sporting and athletic goods department and the sporting and athletic goods salesman; the tool department and the tool salesman; the shelf hardware department and the shelf hardware salesman; the house furnishing and stove department and the house furnishing and stove salesman. That this system is far superior than to have each clerk in charge of every line of goods is at once apparent. It individ-

he must use judgment and variety in his advertising; in fact, newspaper advertising has become such an important factor in these times that advertisement writing has risen to the dignity of an art, and we have among us men who make it a profession.

The progressive hardware merchant of to-day must also give heed to appropriate window dressing of frequent variety and to attractive display within his store. In the seventies it was by no means a pleasure to visit a hardware store, with an ugly sight of wash boilers, coal scuttles, milk pails and chains greeting the eye and freight jostling one along the narrow, unscrubbed aisles made up of a long row of dull finished stoves on one side and a counter (none too fancy) on the other. To-day the hardware merchant's emporium is as much of a shopping place which ladies delight to visit as a fancy bazaar. Even women clerks have their place in

a modern hardware establishment, and such a thing was unheard of when I made my beginning in that business. Their appearance accounts much, of course, for the disappearance of the untidiness of the hardware store of old.

Whether the business is as profitable to-day as it was thirty years back is a question that depends much upon the individual merchant. It is certain, however, that it was easier to make money in it in those days than it is now, because the demands now are greater. The hardware merchant of the present must have more ingenuity, more business ability, more tact, more taste than his brother of the earlier days. Competition among the retail dealers and combination among the manufacturers have decreased the profits on each sale. While it is true that competition is the life of trade, it is also true that its abuse in late years has led to an utter disregard of quality of goods. Every standard article of value has its hundred imitations by the cheapness of which the innocent public is gulled into buying that which afterwards proves worthless. For this reason the consumer must rely largely upon the word, the integrity and reputation of the merchant when he pays more for an article that is elsewhere advertised as cheaper, because he is getting quality.

Another notable change that has taken place in the hardware trade within thirty years is the tendency toward specialties. Before the panic of 1873 every hardware dealer, whether large or small, handled every class of goods that belongs to the trade. The first departure of that sort was made in Michigan by the late Jas. L. Lischer, in conducting exclusively a builders' hardware store. Rohns & Schafer were the pioneers in the exclusive blacksmith and carriage supplies. A more recent instance of this specializing is the tool hardware emporium of Chas. A. Strelinger & Co., of Detroit, and of Coulson & Morhouse, who sell only such hardware as is used in house furnishing. In my own store, while it is a general hardware and house furnishing business, I have been making a specialty of Garland stoves and I have exhibitions of them on the second floor, equal in exclusiveness and variety to the show room of any stove foundry. The reason for this specializing may be found in the fact that, with the progressiveness of the times, the hardware business has expanded into so wide a field, each part of which must be cultivated with such care, because it is attended with so many details that it almost requires all the emergency of a single man to master all there is to a single branch. In fact, the tendency of the times has been toward specializing in almost every business and profession. We have specialists among lawyers and doctors, as well as among hardware men and merchants in general.

The remarkable advance in the hardware trade, the wonderful changes that have occurred and the progressiveness of the merchant of to-day, are largely due to the influence of trade journals and of hardware associations. These two forces have been the medium of disseminating advanced ideas; they have afforded an interchange of thought between merchants, not only of the same city, but of the state and country; they have created a better feeling and understanding among dealers and have raised the standard and character of the business. In fact, the trade journals and the associations are now indispensable to the successful hardware man. They are the means of a mutual cooperation that is necessary for the preservation of the individual dealer. God bless them!

Henry C. Weber.

ESTABLISHED 1872



JENNINGS FLAVORING EXTRACT CO.

THE JENNINGS PERFUMERY CO.

ARCTIC MANUFACTURING CO.

(C. W. JENNINGS, Proprietor)

19 AND 21 SOUTH OTTAWA STREET, GRAND RAPIDS, MICH.

See Price Current.

We solicit your mail orders.

GRANITE



The best plastering material in the world. Fire proof, wind proof, water proof. Is not injured by freezing. No glue, no acid. Ready for immediate use by adding water.

Office and Works, W. Fulton and L. S. & M. S. R. R.

Gypsum Products Mnfg. Co.

Manufacturers and Dealers in

Calcined Plaster, Land Plaster, Bug Compound, Etc.

Mill and Warehouse, 200 South Front St. Office, Room 20, Powers' Opera House Bldg.

Grand Rapids, Michigan.

An enterprising agent wanted in every town. Write for circular with reference.

THE BEST CIGAR SALESMAN

YOU COULD HAVE

Shipped knocked-down,
securing
lowest possible
freight rates.

Sundries cases
and
counters to match.



A product of over
ten years' experience
in
making show cases.

Our latest design
in
cigar cases.

Our catalogue shows a complete line of Combination and Upright Show Cases and Glass Counters. Drug store outfits a specialty. Write for prices.

GRAND RAPIDS FIXTURES CO.

140 SOUTH IONIA STREET,

GRAND RAPIDS, MICHIGAN

CRANBERRY CULTIVATION.

Origin and Growth of This Industry in Michigan.

When I consented to write for the Tradesman an article on cranberry culture in Michigan I supposed it would be an easy matter to gather information in regard to present conditions and prospects from persons engaged in the business. In this, however, I have been disappointed. Only one person, John Clarke, of Whitefish Point, has responded to my appeal. I mention this as a sufficient excuse for the meager facts which appear in the article.

The first cranberry marsh I mention is just over the State line in Indiana, but it is so near us that it may very properly be considered in the Michigan group. I refer to what was known years ago as the Blair marsh a few miles from Michigan City. According to the most reliable information I have been able to obtain, it was at one time one of the most productive and valuable marshes in the Western country. It covered, I am told, some seventy acres of ground and a single year's crop is said to have been sold for \$17,000. When I visited the marsh some twelve years ago only eight or ten acres remained covered with vines. The marsh was owned by a Chicago banker named Blair and for years was very remunerative. The cause of its declension was the want of water for flooding in winter and for keeping the soil properly moistened in summer. The marsh was in a level region of country and depended wholly on surface water, hence when the adjoining lands were cleared and drained the supply was cut off and failure necessarily followed.

Another, but smaller, marsh that was once prosperous was the Johnston, near Three Rivers, in St. Joseph county. From producing an annual crop of 1,500 bushels years ago, I am told it has nearly failed. I am unable to learn the cause of the failure.

The Walker marsh at Glen Arbor, in Leelanau county, was flourishing some fifteen years ago and gave promise of success. Of late, I understand, it has greatly deteriorated, caused mainly by ferns crowding out the vines.

About the time I planted my first vines at Walton two parties started the business near Cheboygan. They both went out of the business years ago, wiser but not richer than when they began.

About the same time parties made a small planting of vines at what used to be called North Unity, Leelanau county. I believe their reward was cranberries enough for one small pie!

From these facts it would seem that cranberry growing in Michigan has proved a complete failure. But it is not quite so bad as that. I have shown only the debit side of the question. The credit side, however, is not remarkably rich in its showing of results. There are a few cases where a fair degree of success has been achieved, but in a general summing up there would doubtless be a considerable balance on the debit side.

I suppose Mr. S. H. Comings, of St. Joseph, has been one of the most successful of Michigan cranberry growers. I visited his place many years ago. It was then in a fairly prosperous condition, but I do not remember the number of acres in vines nor the quantity of berries produced.

Mr. John Clarke, of Whitefish Point, is doubtless among the largest producers of Michigan cranberries. He kind-

ly answered my letter of enquiry. At the time of writing he estimated his crop for the current year at 2,000 bushels. There is no other marsh in the State which yields that amount of fruit unless it is that of Mr. Comings.

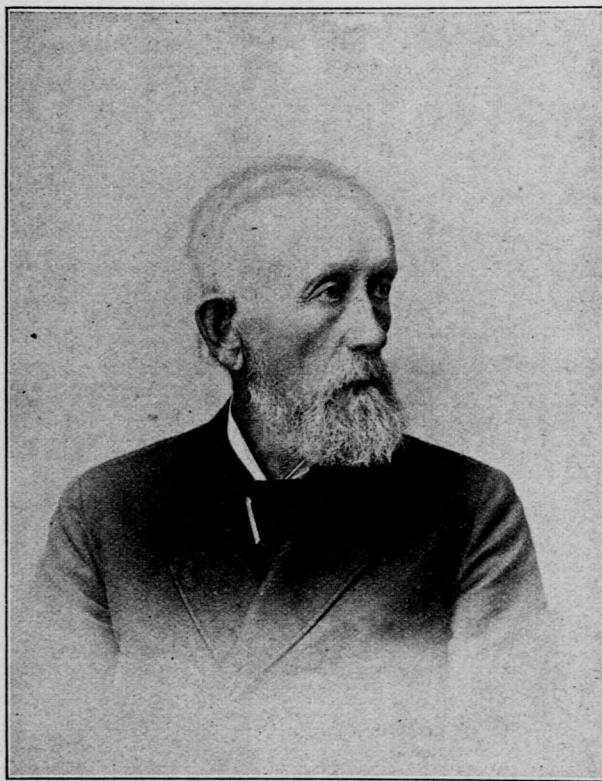
My own plant at Walton has not fully met the anticipations that I indulged in when I engaged in the business; and yet, when I recall the fact that I went into it without any practical knowledge, I feel that I have been as successful as it was reasonable to expect. I have encountered obstacles that I never dreamed of. Some of them have been overcome, and I trust that the experience I have had may enable me to overcome others in the near future. I have the satisfaction of knowing that I have introduced to the Michigan public the choicest cranberries ever grown in the State—if not the finest in the world.

There are some other parties in the State cultivating berries on a small

between Lake Michigan and Houghton Lake in Roscommon county and I have seen but one marsh where the berries were light colored. There was a small part of what was then known as the Blodgett marsh, near Houghton Lake, that bore a large, long, beautiful light colored berry. All others colored as highly as could be desired.

A Chicago dealer once told me that Michigan cranberries would not keep—that they would break down in less than a month after they were harvested. Against this statement I put the fact, which can be substantiated by many dealers and scores of families, that my berries have no superiors as long keepers, and I have reason to believe that this is generally true of all Northern Michigan berries.

Michigan is all right for cranberry growing, but a man must know what he is about when he goes into the business. Somebody, somewhere, sometime, will



scale, but the aggregate does not count in a general summing up of the business.

When the country was first settled wild cranberry marshes were found, I suppose, in every county in the State. This was especially the case in the central and northern counties. In the vicinity of Houghton Lake there were hundreds of acres that in favorable seasons were literally red with cranberries. Does not this wide distribution of the berries, many of them of large size and fine color, indicate soil and climate favorable to their culture?

A cranberry grower in the south part of the State said, a few years ago, that Michigan cranberries were generally of a very light color. How it may be in his section I can not say, but I know from personal observation that the cranberries of Northern Michigan are almost universally highly colored. I have been on every wild marsh of any note

find the right location, where soil, water and climate are all favorable, and will establish a cranberry plant that will be known all over the State for the quantity and quality of its large, red, delicious berries. If I were a young man I might aspire to be that "somebody."

D. C. Leach.

Telephone Courtesy.

It is hard to see why one should not receive the same courtesy and attention whether he presents himself indirectly by the telephone or actually in the body at his correspondent's place of business. Too little attention has been given to the employment of clerks to answer the telephone, and many employers have apparently forgotten that the telephone is an open door and that it should be guarded by a person of intelligence, discretion and good manners.

Berlin, Germany, is to be equipped with a Chicago telephone system which has been under test for fifteen months.

FATAL DEFECT.

Lack of Knowledge as to What Expenses Really Are.

A good many years ago, when the writer was a young business man, Franklin MacVeagh said to me in his office: "One reason why retail merchants do not succeed any better is because they do not get the right cost on goods."

Naturally, I did not quite understand what he meant, and said so. Said he: "If you buy a barrel of sugar at 7 cents a pound and freight is one-half cent a pound, what do you call your cost?" Of course I said 7½ cents. "How much does it cost you to do business? What percentage of the year's sales are the year's expenses?" "About 12 per cent. or 13 per cent.," I answered. Then said he: "You ought to add to the cost and freight the per cent. of expense to get your real cost."

This has been a very helpful thought to me and I feel like taking advantage of the privilege extended me by the Bulletin to pass it along, hoping some other retail dealer may take it to heart and get at his true cost. If every retailer realized that the only part of the price he receives or hopes to receive for the goods which go out of his store, that belong to him, is what he gets above what he pays for the goods, with the freight and expense of doing business added, there would be less price-cutting; less making "fool" prices on goods, and fewer retail merchants who after years of hard work and honest effort, find their capital all gone and that they are, perhaps, unable to pay their debts.

There seems to be a very great lack of knowledge on the part of retailers as to what expenses really are. Many of them own their own buildings, and you hear them say: "I don't have any rent to pay and so can sell cheaper," forgetting that if they didn't use the building someone else would rent it and pay them for it.

Others never borrow any money, and they say: "I have no interest to pay and can sell cheaper," forgetting that if they were not using the money, someone else would pay them interest for it. Probably no retailer figures his own time as an expense item, but the man who can successfully manage a retail business could earn from \$1,000 to \$3,000 a year doing business for someone else.

I believe reliable statistics show that the expense of doing retail business is from 12 per cent. to 15 per cent. of the total sales—not of the cost price, but of the selling price of goods. Grocers' expenses are greater than many other lines, because of delivery, calling for orders, losses on perishable goods and bad debts.

All these items should be added to the expense account each year.

I trust the time is coming soon when, through the educational influences of the trade papers, of the conventions, wise wholesalers and traveling men, the now well nigh universal system of marking costs and expenses too low, and prospective profits too high will have passed away and that the next generation of retail merchants, after having spent their working years in honestly and faithfully ministering to the needs of their neighbors, will be able in old age to retire and enjoy their well earned and deserved rest, which, as far as my knowledge extends, is a prospect before very few of the present generation of retail grocers and general merchants.—F. P. McBride in Commercial Bulletin.

EDSON, MOORE & CO.

Detroit, Michigan

Are you thinking of Wash Goods
for Spring?

The scarcity of these goods last spring will be repeated next season. As heretofore, we have arranged to take care of our customers by securing a very large supply, but we advise early selections before the assortments are broken.

Handkerchiefs
and
Other Holiday Goods

Are now going very fast. Look through your stock and see what you need in these lines and send us your orders.

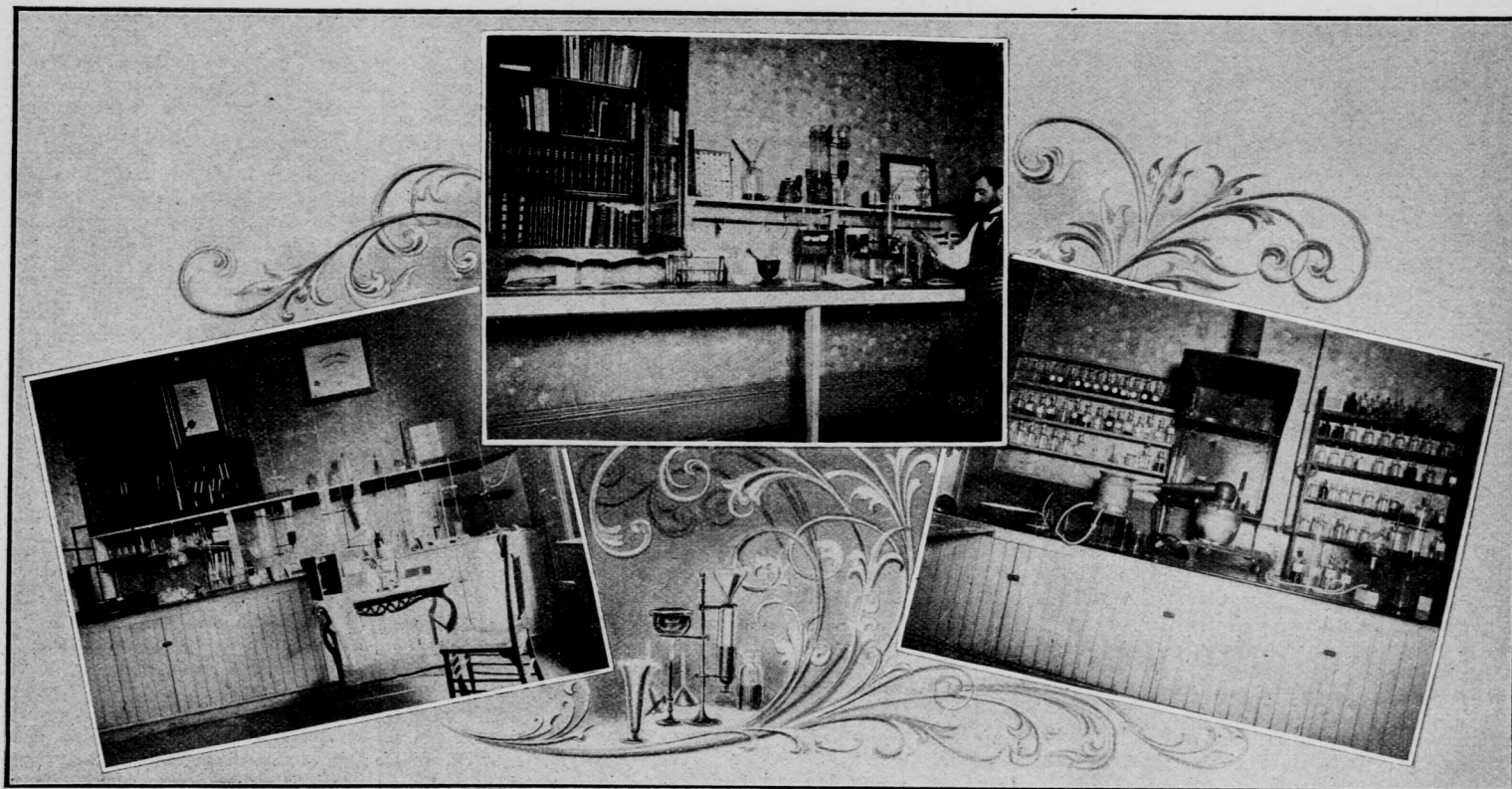
We control the entire line of the

Celebrated

Ste Claire

Ladies' "Ready to Wear"
Garments

Are you selling these goods? If not, why not?



Sect'onal View of Analytical
Laboratory of

WALTER K. SCHMIDT,

Successor to
THUM BROS. & SCHMIDT,

Analytical Chemist,

84 CANAL ST.
GRAND RAPIDS, MICH.

CHEMICAL TESTS AND ASSAYS, MICROSCOPIC INVESTIGATION, BACTERIOLOGICAL EXAMINATION

Of Baking Powder, Soap, Tea, Coffee, Chocolate, Cocoa, Dyes, Cheese, Butter, Beer, Wines, Whisky, Carbonated Beverages, Meats, Syrups, Blood, Feces, Gastric Juice, Saliva, Semen, Canned Goods, Vinegar, Preservatives, Disinfectants, Embalming Fluids, Malt Extracts, Spices, Ores, Sugar, Diastase, Pepsin, Pancreatine, Soils, Infants' Foods, Dietetic Products, Fertilizers, Fabrics, Coal, Coke, Oils, Pus, Stains, Ale, Drinking Water, Mineral Water, Urine, Sputum, Wall Paper, Drugs, Chemicals Milk and Boiler Water.

GRAND RIVER.

Obstructions in the Way of Its Improvement.

Since accepting your invitation to contribute an article for your anniversary edition on the subject of Grand River, I have wondered whether it is worth the while.

The agitation for deep water navigation on Grand River began thirteen years ago, with considerable enthusiasm on the part of the business interests of the city, and progressed without opposition for three or four years during the period of preliminary surveys and examinations. After Gen. Ludlow's very favorable report in 1892 the railroads centering here realized that deep water navigation to this city would necessarily reduce freight rates and imagined it would interfere with their receipts. Their opposition has been constant and, thus far, effective. Through their business and social relations they have secured the co-operation of some of our influential citizens, although, in lending this co-operation, these citizens have worked against their own financial interests. It is only another illustration of the effect on the average citizen of receiving attention from one who he imagines occupies a position in the business world or in the social whirl a trifle more exalted than his own. His vanity and his pride, rather than his hard-headed business sense, are appealed to. His own importance is magnified if he can touch toes under the mahogany with a prominent railroad official, and it is easy to convince him that Gen. Ludlow did not know his business and that Macatawa Park and Ottawa Beach, although lake ports, do not receive their coal supply by boats. Of course, all the esteemed citizens and railroad officials are in favor (?) of the improvement of the river, provided it can be done by the Government and not more than an average of \$25,000 per year is appropriated for the work. This would permit of its speedy completion in about 100 years and the brilliancy of this result would stamp those who favored this course as bright examples of the public spirited citizen whose wisdom is unimpeachable.

Is there any use, Mr. Editor, in spending more time in trying to convince the citizens of this city of the importance of this project and the necessity of financial aid on our part? The enormous savings that would accrue annually from its completion, its benefit to the home owners, to the business man, to the laboring man, and even to the railroad, in increased tonnage, have been repeatedly stated and urged during the last thirteen years. Nothing more can be added. Shall we burn more powder, or shall we leave the work for some future generation?

Michigan's geographical location gives her the most commanding position of all the great commonwealths of the North. Surrounded, as she is, by water on three sides, she has the greatest possibilities of any Northern State. With her internal waterways improved, as they will be sometime in the future, transportation will cost less than can possibly be attained in any of our neighboring states. With her mineral, timber and agricultural resources, she has a great future. Obstructionists can retard, but they can not prevent the up-building here of a great community.

The improvement of Grand River is a great project, much greater than its cost would imply. It would make the city one of the greatest manufacturing

cities of the North. With this improvement and the other advantages which we possess, we would be sought by those looking for locations where manufacturing can be carried on economically and the products distributed profitably. We are a one-industry town to-day because the high intelligence of the furniture manufacturers has enabled them to survive, notwithstanding the disadvantages they labor under. Shall we continue the fight for river improvement or shall we concede that the obstructionists have won the day?

I am aware of the fact that all great improvements are accomplished only after strenuous exertions and disappointments. De Witt Clinton and his associates fought for nearly a generation in building the Erie Canal. They were opposed in their day by the prototypes of the obstructionists whom we encounter now and with the same weapons and the same excuses. They won by a nar-

Lime as a Fertilizer.

A renewed interest in the use of lime on the soil has been excited by the experiments of the Rhode Island Experiment Station, at Kingston, in which a large increase of certain crops was produced by liming the soil. While the Ohio Experimental Station was located on a gravelly, clay loam at Columbus, experiments in liming were made, but with negative results. This work has recently been undertaken again, however, on the lighter, more sandy clay of the soil on which the Station is now located, and although it has not yet gone far enough to justify positive statements, the present indications are such as to encourage a more extended trial.

In one case a half acre of land on which wheat is being grown year after year was treated with a thousand pounds of lime, freshly slacked and applied broadcast just before sowing the wheat. The crop immediately following showed

loose earth and spread with the shovel. Piles of a peck each, a rod apart, will give forty bushels, or 2,800 pounds per acre, which would be considered a moderate dressing.

Slacked lime can not be easily applied with the ordinary fertilizer drill, but unslacked lime ground to coarse meal is now on the market, and this may be successfully applied in this manner.

The function of lime is not, properly speaking, that of a fertilizer, as its effect is not so much due to the actual plant food which it carries to the soil as to the rendering available of plant food already in the soil, and of improving the physical condition of the soil itself; hence the lime should be as fresh as possible.

In consequence of this effect of lime it should always be followed by liberal manuring or fertilizing, otherwise its use will tend to exhaust the soil; but lime should never be mixed with manure, nor with other fertilizers, especially those containing ammonia, as it will liberate the latter and cause its escape. It should be applied as long as possible before the crop is planted, and is likely to be especially beneficial to clover, timothy and other grasses.

Chas. E. Thorne,

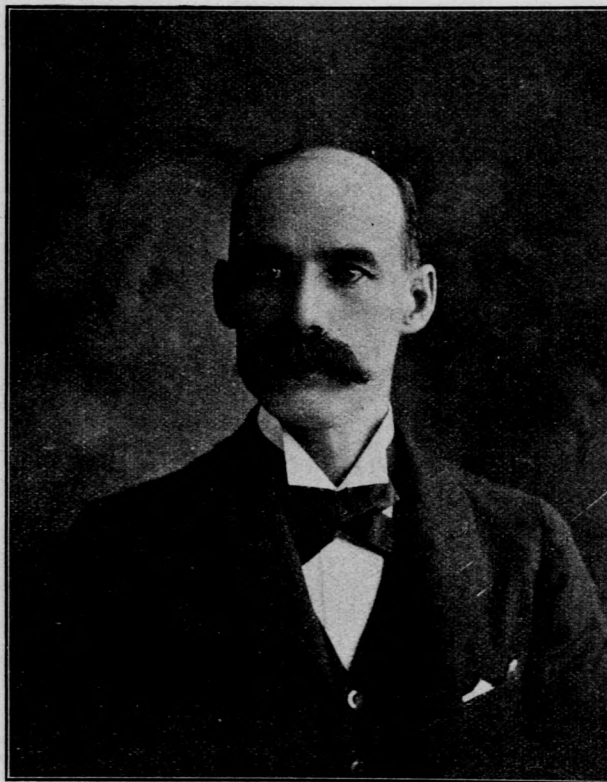
Director Ohio Experiment Station.

Autumn Hustle.

The best way to determine what advertising will do for a business is to make a practical experiment. It is impossible to theorize with any degree of satisfaction. It is impossible to realize what you could do until you try. The man who has a business to push can get better results from starting and pushing it than he can by waiting for inspiration to strike him, or waiting to see what his neighbors or friends are going to do. It is better to start the fall season with the idea that you are going to handle this advertising proposition in an intelligent and businesslike way. Outline the plan in advance if possible. See wherein business can be pushed most profitably. Put all the vim and vigor into the advertising proposition. It takes practical ideas to win out on any business proposition, and the advertising is certainly an important requisite of the establishment. The man who has gained a little experience in the past by dabbling in publicity has his foundation well laid for the success of the present season. Every step should be taken wisely and intelligently. Each proposition should be well considered before going into it. Start with the intention of making a success of the effort if success is any way within your reach. Plan and push. Be persistent and enthusiastic. Get into the business as many interesting features as possible. Start early and stay with it to the end. This is the only way to prove the value of what is being done.—Advertising World.

The Chamois Becoming Extinct.

The chamois is another animal that seems doomed to extinction. The complete disappearance of the pretty animal from the French Alps is seriously threatened, and the scientific papers are calling for measures that will protect it. The chamois makes its refuge and home in the most inaccessible places, at heights varying from 2,500 to 11,500 feet, and yet the gun mercilessly hunts it out and shoots it down. There is a large reserve in Italy on which the animal is protected, and it is suggested that the same means be adopted in France.



row margin in one of the most bitter elections ever held in New York State. Oblivion has become the portion of their opponents. The great Erie Canal is their monument. It has made New York City what it is, the metropolis of the Western world, and the Canal's usefulness, not only to New York, but to all the Great West, has exceeded even their most sanguine expectations.

The improvement of Grand River will accomplish for this city what the Erie Canal has for New York.

Shall we continue the fight for river improvement, or shall we concede that the obstructionists have won the day?

Chas. R. Sligh.

A Direful Threat.

Sideshow Manager—The tattooed man has struck for a raise.

Circus Manager—You don't say.

Sideshow Manager—Yes; he says if you don't increase his wages he'll wash all his tattoo marks off!

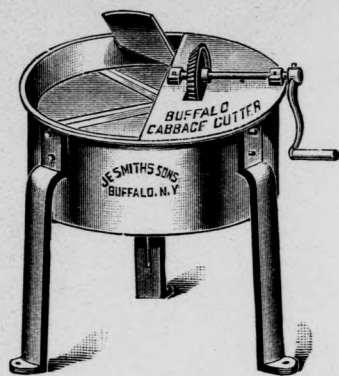
but little effect from the lime; but the second crop, just harvested, shows an increase of about six bushels per acre for the limed portion over the unlimed half acre adjoining.

In another case, half of a tract of three acres was limed in the spring of 1900 and planted in corn. There was an apparent increase in the corn crop for the limed part of this tract over that left without lime, and in the oats crop, following the corn, there has been a further increase of over nine bushels per acre.

In a third case part of a block of alfalfa was sown on limed soil, and part on unlimed, with the result that the limed portion made by far the more vigorous growth.

One method of applying lime is to pile unslacked lime in small piles on land which has been plowed and harrowed, slack by wetting and covering with earth, then mix thoroughly with

It Pays to Put Down Sauerkraut



There is money in it.
This machine will last a
lifetime.

Made in two sizes for
hand and power.

Best Kraut Cutter in the World
Cuts 600 head cabbage
in an hour.

The World's Greatest Meat Cutter

The Buffalo Silent

Have you seen it? It
is a wonderful machine.

Makes no noise.

Cuts a batch in three
minutes.

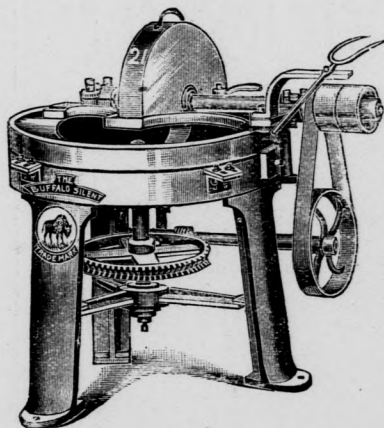
Time and labor saver.

**John E. Smith's
Sons,**

Manufacturers of

Butchers' Machinery,

BUFFALO, N. Y.



Also made to turn by hand.

Something New for Retail Grocers.

"Search-Light" Soap

It is packed 100 big double bars in a box,
with 15 large samples. 100 circulars and
show card in each box.

Price \$3 60 per box—"less freight" on a
trial box order. We will ship it to you
through any wholesale grocery house on
regular terms, or direct from the factory.
State which way when ordering.

Retail price only 5 cents (fully worth 10)
profit 40 per cent.

"Search-Light" Soap saves boiling or scald-
ing and saves hands, clothes, toil, time and
fuel. It can be used with hot, warm or
cold water and is guaranteed to do a perfect
washing "both ways." It is a pure benzine
and borax labor-saving solid bar of sanitary
soap. It makes 2 bars of excellent soap for
removing dirt, grease, grime from the hands.
You can order from your jobber's traveling
salesman or write direct to us. The less
freight offer on one box is good only to Dec. 1.

SEARCH-LIGHT SOAP CO.,

Office and Works, DETROIT, MICH.

Phones, Main 4883 and 3045.

The Williams Bros. Co.

Packers of

**Fancy Pickles, Preserves, Fruit Butters,
Jellies, Catsups, Etc.**

These goods are of the finest quality.
For sale by the trade generally. At
wholesale by CLARK-JEWELL-
WELLS CO., Grand Rapids, Mich.,
and all jobbers in Detroit, Bay City
and Saginaw.

The Williams Bros. Co., Detroit, Mich.

Picklers and Preservers

THE BICYCLE INDUSTRY.

Will It Eventually Resume Its Former Activity?

Your request for an article on the Rise and Fall of the Bicycle has been received.

I am not willing, personally, to admit that the bicycle itself has fallen into disuse or disrepute. It still remains as it did—and always will—the poor man's conveyance. Where can we find a vehicle capable of so much for so little? Even at a price of \$100 each, bicycles would be cheap for hundreds of thousands who could hardly get along without them; and with the price of a really good bicycle below half that sum, the demands for its use as an economical vehicle are far more than doubled. My knowledge of the actual cost of producing and selling a good, strong, serviceable bicycle, as compared to other vehicles, leads me to say that I do not believe its equal for efficiency is going to be produced in many years at many times its cost to the consumer.

A chain bicycle, as made by standard producers during the past three years, is good for three seasons' use, during which time it will carry a 150 pound rider over from four to six thousand miles per year with little if any repairs. At the end of that time, new tires, sprockets, chain and pedals may be necessary, to make it practically as good as new for another year or two, after which time the cost for repairs will make it unprofitable to use. In other words, it will be cheaper to invest \$40 or \$50 in a new wheel. The life of a bevel-gear, chainless is apparently more than twice that of a chain wheel. I know of chainless bicycles which have been run more than thirty-five thousand miles with less than \$5 worth of repairs (excepting the cost of three sets of tires) and are still doing service. The average user will not ride his wheel over ten miles a day, or about three thousand miles per year.

With such facts before us, can we fairly and with reason expect the bicycle to fall into disuse? Is there any known means of transportation which can effectively take its place? The trolley car and 3 cent fare will come the nearest to supplanting it, and, even then, there will be hundreds of small towns and thousands of farmers who can not be profitably reached by the trolley system for many years to come, if ever. So much for the bicycle itself.

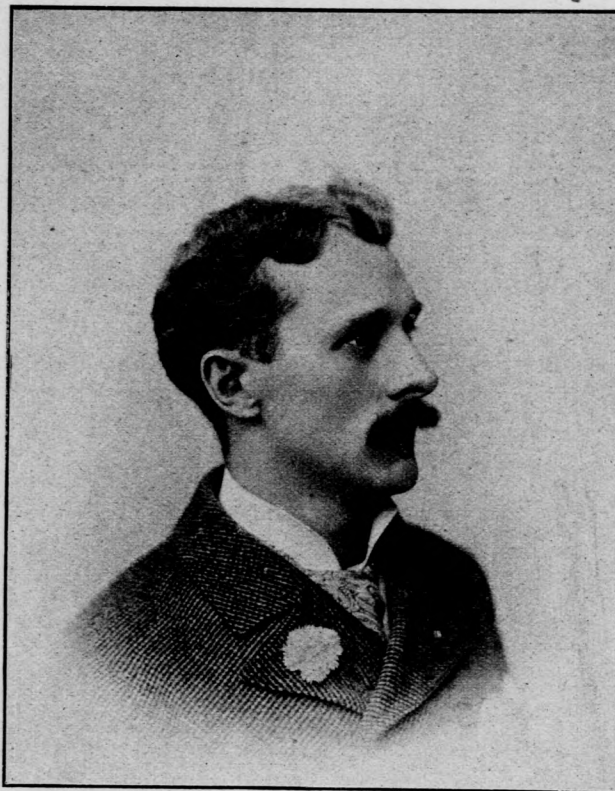
The rise of the bicycle and bicycle business I discussed in your sixteenth anniversary number. At that time the business had begun to feel the effects of over-production. A combine or trust was being formed with a view to bettering conditions and, as I then said, "If this combination employs the right methods, means and men, it will undoubtedly better the conditions," which we all foresaw, and the rapid fall of the bicycle business from a commercial point of view would have been stayed, if not entirely prevented. The bicycle business has been, or is, passing through much the same experiences as have all great moneymaking industries, and in time it will find its level. Makers who deserve it will succeed; the demand and price will be properly gauged—over-production and obsolete models will be unknown to the trade. Then, and only then, will we be able to say truthfully that "the bicycle business is picking up."

I am often asked if the trust was of any benefit to itself or the trade in general. In my opinion it but hastened the

inevitable. Its methods were unwelcome to the dealer and publisher. The former, if he handled trust goods at all, did so with little if any confidence in them. He ceased to advertise a particular brand, fearing its factory would be closed and he be left without the very brand of wheel on which he had spent time and money in creating a demand. If he were an anti-trust man—and thousands were—he dropped the line which had been his leader for years and took up an independent and probably unknown make. Such moves put certain independent makers, whom the trust said were insolvent, on their feet. The press was antagonized by the trust's department of publicity, which resulted in the circulation of all unfavorable reports and the suppression of all favorable ones. Space writers who had been mistreated never lost an opportunity to "roast" the trust. All the advertising possible could not overcome this un-

the part of the dealer was due, no doubt, to several causes: First, the press reports tended to unsettle matters; next, the trust failed to come out and announce its policy (if ever it had one other than that of "concentration with a view to economy"). This, the most important of all points, was carefully guarded. Dealers did not know what to do. They consequently did nothing and, naturally, sales fell off. If they wanted a repair, an order filled or any other information, so much "red tape" was in evidence as to disgust many. Competition among dealers in many localities ceased, as might be expected. On top of all this came the closing of many popular factories, followed by an unmistakable evidence of a lack of harmony in the "cabinet."

All things taken into consideration, it "looks to a man up a tree" as if the bicycle trust had failed to benefit the trade, itself, the public or the industry.



popularity. The trust made the great mistake of not selecting the proper man for its department of publicity and then, again, in assuming that it had control of the business and of dictating to the dealer (which was properly and promptly resented in a manner which very materially affected the sales of the combination); to a lack of confidence in the trust more than to any other one thing do I attribute the sudden and awful falling off of sales which resulted in what many people persist in terming the "downfall of the bicycle business."

The day is not far distant when bicycles will be sold by dealers everywhere much the same as other hardware, by the hardware merchant. The market will have been freed of the trash now being unloaded through mail order houses and other sources equally as unreliable and annoying to the legitimate dealer.

The lack of confidence in the trust on

I doubt if the sales of the entire combination equal those of the two largest concerns at the time of its organization. In time, the combination may succeed in adjusting itself to the conditions and, if harmony becomes a feature of its management, we may look for its final success. By that time the old bicycles now in use and those in warehouses will be worn out and new ones needed. The trade will then say, as they are now saying of the carriage business, "It's on the boom."

A word in regard to export trade: At one time we had a very large foreign trade. American bicycles were in favor and led all others in the estimation of foreign riders, as do most American-made products. Had this demand been properly handled and advertised by well-known American makers, who should have sent good representatives abroad and thus personally warned foreign dealers of the danger in buying

American trash, our best bicycle makers would now find a ready market for good wheels. Our export trade was ruined by the unloading of cheap trash made by makers who did not care for a good reputation and, as a result, American made bicycles are in disrepute.

J. Elmer Pratt.

Greater Commercial Happiness Than Ever Before.

The Michigan Tradesman, noting the fact that some of the trade papers are devoting much space to the matter of collecting old accounts and exterminating dead-beats, remarks that it fails to find any reference to a subject of far greater importance than the collection of poor accounts and bad debts.

That is an exceedingly timely and appropriate comment and applies with force to the majority of the discussion which is going on. The Trade Journal agrees with its contemporary that if one-half of the thought and effort and expense expended on devising schemes to bring poor paying people to time were devoted to creating and maintaining methods to prevent the making of bad accounts, the merchants as a class would be better off. Credit transactions would be on a firmer basis and greater harmony between the merchants and consumers would prevail.

Merchants of St. Paul have had their experience with the old-time credit system, through which they have found their capital largely tied up in promises to pay that were never made good.

Recently these gentlemen have tacked ship, as it were, and while not abandoning effort to collect accounts long standing and due, have highly resolved that no more such claims should appear upon their books. The customer who can not make payment or satisfactory settlement every thirty days is one whose patronage is regarded as undesirable. Other communities than this will be glad to be made aware that the system, which was only adopted the first of September, is working admirably and is in every way satisfactory. In the first place the retailers are standing together on the resolve to extend no credit excepting as above specified.

This unity is wholesome, because of the fact that the old miscellaneous credit way was born of the fear of competition, which was largely responsible for the situation of the accounts of the merchants, but when the new leaf was turned over, it was mutually agreed that all should keep the covenant and observe the new credit system.

The retailers hereabouts are now well aware, if they never were before, that, as the Trade Journal has often said, they themselves are largely responsible for their predicament. This having been made plain to them, and appreciated by them, they wisely assume the responsibility of proceeding upon a different system and one which will leave them no bad accounts, and better still, no dead-beats to deal with. As a consequence, there is now greater commercial happiness in this community than ever before in its history.—St. Paul Trade Journal.

No Disguise.

No man can disguise his voice in talking through a telephone. Every person has some little peculiarity of speech that, no matter how infinitesimal it may be, is sure to be accentuated and made more recognizable over the wire. The man who has a sharp ring in his voice will seem to speak more sharply; a gruff voice will be made more gruff, and by the same rule an insincere voice is given a greater tone of insincerity.

BALL-BARNHART- PUTMAN CO.

Established
1864

**Wholesale Grocers
and Importers of Tea**

Incorporated
1890

WHILE we aim to carry a stock which is complete in every department, we especially desire to call attention to the following goods, which we control in this territory and which we are able to guarantee to our customers because of their superior quality and uniform excellence :

Duluth Imperial Spring Wheat Flour

Diamond Winter Wheat Flour

Elk Chop Japan Teas

Heekin's Coffees

Tiger Brand Spices

Hemingway Canning Co.'s Extra

Fancy Canned Goods

Riverside Cheese

Celebrated Right Thing Cigars

We are always "at home" to our friends, and Retail Grocers visiting the city at any time are invited to call and shake hands and be shown through one of the oldest, largest and best equipped wholesale grocery establishments in the Middle West.

Ball-Barnhart-Putman Co., Grand Rapids, Mich.

EARLY DAYS.

Pioneer Merchandizing Methods In Antrim County.

If tradition may be relied upon, the first wagonload of goods intended for a Central Lake store was never put inside the building. This was some thirty years ago, and the places where supplies might be obtained were few and far between. Brownstown, now Torch Lake, was the nearest, and that was nine miles away. The inhabitants of this region had, however, a choice of trading places, and they went sometimes to Elk Rapids, twenty-five miles, occasionally to Pine River, now Charlevoix, twenty miles distant, and not infrequently to Traverse City, forty-three miles by road from Central Lake. When it became known that a store was to be started at this point, excitement among the people within a fifteen mile radius was something to be talked of around the firesides for years to come. The beginning of the Spanish American war was nothing compared with it. As the time approached for "the opening," men started for Central Lake, and for three or four days preceding the coming of the goods a small but anxious crowd thronged the neighborhood of the little building near the river bank. There was some delay in the arrival of the ox team that pulled in the supplies, and a number of prospective customers who lived at a considerable distance, camped out or stayed with accommodating friends. And so it came that when the deep reverberations of the ox teamster's voice first echoed across the hills and through the fertile valleys of the Intermediate, as the lumber wagon that bore salvation to hungry Central Lakers creaked and groaned its sinuous way through the windings of what is now our beloved State street, and bumped over logs and dodged stumps as best it might, an eager throng was ready to carry off every scrap of merchandise that was in the load. And how they went for it! This was something like living! Goods at their very doors! (Some of these men lived fifteen miles away.) Was there meat? Of course. A whole barrel of salt pork—the kind we used to get, great slabs that weighed eighteen or twenty pounds, and some of it tougher than sole leather. A whole barrel! The head was knocked in and a mental calculation made. Everybody wanted some, and in order to make it go around, the pieces had to be cut. These were weighed out on a set of steelyards. There was flour, too. Two barrels of it. Sugar? Fifty pounds—that was distributed. Tea? Yes, and tobacco. Nobody asked the brand. No one said he couldn't use that kind. He took what he got and looked pleasant, and when the goods were all parceled out and darkness had once more settled upon Mother Earth, the customers of the first store at Central Lake shouldered their burdens and started home on foot. And that was the beginning of the business that is now conducted under the firm name of Thurston & Co.

It is now about twenty-three years since father and I landed at the Torch Lake dock and walked over to Central Lake. It was the month of May, the weather warm and pleasant, and the air filled with the beautiful blue vapor that hangs over this region the greater part of the year. The country was new and raw and unpolished, the farmers' fields, what there were of them, plentifully studded with stumps, and the fences made of rails, logs or brush. The houses were of logs—some of them roofed with

elm bark—the roads so bad it made one cry to ride over them. There were two horses only in this township and none east of us. Few farmers were as yet able to own cattle. One man, somewhat later, became locally famous by driving a team composed of a cow and a very tall, raw boned horse. Everything was in the rough.

The experience of the writer does not cover a large area of Northern Michigan, and the ground touched upon by this article has very narrow confines. Twenty-three years ago Central Lake's sole mercantile establishment consisted of a small room in a house near the bridge. There was a counter on one side, and the stock carried consisted only of the most staple necessities of life. The establishment was known as "The Central Lake Store," and the goods were the property of Dexter & Noble, of Elk Rapids. My father and another man bought out the claim, en-

about the only things that kept business moving.

During the early part of this period, when there was absolutely no money in circulation here, people got so sick of "slivers" that they frequently shoved them off in utter recklessness. A man with a pocketful bought what supplies he needed, and having a quantity left, said: "I don't want to take these cursed things home. What else have you got that I can buy with 'em?" When the last one was gone, he departed happy but with an empty purse. Silkman had a store and sawmill at Torch Lake, and he issued scrip, too, but always preferred to take it back from first hands, so that it never got into circulation as did the maple slivers.

About this time Hannah, Lay & Co., of Traverse City, were doing business in a lot of wooden buildings near the bay, back of where their present store is situated. Smith Barnes was the man-

marked. I have spoken of some of them in a previous paper, and do not feel that I could do justice to the subject even were I to try. Traverse City is its own best exponent.

At Spencer Creek R. W. Coy had a funny old barracks where he sold goods, and he parted with lots of them, too, even in the times when customers were scarce. He lived to see his small beginning grow into a large and prosperous business, and to build a fine store and equip it as he wished. He and Smith Barnes, William Cameron, of Torch Lake, and H. H. Noble, the pioneer merchant of Elk Rapids, have passed to the Great Beyond. But they each set a mark for honest business methods, for liberality and fair dealing, and from the fastnesses of the primeval Michigan forests they carved for posterity a path that is broad and straight and stretches onward and ever onward to something more than the mere acquirement of a heavy purse.

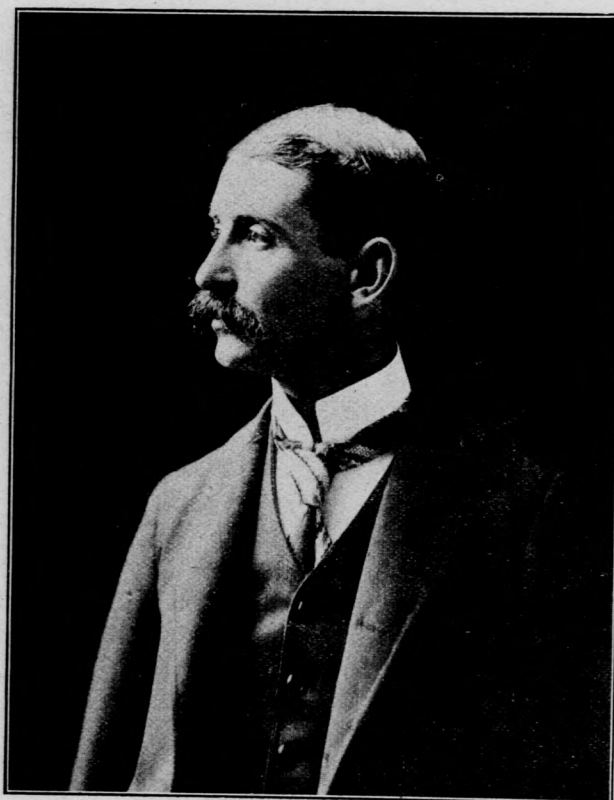
The trade in Northern Michigan twenty years ago was vastly different from what it is now. The residents of this region were generally known as "mossbacks," the legend running that one who would voluntarily immerse himself in the fastnesses of the Grand Traverse country was like a fallen tree—dead to the world and would soon be covered with a thick mat of nature's green. The mossbacks took this sally in good part and carried on the joke by playfully scraping imaginary moss from one another, or backing up to a convenient door jamb and rubbing their spinal columns against its edge.

They were a jolly lot, as I remember them. Happy-go-lucky—many of them—some shiftless and improvident. They (not all) were content with a log shack and a two acre clearing where were yearly grown a small patch of potatoes and a handful of hay. Fish from the lake in summer, a stray deer shot in or out of season, a job of cutting cordwood in the winter and a little maple sugar in the spring furnished their rather irregular menu, and the means wherewith to get their few simple requirements from "the store."

This was the people from whom the merchant of the early days drew his trade, and it stood him well in hand to make the most of it, for it was all there was. But if the means and the necessities of the early farmer were confined by narrow limits, the same may be said of those of the dealer. The law held good then that does now, namely, to gauge expenses according to size of income.

How those early settlers used to swarm into the store on stormy days and sit around, smoking villainous home-grown tobacco in all manner of foul-smelling pipes. They told stories, compared notes on the weather, the crops, the prospects for a reduction in the price of flour and better figures for logs and cordwood. They cursed the log scaler roundly—in his absence—and formulated plans for his ultimate destruction. They told how they used to do things in Canada, or down t' the south part. This expression, a very common one here at one time, may need a word of explanation. It was sometimes varied to read "down t' the south part the State," or over in Alpeny, and never failed to draw unfavorable comparisons between the methods, the goods and the prices of the home dealer and those of some merchant in the far off valleys of their boyhood dreams.

They said that farming wouldn't pay



larged the building and the stock, and all seemed favorable for a rosy future. Great interest was manifested by the residents of this part of the country at the improvements that were being made. People came for long distances to trade here. It seemed encouraging to have a large selection of goods to choose from and a chance to sell country produce. The Elk Rapids Iron Co. bought quantities of cord wood, and paid for it largely with due bills on Dexter & Noble's store. This firm pursued quite a liberal policy toward country merchants, and did a heavy business in supplying them with goods at reasonable prices, taking from them this scrip, or "maple slivers," as it was commonly called, in payment. Pearl at Eastport and Coy at Alden (then Spencer Creek) also handled large amounts of this medium of exchange, and at times when money was scarce, it and leeky butter were

ager of the mercantile department, and they tell even now of the large quantities of some kinds of goods that he bought in the fall, before navigation closed. This firm supplied numberless lumbering camps, besides many country stores, and it was said that if he bought pork cheap in the fall, it was sold at a corresponding price as long as it lasted. However, as it sometimes happened that the purchase was made at a high figure, and the market slumped afterwards, merchants found it to their advantage to haul their supplies of meat from even as remote a point as Big Rapids. But this store is now conducted in a modern building, and, although erected some time ago, is probably the largest of its kind in Northern Michigan, and its manager, Herbert Montague, is considered one of the representative and progressive business men of the State. The changes for the better in Traverse City are many and

Established 1872. Incorporated 1890.

LEMON & WHEELER COMPANY

One of the Oldest and Largest Wholesale Grocers and the

❧ Largest Importers of Teas ❧

in Western Michigan, controlling the distribution of the
following well-known brands:

L. & W. CO.
G. R.

“Forget Me Not” Japan Teas,
Thompson & Taylor Spice Co.’s “Diamond” Coffees,
Bay State Milling Co.’s Wingold Flour,
Coal Oil Johnny Soap,
Acme Canned Tomatoes,
“Rapid” Canned Tomatoes,
Larson’s Celebrated “Champion of England” Canned Peas,
Seward Fancy Red Alaska Salmon,
“Climax” Extra Fancy Canned Corn,
Imperial Fancy Canned Corn,
Simon Pure Spices and Extracts,
Acme Cheese.

Being conveniently situated near the Union depot, we most cordially invite all merchants visiting Grand Rapids to confer upon us the pleasure of calling at our establishment when in the city, to the end that closer relationship may be cultivated to our mutual benefit.

in "Grand Travis." They believed it, too, and repeated it until it became an axiom. It was so. With the cordwood played out and the sawlogs cut, the farms would all grow up to brush. Northern Michigan would become a barren waste.

That was twenty years ago, and even yet, with splendid farms on every side, with farmers who have grown rich tilling the lands of which we speak, even in the face of this, the same old croaker is abroad with the same old song, "Farming in Grand Travis won't pay. As soon as the timber is cut and the sawmills shut down, nobody can't live in Grand Travis."

Bosh!

These early settlers had a mission to perform. They cleared land, established highways, built schools and elected representatives who made many wise, although some impracticable, laws. Later, when they had proved up on their homesteads, many of them sold out or mortgaged, and these lands fell into the hands of a more thrifty and provident class who, perhaps not adapted to the opening up of a new country nor to enduring the hardships incident thereto, were nevertheless able to take up the thread of improvement and follow it with a steadier stride and a better understanding of the requirements of modern civilization than those who went before.

Northern Michigan is now dotted with thrifty, well-built and wisely-governed modern villages. The business of selling goods was never in better condition, nor did its future ever wear a brighter smile than now. With good railroads, splendid service by the lake boats, and the quick and reliable communication with the large cities thus obtained, with prosperous farming and fruit-producing communities on all sides, and many large and apparently permanent manufacturing establishments throughout its entire length; with climate, soil and scenery of a quality difficult to excel, I see no reason why Northern Michigan will not be a better, richer and more populous country and make greater advancement for good in the next twenty years than it has in the twenty years last past.

What the future holds in store for us is largely a matter of conjecture. But come what will, let us voice the sentiment of the lay brother who, when unexpectedly called upon to ask the blessing, said in a subdued voice:

"For that which we are about to receive, may the Lord make us thankful."

Geo. L. Thurston.

Necessity For Occasional Rest.
From the Springfield Republican.

The necessity for an occasional rest from labor, and more particularly for some out-door recreation, is shown by some interesting experiments recently conducted at Munich, which demonstrate that the system loses oxygen to the amount of one ounce as the result of a hard day's work. It has been found that the laborer does not recover during the night the oxygen he has thus overdrawn, but that an occasional day of rest intervening at the right time will serve completely to restore him. It is equally the case in other kinds of labor, whether mental or physical. A complete day's rest gives renewed vitality and renewed energy to recommence work.

A Japanese firm has leased an old brewery in West Berkeley, Cal., and proposes to manufacture liquors for the Japanese residents of this country. Japanese beverages made here can be sold at a price much lower than the cost of the imported liquors at San Francisco.

THE BEAN TRADE.

Michigan Stands at the Head in Point of Production.

The writer may be said to have started in on the ground floor in the bean business, his first experience having been as a boy on his knees in the dirt, pulling beans at 10 cents a row in New York State away back in 1866. The rows, as I remember them now, looked at least ten miles long. This, however, is probably due to the backaches, which are also easily remembered.

The raising of beans in quantities for market commenced in New York State about 1840, when the first wagonload of them was sold in Orleans county. The production has gradually increased up to 1901, when we produced about 10,000,000 bushels in the United States and Canada, Michigan standing at the head in the amount produced, although she did not get into the field very extensively until about 1890. The price

expense of about 10 cents per bushel, all told. Formerly the pods were stored in the barn until the first cold days of winter, when they were threshed out with the old-fashioned flail, which as a gymnastic exercise beats all the modern appliances out of sight. Sometimes the barn floor was covered to the depth of one or two feet and horses were driven around on them, two or three men constantly turning them with forks. After threshing came the cleaning through the fanning mill to remove the vast amount of pods, dirt, etc. All this was tedious, slow work, but kept the appetites of the boys up to high water mark. Prices, as a whole, did not average much different from recent years. The production in Michigan twenty years ago was probably not over 100,000 bushels; this year's estimate is over 4,000,000 bushels.

The process of handling beans in the elevators has necessarily changed very

3 cents per pound for each pound they pick out. The good beans, which are now called choice hand picked, pass to bins below and are ready to be drawn into bags. The only hand labor from farmer to car, except sorting by girls, is sewing the sacks and wheeling into cars. I have gone over this process briefly, thinking it might be of interest to those not familiar with the process. The industry is of more importance than generally supposed, and will bring into the State this season from \$6,000,000 to \$8,000,000. C. E. Burns.

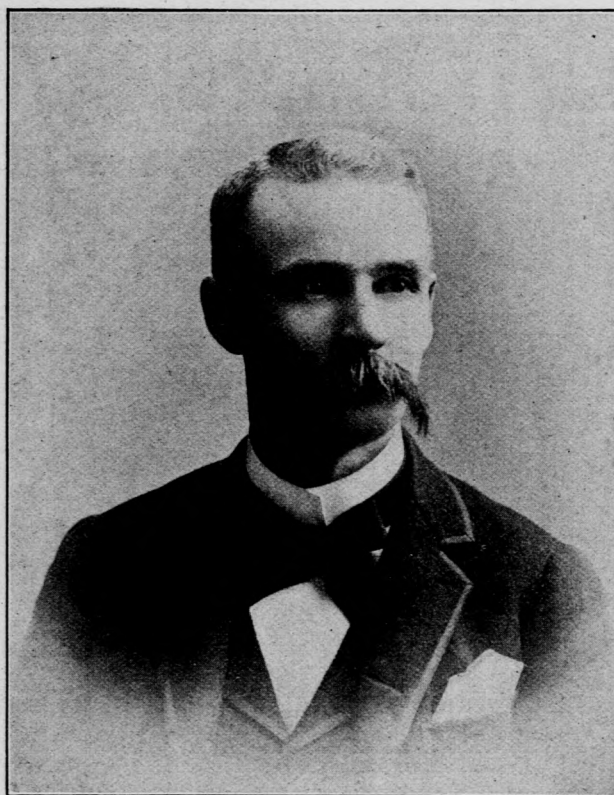
Will Not Be Permitted.

A physician who describes himself as a nerve specialist, but who must be more or less of a freak, recently went to Chicago and announced his purpose to make suicide not only easy but attractive. His proposition is a most gruesome one. He points out that communities are frequently shocked by finding a discolored human body in a lake or, badly mutilated by gunshot wounds, in the park or by the roadside. So he thinks he will establish a place where those who wish to put an end to their existence can do so with environment and surroundings to them attractive. All they will have to do when they go into this suicide parlor is to sit down in an easy chair, touch a button and the apparatus will do the rest. This remarkable physician answers the objections which statutory law would raise against his project by declaring that the law of humanity seeks to make the grave easy of approach to those who wish to lie there.

There are those who advocate that suicide is of itself a sure evidence of insanity. This is not a unanimously accepted theory, because in many cases cowards prefer death to confessing the consequences of their deeds. The defaulter discovered, the man who murders in the heat of passion and like offenders, suddenly overcome by a realization of their sins and prompted by keen remorse, sometimes hasten to death rather than endure humiliation and penalty. Another class of suicides—and it is a large one—are those whose minds for some reason or other become temporarily unbalanced. Suicidal opportunities put within their reach would be quickly improved, and yet these same people, if committed to a hospital for the insane and properly treated, show a large percentage of recoveries and many of them lead busy, useful lives and die a natural death. The suicidal mania seems to be contagious. A sensational suicide is pretty sure to be followed by others apparently influenced by it, because their disordered minds have been attracted and they have not will power and sense enough to serve as a balance wheel in the temporary excitement. Of course, this physician's suicide parlors will never get further than a suggestion, but the circulars he is sending out and the advertising he is getting are of themselves a baneful influence.

Tramp Cars.

A great many oranges are shipped East in what are known as "tramp cars." There is no fruit the price of which fluctuates as much as does that of oranges, consequently thousands of carloads of the fruit are started East with some uncertain destination. The car may be consigned to Kansas City, but in the meantime there are agents watching in the East for the best markets and on telegraphic information the car may be ordered on to Chicago or New York.



has varied greatly, ranging as high as \$6 in 1870 and down to 50 cents in 1896. The demand, on the whole, has kept pace with the production, and we believe will continue to do so.

Great changes have taken place during the last twenty years in the methods of handling on the farm, as well as by the elevators. Then they were usually planted with a hoe and cultivated with a one horse cultivator. Now a two horse planter plants ten to twelve acres a day in rows thirty inches apart and a farmer rides on a two horse cultivator and cares for the crop. At that time all were pulled by hand labor at a cost of \$2.50 to \$3 per acre. About 1880 the first successful harvester was brought out. One man, with a pair of horses, now harvests ten acres a day at an expense of 25 cents per acre. The bean thresher, with power furnished by a steam engine, was introduced about 1875, the threshing being done at an

much also in the last few years. They were usually thrown into a bin and from there scooped by hand into a fanning mill turned by hand, then placed on stationary tables and the inferior beans picked out by girls or women, and from there carried and dumped into bags or barrels. At the modern elevator the farmer drives to the door, dumps his bags into a hopper beside his wagon, from which they are elevated into a large power cleaner, from this into a hopper scale, and then elevated to the top of the building, then passing through a machine-picker that removes about three-fourths of the discolored beans, passing again to the cupola, where they are spouted onto a moving canvas, either a separate machine with one girl at the end, or a wider and a longer one with a row of girls on each side, who remove all the defective beans which the machines have failed to catch. For this work they get 2½ to

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Banigan and Woonasquatucket Rubbers

These goods will help you to build up a profitable and satisfactory trade on RUBBER FOOTWEAR. STYLE, FIT and WEARING QUALITIES unexcelled. LION BRAND COMBINATIONS. We carry a full stock of LUMBERMEN'S SOCKS and FELT BOOT COMBINATIONS. We do not claim our combinations are the cheapest on the market, but the BEST GOODS SOLD for the money. Note the prices:

Woonasquatucket

	Per Case
Men's 1 Buckle Heeled Huron with Lightweight Felt Boot.....	\$15 50
Men's 1 Buckle Heeled Perfection with Lightweight Felt Boot.....	18 00
Men's 1 Buckle Heeled Perfection with Heavyweight Black Top, Outside Strap, Felt Boot..	19 20
Boys' 1 Buckle Heeled Perfection with Heavyweight Black Top, Outside Strap, Felt Boot..	16 00
Boys' 1 Buckle Heeled Huron with Heavyweight Black Top, Outside Strap, Felt Boot.....	15 00
Youths' 1 Buckle No Heel Huron with Heavyweight Black Top, Outside Strap, Felt Boot..	12 00

Banigan

	Per Case
Men's 1 Buckle Heeled Huron with Lightweight Felt Boot.....	\$17 00
Men's 1 Buckle Heeled Duck Rolled Edge Perfection with Light or Dark Grey Heavyweight Black Top Boot, Outside Straps.....	22 50
Men's 1 Buckle Heeled Duck Rolled Edge Perfection with All Knit Boot.....	24 00
Men's 1 Buckle Heeled Duck Rolled Edge Perfection with White Boot.....	24 00
Boys' 1 Buckle Heeled Duck Rolled Edge Perfection with Heavyweight Boot.....	18 00

We carry a full stock on hand of all styles of Rubber Footwear for sizing up.
MAIL ORDERS GIVEN PROMPT ATTENTION.

Edward R. Rice
267-269 Franklin Street, Chicago, Illinois

FREE RAW SUGAR.

Its Probable Effect on the Beet Sugar Industry.

The production of cane sugar within the United States, although fostered and encouraged by our Government for more than a century, is very small and in 1900 amounted to but 132,000 tons. Neither the bounty nor the tariff laws have been able to so stimulate its production as to give any reasonable hope to our people from annually paying over \$100,000,000 to the peoples of other lands for imported sugar. The experiments made by the National Department of Agriculture, however, clearly demonstrated the fact that the soil and climate of many of our states are well adapted to the culture of sugar beets. These facts were called to the attention of the framers of the Dingley tariff bill, who determined to investigate the matter and learned that beet sugar factories existed in only three states and that the total annual output was less than 20,000 tons.

Mr. Dingley, after careful consideration, reported to Congress that the success which had attended the growing of sugar beets in certain sections of our country made the problem of producing our own sugar by raising beets no longer doubtful, and suggested a tariff schedule which, he said, would be a boon to agriculture and a source of revenue to the Government. Congress enacted this schedule into law and placed a duty of 95 cents per 100 pounds on raw sugar not above 16 Dutch standard in color and not above 75 degrees polarization and then on a rising scale for higher grades until it reaches 182.5 cents per 100 pounds on refined sugar of 100 degrees polarization. Where sugar imported is higher in color than 16 Dutch standard, 12.5 cents per 100 pounds additional duty is charged. Where countries, like Germany and France, pay a bounty to the manufacturer of sugar, there must be an additional amount paid on such sugar before it can be received into this country, equal to the bounty paid, by its government, on its production. By making that provision, all countries are placed on an equal footing when they present their sugar at our doors. It also gives the American producer the benefit of the fact that the foreign manufacturer must forfeit his bounty to the United States Government, besides paying the tariff duties, before he can become a competitor with our manufacturer, in our home markets. These laws were bitterly and stringently opposed, both before the Committee and on the floor of Congress, by representatives of the foreign sugar interest and the refineries here, who endeavored in every possible way to have the tariff placed on refined sugar, leaving the raw product to enter free. This would have been a great blessing to the refining industries here, but would have defeated the very object of the law—for it must be remembered that almost, if not all, the sugar imported into our country by Germany and France is in a raw condition, to be here refined and made merchantable for all purposes.

The effect of this law, as enacted, together with state bounty laws, since passed, has been all that could be expected or hoped for. Witness the phenomenal growth of the industry made possible by means of this tariff law. During the years 1899 and 1900 twenty-one new factories were built, with an average daily capacity of 700 tons each. Eight of these were constructed in Michigan at the following points: Bay

City, West Bay City, Alma, Kalamazoo, Benton Harbor, Holland and Caro.

During this summer several more factories have been constructed and are now in operation in different states. Millions of dollars have been invested in these factories and agriculture has been wonderfully blest. The percentage of sugar extracted is high and the outlook for this infant industry is, indeed, bright. During the campaign of 1899 and 1900 the total output of these factories was 163,394,560 pounds. What would be the effect upon this industry if the Dingley tariff should be repealed and sugar be placed on the free list?

The answer: Absolute ruin and complete destruction, the closing of every sugar factory in America and the loss of everything invested. Why? Because the laws of the other beet sugar producing countries are so framed that our producers could not successfully compete with foreign manufacturers.

France—Has a prohibitive duty and pays even a larger bounty than Germany for every pound of sugar manufactured in France from beets grown there and exported to other lands.

Russia—Has a duty of 6.6 cents on raw and 8.88 cents on refined sugar.

Belgium—Has a duty of 3.94 cents to 4.36 cents per pound.

Holland—Taxes foreign sugar at 4.80 cents per pound.

It requires no statesman to see that, while such conditions prevail in other nations, present competition under a free trade system is impossible.

The repeal of a tariff on sugar would open up our markets to the manufacturer in Germany and France, who, by reason of cheaper labor conditions and government bounty received, could undersell and ruin the industry here. These facts are patent on their face.

The German empire must annually export about two-thirds of its entire

tled condition of our tariff laws with our new possessions.

In 1899-1900 Hawaii produced 275,000 tons of sugar. Puerto Rico 50,000 tons. The Philippine Islands exported 40,000 tons and Cuba 395,000 tons. This production can be greatly increased. In fact, these possessions can be made to supply our entire demand. With present conditions of labor, wages and prices there existing, and with the prohibitive duties of Europe in view, every effort should be made by the beet sugar interests to prevent the free importation of sugar from these islands. Continued protection means much to our beet farmers. It enables them to annually net from \$50 to \$100 per acre and, in addition, to have the pulp as an excellent fodder for their cattle.

It means continued employment to labor and a safe investment for the stockholder.

It means in the near future the keeping within the United States of more than one hundred million dollars annually and eventually the capturing of the markets of the world.

Geo. E. Kollen.

The Dissatisfied Customer.

The customer is the merchant's rightful critic, and must be carefully studied in his various phases, more especially in his protests. His approval is seldom expressed by other than silent endorsement. Likes and dislikes must be divined from his tantrums when matters go wrong. A man in your line of trade understands the difficulties and vexations that daily beset you, but the average customer is uncharitable, prone to fly elsewhere when dissatisfied. While infinite pains is needed to please him, there are several dozen ways in which he may be slighted or offended—many little shortcomings that will creep into the best-kept shops despite constant watching. A green clerk can undo six months of his employer's best efforts in five minutes, and send a regular purchaser out of the front door full of prejudice against that particular store.

Certain goods may have deteriorated in quality, or a defective article may have been sold unwittingly; a customer may have been kept waiting beyond his turn, a flippant boy may have indulged in a bit of slang repartee—any one of a score of common causes may have aroused his resentment and undermined his good opinion of the place. The merchant must, perforce, regain his good will and remedy the defect by the hard-won hint.

Of course, almost every business day brings its example of the unreasonable or chronic or habitual grumbler, but it is plainly good policy to study the dissatisfied customer and adjust faults in stock, system and working force by his dislikes, for he is the most reliable indicator of things gone wrong.—Keystone.

Minor Chords.

Do not "blow" about your business to customers; they might conclude that you are doing too much.

Do not ask too prices. Your customer might think that the other fellow gets the lowest.

Do not keep a clerk down. Your competitor might lift him up.

Do not fail to keep your engagement with the traveling salesman. His time is money.

Do not expect returns from your first advertisement the same day. It takes time for seeds to take root.

Do not say a word in your advertisement that you will have to "eat." Indigestion is troublesome.—Clothier and Furnisher.



The following is a list of the principal beet sugar producing countries, together with the number of tons of beet sugar produced by each in 1899 and 1900:

Germany, 1,790,000.
Austria, 1,120,000.
France, 970,000.
Russia, 900,000.
Belgium, 300,000.
Holland, 180,000.

Now let us examine briefly what these several governments are doing to foster and promote this industry within their several countries:

Germany—In 1869 we bought of Germany 871,928,762 pounds of sugar for \$18,587,783. It has a prohibitive duty on all foreign sugar of from 3.9 to 4.75 cents per pound; a consumption tax of 2.2 cents per pound; and a bounty of from 2.7 to 3.9 cents for every pound of sugar exported to gain foreign markets for her surplus sugars.

Austria—Has a prohibitive duty of from 3.9 to 4.75 cents per pound.

sugar product and has, therefore, come to the relief of the producers and has already taken possession of the sugar trade of Great Britain and has destroyed her refining industries completely. We must be on our guard. We can produce our own sugar. One million acres of beets will do it. We have the land, climate, money, energy and brains. Let us employ them. American ingenuity and enterprise will soon devise new processes and, with improved machinery, will so materially reduce the cost of production as to enable us in the course of years to invite the free competition of the world. The evidence of this can already be observed upon the field and in the factory. Give us time and protection and we will become the greatest beet sugar producing country in the world.

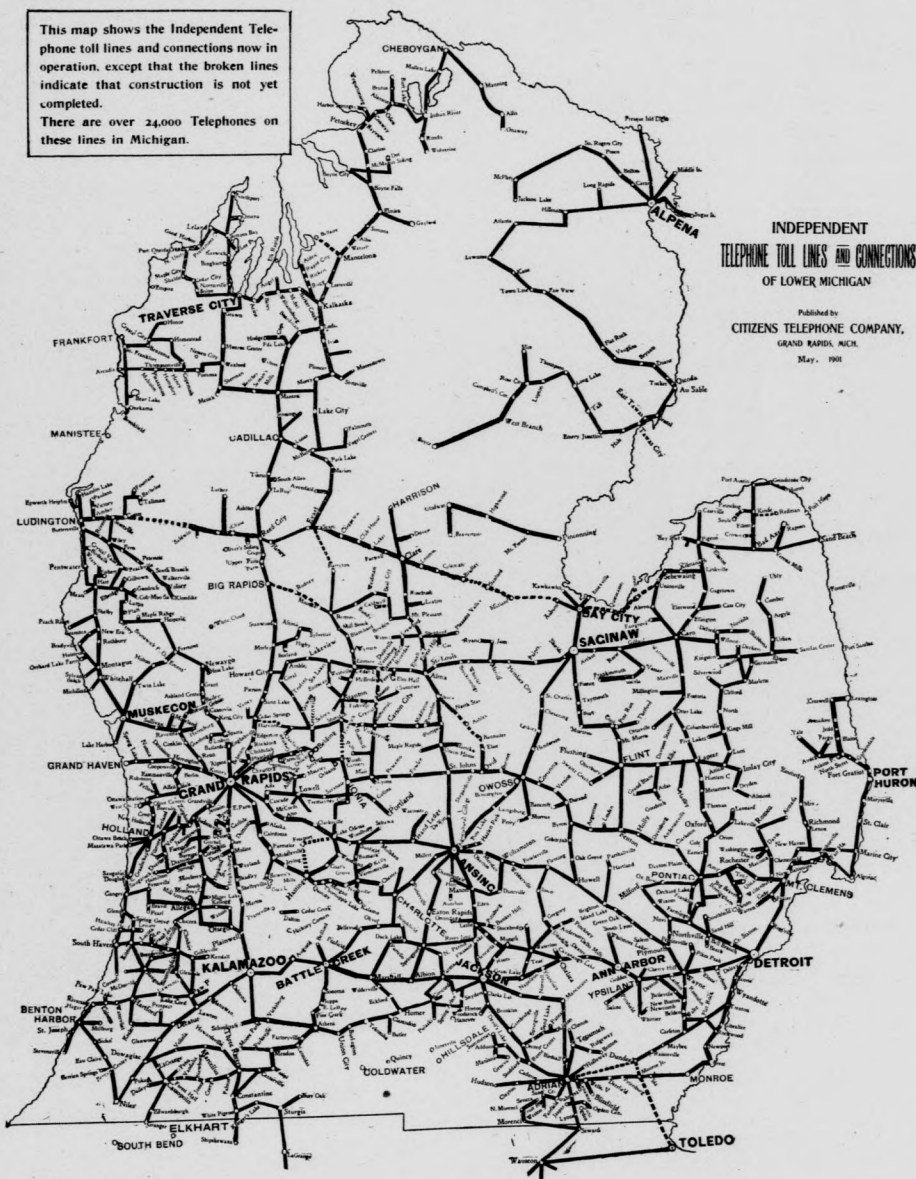
The present danger to our beet sugar industry comes largely from the unset-

CITIZENS TELEPHONE CO. OF GRAND RAPIDS

Authorized Capital Stock, One Million Dollars

Owned by Michigan People. Managed by Michigan Men

This map shows the Independent Telephone toll lines and connections now in operation, except that the broken lines indicate that construction is not yet completed.
There are over 24,000 Telephones on these lines in Michigan.



No Bonds
No Watered
Stock
No High Priced
Officials
Rates Governed
by Franchise
Best Service
Owns 37
Exchanges
Owns 117 Toll
Points
Reaches 751
Towns
Territory
Rapidly
Increasing

The stock of the company is held by over 500 Michigan people and has come to be regarded as one of the most reliable investments available. Two per cent. quarterly dividends have been paid for over four years with the regularity of clock work. The earnings of the company are gradually increasing and the prestige of the corporation is being augmented by reason of its remarkable growth, the conservatism of its management and the excellent field occupied.

CHAS. F. ROOD, President.

EDWARD FITZGERALD, Vice-President.

E. B. FISHER, Secretary.

WM. J. STUART, Treasurer.

COMPRESSED YEAST.

Side Lights on a Rapidly Growing Industry.

While my connection with the yeast business has been mainly in disposing of the finished product, I lately had an opportunity to make some microscopic examinations of the yeast in its different stages of development. An almost infinitesimal portion was placed on a glass slide after being slightly moistened, and when examined under the microscope numerous minute bodies, round and elliptical in shape, were discovered. In some instances these cells, as I may term them, were separated, while in others they were in the form of a cluster, incased in a thin covering, and contained the well-known yeast plant known by scientists as protoplasm. The yeast cells have the power of multiplying themselves by division or through a growth on the original



plant and will produce from six to eight times their number, at which period the vitality of the mother cell is exhausted. It would be impossible to even make an intelligent guess of the millions of these cells which comprise a pound of compressed yeast, but the study of them is very interesting, even to a layman.

As to the development of the yeast business, years ago, and prior to its manufacture in America, many small distilleries in Europe made yeast as a bi-product. Its manufacture was unscientific in all that the term implies. The resultant product was sometimes good and sometimes otherwise. Since its manufacture, however, in America, the greatest care has been taken to produce uniform results and the leading manufacturer makes a scientific test of every batch prior to its being placed on the market. In addition, the most expert help is employed and every care taken to insure the best article that can possibly be manufactured. Every one is familiar with the compressed yeast wagons which make daily calls on the grocer and baker, but few are aware of the immense number necessary in the United States and Canada, as their observation is naturally confined to their own city, but which number enables every dealer to receive fresh yeast daily and to insure his patrons that absolute reliance can be placed on the freshness and quality of the compressed yeast delivered to them. Of course, there are yeasts and yeasts. Some are sold in lump shape to housekeepers who desire

quantity rather than quality, while the best brand is put up in tin foil and labeled with a name that is known to every one in the United States and Canada, and which name is a guarantee of absolute reliability. While but a little over a quarter of a century ago the volume of compressed yeast put out to the trade could, if it had been confined to one city, be supplied by three or four wagons, that disposed of at present necessitates the use of over 3,000 vehicles. This will give an idea of how the business has grown in the limited period to which reference is made.

L. Winternitz.

Experience in Trying to Tame an Errand Boy.

"The trouble between the small shopkeeper and his customers," said a Columbus avenue haberdasher, "is due in large measure to the errand boy. I know I was a boy once, and I do not expect a boy who works for \$3 a week to take the same interest in my business that I do. But my customers are not so charitable. In fact, they do not even consider the boy. They kick to me."

"Take that boy of mine for a sample. After a bunch of experiences with others I hired this one and tried to tame him by taking an interest in him. His mother is a poor woman. One evening when it was raining I sent him home in a hack. He had told me it was his mother's birthday, and I gave him a dollar, and a small package of fruit for his mother."

"Two hours later the driver came back and said the boy had stopped on the way and invested in cigarettes, and had invited him in to take a drink. Then the boy tried to bribe the driver to drive him to a theater, and when the driver refused the boy cursed him and banged his feet against the doors of the hack."

"At first I thought of discharging the boy. But what was the use? I asked myself. The next boy would do something worse. I gave the boy a lecture, not a severe one, but one which I thought would make him sorry. He was a pretty fair specimen of a juvenile reformer for a week. Soon after I sent him to my house."

"While he was on his way I called up my wife and told her to give him a lunch. She did so. He ate like a hired man. Then he put up a pitiful story about his mother's illness. My wife gave him half a dollar to take to his mother. As he passed out of the house he met my son, who is several years younger than himself, and persuaded him to go along. My own boy went home sick and confessed that he had been smoking cigarettes with pop's messenger boy, who had spent the money which my wife gave him."

"All that time several packages for my customers were waiting to be delivered. One of the packages was delivered so late that the man refused to receive it. The goods came back. I lost a customer. I am not saying that this boy is any worse than the average boy who is employed to run errands. I have had trouble with a lot of 'em. Each boy has his particular brand of cussedness. Each one soon forms the acquaintance of other boys in the neighborhood and they form a trust on loafing."

"We can't employ men to run errands. Our business requires us to hire cheap boys. You can philosophize all you please, but you can't make a \$3-a-week boy believe that there is any future for him. Sufficient unto the day is the sum and substance of his existence. And so the small merchant is at the mercy of this urchin. We have to submit."

The merchant had a call at the telephone. After putting up the receiver he continued:

"That was a ring from the police station. They've got my boy locked up for breaking the window of a Chinese laundry. I've got to get him out because I have six packages here awaiting delivery."

LYON, KYMER & PALMER CO.

We cordially invite the trade to inspect the most carefully selected assortments we have ever exhibited, among which are the following:

Photograph albums, autograph albums, scrap albums, atomizers, cuff and collar boxes, cigar cases, cribbage boards and boxes, frames, glove and handkerchief boxes, jewel cases, lap tablets, manicure sets and fittings, music rolls, mirrors, necktie cases, opal ware, odor bottles, photo cases, shaving sets,



smokers' sets, toilet sets and fittings, trinket boxes, thermometers, work boxes, medallions, fancy waste baskets.

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His Young Hopeful's Inexperience Cost the Storekeeper Dearly.

Written for the Tradesman.

An old lady came in from the country one day to buy some overshirts for her husband. A few days before that she had read in the paper that Mr. So-and-So was selling men's overshirts at a bargain, so she went in the store and said to the clerk: "Mista Clerk, I was been reading in da newspaper you are selling men's overshirts at bagans. I vant vone for my man." The clerk showed her the overshirts and, after handling them over a couple of dozen times and soiling them with her dirty hands, she finally made up her mind to take one. The price was 29 cents. She paid the clerk the money and went back home in the country.

The proprietor of this store had a son aged 12. He had never clerked in the store and knew no more about selling goods than a six months old baby. Some days after the old country woman's visit the clerks had all gone to dinner and left the proprietor all alone in the store. He began to get very hungry so he thought he would telephone to his home and tell his son to come over and attend the store while he was gone to dinner. The boy came and his father told him how to attend the store while he went to dinner.

Said the son: "Papa, I don't know anything about selling goods."

"Well," replied the father, "some of the clerks will soon be back and you won't be alone but a very few minutes."

So the proprietor went to dinner. Just about two minutes after his departure the same old country lady came into the store. Finding only the young lad in the place, she asked him:

"Wha is all da men from dis here store?"

"All gone to dinner. Is there something you want to buy," asked the lad.

"Yes. A few days ago I bought some shirts from a man here. So I want one other one like it."

The young boy, having had no experience, did not think of asking her what kind she wished, whether overshirts or undershirts. He found the undershirts first and pulled out the very best they had in the store, selling for \$1.25 a garment.

"How much they cost?" asked the old country woman.

"How much did you pay for the one you got the other day?" asked the lad.

"I paid 29 cents," replied the old lady.

The boy, not knowing anything at all about the quality of goods, said: "Well, ma'am, you can have this for the same price—only 29 cents." The old farm woman, seeing such a great bargain—a \$1.25 shirt for only 29 cents—took the garment and did not stay to buy an overshirt. She paid the lad the money and went back to the country.

Shortly the clerks began coming back to the store from dinner, and did not think to ask the lad if he had made any sales. Later, the proprietor came back from his dinner. He asked his son if he had sold anything. The lad replied glibly:

"Oh, yes, papa. I sold an undershirt for 29 cents," whereupon his father asked the young lad to show him what kind he had sold.

The boy went to the place where he had got the garment he sold and pulled out another just like it. The proprietor asked his son how much he had sold it for.

"I sold it for 29 cents," answered the boy.

"What!" said the father. "Twenty-nine cents!"

"Yes, papa, only 29 cents."

The father of the lad was well aware that his son knew nothing about selling goods, so he just looked at him for a while and said nothing. Finally, recovering himself, he said:

"My son, I don't blame you at all, because you do not know anything about the store, nor the prices either, but that garment you sold cost me \$1 at wholesale."

"Did it really, papa?"

"Yes, my son."

The young lad was completely shocked and had nothing to say and went home feeling very blue over the loss—which, however, did not utterly bankrupt the proprietor.

Meyer M. Cohen.

Cocoa, Cacao and Coca.

From the New Orleans Times-Democrat.

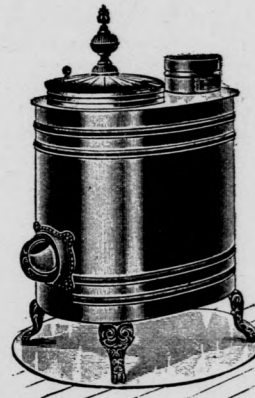
"Speaking of confusion in the use of words," said a visitor to the city from Nicaragua, "I read a story some time ago which was credited to a physician, and I was impressed with the belief that he was either misquoted or that he had gotten slightly mixed in his botany. He was talking about coca, cocaine, coco-cola and things of that sort, and he attempted to straighten out some of the popular errors; but instead of doing so he made matters worse."

Now, I am engaged in the business of a cacao planter, near San Carlos, and I believe I ought to know something about the business. Cacao is one thing, cocoa is another and coca is still another. Cocoa is the ordinary cocoanut. Cocoa is not made from the seed of the chocolate tree, but chocolate is made from the seed of the cacao, the bromo cacao. It is a rather curious fact that this word cacao is invariably spelled incorrectly in newspaper advertisements. Any good botanical dictionary will show you the difference between cocoa, the cocoanut palm; cacao, the bromo cacao, and coca, the cocaine shrub. Yet these words are commonly confused and misspelled in newspapers and other advertising mediums, and the members of the medical profession, it seems, are not exempt from the same mistakes. They are separate things, with separate properties and have separate uses."

In 1700 were made the first brooms in this country from the broom corn grown on American soil. The brooms were made in Philadelphia and the event was spoken of at the time as an illustration of the development of the country.

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BANKRUPTCY PROCEEDINGS.

The Advantages and Disadvantages of the Present Law.

Every civilized country has in some shape or another a bankruptcy law. Such a law is needed where trade is extensive or commerce widespread.

The old Roman Empire and the republics of Genoa and Venice had bankruptcy laws. Holland, France, Germany and England have bankruptcy laws to-day. Trade and credit must always go hand in hand. It is computed that 95 per cent. of the business of our country is conducted on a credit basis.

There have been four different acts of bankruptcy or bankruptcy laws passed in this country. The first was in 1801, the second in 1841, the third in 1867 and the fourth and last in 1898, the former acts having been considered very expensive to the creditors; but no such complaint can be laid up against the present act.

In the first place, the National Association of Credit Men is in favor of the present bankruptcy law, and these men are the persons who make the credit for the large jobbing houses throughout the country. In their meeting at Milwaukee last year they passed the following resolutions with an almost unanimous voice, after the bankruptcy law had been in operation a couple of years:

Resolved—That the National Association of Credit Men in convention assembled hereby re-affirms its faith in the justice and efficiency of the National bankruptcy law; and be it further resolved that it is the sense of this Association that the present bankruptcy law, while embodying the essential principles of bankruptcy legislation, is susceptible of amendments, to the end that its operation shall be thoroughly effective.

In this way the great Credit Association endorsed the present bankruptcy law, acknowledging that it has some faults, but resolved to try and remedy them.

A little later the Commercial Law League of America, composed of lawyers and managers of collection departments from the largest houses in the country, in convention assembled by a practically unanimous vote reiterated their endorsement of the National bankruptcy law, at the same time asking for certain amendments that in their estimation might tend to improve it.

Furthermore, the credit men who represent the great houses in this country claim that, without exception, they grant credit more freely since the advent of the bankruptcy law, as they are now sure that some relative or friend will not get a mortgage preferring themselves and shutting out the mercantile creditors altogether or putting them so low in the list that the assets will all be disposed of before their turn is reached.

Of course, there is objection raised in some quarters to the bankruptcy law, because it has heretofore been the custom for certain houses to start some fellow in business and, after having started him, if he proved a success, the same house would sell him nearly all his goods, but if he proved a failure, would stop selling him and allow him to get credit from other parties, and when he got trusted from everybody he could, he would kindly give to the party who started him a mortgage protecting him and shutting out the balance of his honest creditors and honest debts. This he can not do under the present bankruptcy law. Of course, the bankruptcy law has been a means of enabling honest debtors, whom the vicissitudes of fortune

have overtaken and who have failed without any fault of their own, to get into business and become active members of the commercial world; and that has accounted in a great measure for the great number who have gone through bankruptcy, as appears by the newspapers, without any visible assets, but with a large amount of indebtedness. It is estimated that about 50,000 have gone through bankruptcy since the passage of the act of 1898. Nearly all of these who have, in such a case, wished to take advantage of the bankruptcy law, and have what is termed "their name back," have already done so.

The present law has cut down the expenses of the referees, trustees and attorneys, so that neither the referees nor the trustees nor the lawyers will get any such fees out of estates as they did under the old bankruptcy law of 1867.

The trustees and referees under the present law complain a great deal about

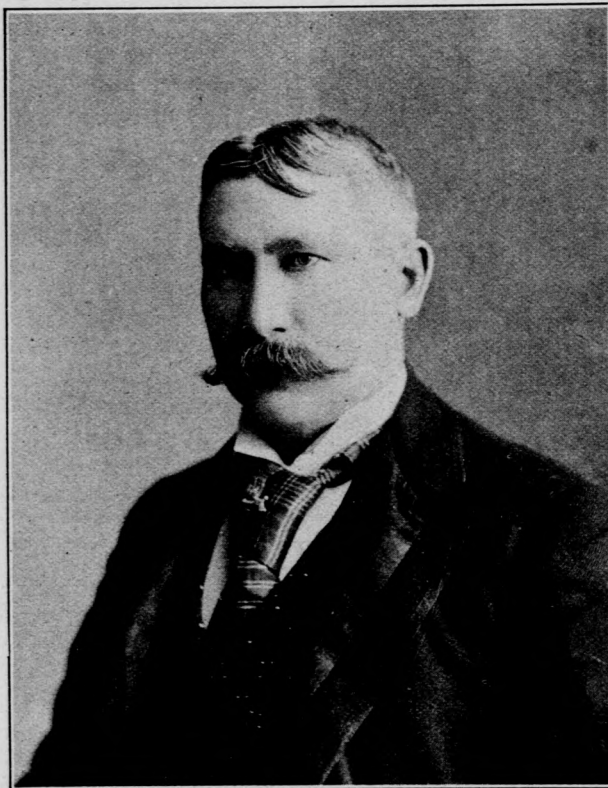
(a) Committed an offense punishable by imprisonment.

(b) With intent to conceal his true financial condition, destroyed, concealed or failed to keep books of account or records from which his condition might be ascertained, having obtained property or credit by means of any material statements known by him to be false, made in writing to any person for the purpose of obtaining credit.

(c) Made fraudulent transfers of any portion of his property to any person.

(d) In the course of the proceedings refused to obey any lawful order or to answer any question approved by the court.

(e) If the bankrupt had gone through bankruptcy proceedings once before, not to be allowed a second discharge, without his assets equal at least 50 or 75 per cent. of his liabilities at a fair valuation.



the insufficiency of their fees, and I am inclined to believe that if the old bankruptcy law of 1867 had not provided for such large fees it would have been in existence to-day.

As to the amendments to the present bankruptcy law, I would suggest the following:

First. The bankruptcy law could be improved by allowing creditors, who sell goods to a debtor or bankrupt and who receive money within four months in the regular course of business, without any knowledge of the insolvency of the bankrupt at the time of the payments, to retain the payments that have been received in the regular course of business, and to prove up the balance of their claims against the estate, regardless of whether they have extended credit to the debtor in the meantime or not.

Second. I would make the following grounds opposition to discharge:

Third. To allow proceedings for the recovery of property belonging to the bankrupt's estate (and held adversely by others), to be commenced in either the state or United States courts and not compel the creditors to go to the state court to commence suit for the recovery of property that belonged to the bankrupt and ought to form a portion of said estate; and also for the recovery of preferences paid to creditors with knowledge on the part of the creditors of bankrupts insolvency.

Of course, there are decisions both ways, some holding that the proceedings may be commenced by the trustee in bankruptcy in the United States court and others holding that it must be commenced in the state court.

Now an amendment to the bankruptcy law at the next session of Congress, giving the United States court jurisdiction concurrent with the state court, would settle the question of where the

proceedings should be commenced, and settle it much to the interest of the creditors and litigants; for, when such proceedings are commenced in the state court, it might take two years in our State to dispose of same, and in other states a longer time, and the settlement of the estate is delayed that length of time.

Fourth. A corporation which may become an involuntary bankrupt should also be permitted to become voluntary bankrupt, under proper restrictions as to notice to shareholders and a vote by them in favor of filing a petition.

Fifth. Limitation on provable or dischargeable debts, so that the existing confusion concerning claims for alimony, seduction, etc., shall be cleared up.

Sixth. A more summary procedure in involuntary cases, both before and after issue, thus shortening the time for appearing to plead.

Seventh. Such changes in Section 7-a (9) and Section 21-a as will prevent a bankrupt from declining to testify on the ground that his evidence will tend to incriminate him; also compelling a wife to testify even if she is not a competent witness under the laws of the State.

As to the good features of the bankruptcy law, I would submit the following:

First. It has been the means of furnishing a discharge from his debts and allowing many an honest business man to re-enter the business world.

Second. It has destroyed preferences and made it possible for all creditors to share alike in an insolvent estate.

Third. By it creditors have the naming of their own trustee to look after the estate and their interests and are not compelled to accept one chosen by the insolvent and his friends.

Fourth. It has reduced litigation between the debtor and creditor class at least one-third.

Fifth. It has made the creditor more conservative in regard to examining the condition of those to whom he extends credit.

Sixth. It has reduced the expenses of administering an insolvent estate much below the amount charged under the trust mortgage or assignment.

Seventh. It also compels the bankrupt to account for his property to the trustee in bankruptcy, and if he fails to do so the United States officials take hold of him and place him in jail, to remain until such time as he will account for the same; as I have a case in this district where the bankrupt, Henry Jaffe, of Alba, Michigan, having failed to account for his property to George H. Reeder, the trustee in bankruptcy, has been committed by United States District Judge Wanty to jail for contempt, until such time as he will pay over to his trustee in bankruptcy the amount unaccounted for. This could not be done under our State law previous to the passage of the bankruptcy act.

The easy manner in which dishonest debtors formerly shut out the honest creditors in this State reminds me of a story: The worldly minded Mr. A., who was a merchant, had a son who became very much interested in a magazine article, entitled, "Is Marriage a Failure?" and, not being quite certain of the author's conclusion, the son approached his parent and anxiously enquired, "Father, do you think marriage is a failure?" Mr. A., whose commercial instinct was always in evidence, replied, "No, my dear boy, I do not think marriage is as good as a

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failure, but, if a young man is lucky enough to marry a rich girl it is almost as good as a fire."

Now the way commercial matters were running in this State previous to the passing of the bankruptcy act was about as follows: The party who intended to fail would order goods of all creditors that he could purchase from and when the time of payment came he would give a trust mortgage to some friend, securing his brothers, cousins and aunts, sometimes including a bank, but in no case, or at least very rarely, including his honest commercial creditors, and when the mortgage was foreclosed the creditors who had furnished the merchandise got left, and at the end of the proceedings the dishonest merchant would turn up with a great deal of property, for the sake of convenience apparently in some other person's name, and the result would be to him as valuable as a fire or marriage to a rich girl. With the present bankruptcy law, by which we can commit such debtors to jail for refusing to account for their property and recover what is fraudulently transferred, and with certain beneficiary amendments I am satisfied that creditors would not care to be set back where they were before the passage of the bankruptcy act; because under the present law all the creditors are sure that they will share alike and that the same will not be fraudulently taken by relatives or eaten up in expenses, as it was liable to be under the trust mortgages of this State. Peter Doran.

The Sleep of Wild Animals.

From the Penny Pictorial Magazine.

There is nothing odd or peculiar about the sleep of the lions and tigers. In captivity they show the same indifference to danger that they manifest in the jungle, and by day or night will slumber through an unusual tumult, unmindful or unconscious of the noise. Their sleep is commonly heavy and peaceful.

Bears are also heavy sleepers but less disposed than lions and tigers to slumber in the daytime. Grizzly bears usually curl up under the rocks, but sometimes they crawl up to the very top of the rocks and, with front paws spread around the iron cage bars, go to sleep in what seems an uncomfortable and perilous position; but bears never release their muscular grasp of any object when asleep.

The black bears will curl up among the branches of a tree when they have the opportunity, and go to sleep in this peculiar position. The polar bears show a peculiarity in the selection of their sleeping places. They choose one particular corner of the cage for the purpose, and invariably seek this out for the night's rest.

The high strung, nervous animals are the most interesting to watch at night. They usually belong to the hunted tribes, whose lives are in constant danger in the forest, and they possess such a highly developed nervous system that they really sleep with one eye open. The slightest noise will instantly awaken them.

The prairie wolves merely seem to close their eyes for an instant, and then open them again to see if all is quiet. Many vain attempts have been made to photograph these animals by flash light, and without exception the camera has revealed the fact that one eye at least was partly open.

The day sleepers in the menageries are for some reason the heaviest slumberers of all, and when they close their eyes in early morning they seem almost as stupid as if drugged. This is in marked contrast to the light night sleepers, who, on the approach of danger, are instantly awake and on the alert.

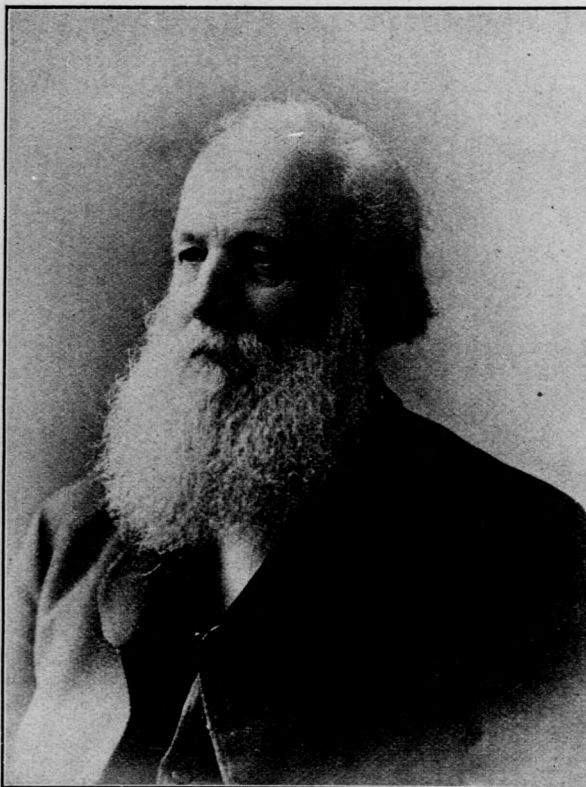
The longest recorded hair growing on the female head is eight feet. The longest recorded beard is twelve feet.

BELGIAN HARES.

Ups and Downs of a New and Interesting Industry.

To predict what will be the future of the Belgian hare industry in this country is not an easy matter. Ours is an experience of all sorts of ups and downs even in the oldest and most time-worn fields of labor and production. "Uncle Tim," said a manufacturer, farmer, money lender and speculator of Northfield, Vt., to my grandfather, one day, when I was a small boy, "what is the best thing to buy?" Grandfather was cutting corn, as Col. Payne rode up to the fence and threw one leg across the pommel of the saddle for an easy visit and talk. "Well," said he in reply, "really, I don't know of any speculation to be made in farm produce or stock. Everything is so cheap, and there is no promise of better markets." "I will tell you, Uncle Tim, it is hay." Grandfather laughed. "Hay!" he retorted.

But what has that to do with the hare industry? the reader will enquire. Very little, indeed, except as the thought of it came to the mind of the writer with the remembrance of the recent California boom in Belgian hares. They do such things suddenly out West, and usually they have a reaction. This may happen to His Highness, the favored \$500 pedigreed Belgian. I was in Grand Rapids last year when a man came home from a winter outing at Los Angeles and brought with him about a dozen of those hares. I had been raising them for half a dozen years. So I went to see his the next morning, and found that I could, if I chose, turn out twice as many just as handsome ones from my Warren; and mine were selling for about \$2.50 per pair, or \$3 per trio. People in this part of Michigan, who have paid within the past year \$5 each or \$10 for three of the pretty hares, have many of them given up in disgust upon



"Why buy hay? We are all overstocked with it. It sells for almost nothing now, and before spring it will be dead property." "Well, Uncle Tim, when things are cheap, then is the time to buy; buy when they are dear, and if there is any change it will be against you." He immediately invested some \$15,000 in hay, stipulating that it could stay in barns or stacks until the next haying season, if he wished. He paid \$3 per ton. Winter set in early and was long and severe. Before May he sold all that hay at an average of about \$15 per ton, without touching it himself for removal. Of course, his foresight and his lucky speculation were the talk of the county. There were few such transactions in those days; and each was a case for special wonder. Nowadays similar "specs" happen often, and sometimes run into millions, but with comparatively little stir about them except as a nine-days' wonder.

the drop of the market to 50 cents each for the progeny.

Nevertheless, the industry is one that has come to stay; because it is enticing and is moderately profitable; as much so as raising chickens. The meat is excellent and the skins are valuable. Of the latter fact the market for so-called "electric seal" furs—manufactured of Belgian hare hides—furnishes pretty good proof.

The Angora goat is another animal which seems destined to give us a new touch in the business world. The Angora goat is a good eater of coarse stuffs, a good browser of field brush and, therefore, a good cleaner up of new lands. There are hundreds of forties and eighties on our so-called pine stump-land region growing rapidly into oak-grub fields. How to clear such lands easily is the great and guessing question now. I think I can suggest a cheap as well as a sure way. If the

leaves and sprouts are constantly eaten off, they will die, and in two or three years such ground can be plowed. Is not that easier and better than digging with grub-hoes and stump pullers? Well, wire fence, in these days of progress, is cheaper as well as vastly better than wood fence, posts and all. Put wire fence around your lots of growing brush; turn in the goats to pasture and the problem is solved and the work done. And the animals will pay for themselves in good meat, fine hair and excellent skins, while doing the job. Albert Baxter.

Photographic Burglar Alarms.

"I was reading in one of the recent magazines an interesting article on photography and its usefulness in the courts," remarked an observant citizen, "and I notice that two of the banks in New York have rigged up an apparatus that will take the safe-blower's picture in a jiffy. Now, this is a great scheme. The very instant the safe door is tampered with a fuse flashes up and the picture of the safe-blower is left on the plate and he never knows how it happens. Only two banks, according to reports, have adopted the plan, but no doubt it will spread and after a while will come into general use as a thief catcher. It is simply the evolution of the rogues' gallery. But think of the limitless possibilities of photography along this line! After a while the thief can not enter any place without running into a flashlight and a plate, and he may not leave without leaving his likeness behind him. If he crawls into a window a fuse may flash up and leave his picture on the floor. If he forces a back door open a light may flare up in his face and the police will call around next day and find out just who he is by looking at the plate in the door. If he raps a fellow over the head with a bludgeon on the highway he may strike a fuse, the fire will flare up, and the result will be his immediate identification. In short, the world may in time become so filled with photographing apparatus that the thief will not stand much show, unless he is willing to take the chances of being caught, because of the fact that the picture he leaves behind him will not only identify him but will tell the story of how he committed the act. It may be offered in proof to convict him. But there is another thing in connection with the possibilities of photography. Pictures may tell tales on folks more honest than thieves, for they may be used to tell the little things which are best untold, and so the science, while affording protection against miscreants, may also become a miserable telltale."

No Fruit Without Water.

From the Indiana Farmer.

The statement has been made that while Colorado and California lead in gold production, and Colorado leads also in silver, yet both have rich possession in their system of irrigation. Without their abundant and regular water supply the fruit crop would be a failure; with it the orchardist can depend almost absolutely on a certain number of bushels from each acre in bearing. The fact suggests the wisdom of securing irrigating plants, wherever they are possible, in all sections where fruit is grown.

Easily Explained.

Easterner (on his vacation)—I believe there is less of vice and crime among the Indians out here than there used to be. Is there not?

Comanche Pete—You're right, pard. Th' hain't ez many Injuns ez they used to be.

WORLD'S BEST



5 CENT CIGAR

SOLD BY ALL JOBBERS AND

G. J. JOHNSON CIGAR CO., Makers

GRAND RAPIDS, MICH.

HARDWOOD LUMBER.

The Personal Experiences of a Veteran Manufacturer.

I once asked Dave Wa-no-ge-sic, a kind of local Indian exhorter in these parts some twenty-five years ago, how much shu-ne-aw his preaching averaged him yearly. "Oh," he said, "some-time I make him five dollah, sometime maybe I make him six doolah." "But, Dave," I asked, "isn't that rather poor pay for a whole year's preaching?" "Yes," he said, "him pretty poor pay—but then, him pretty poor preach." So I feel in my bones, as I sit down to write somewhat of what I know of the hardwood lumber business, that my article will bear a strong likeness to Dave's preaching.

I first made the acquaintance of the sawlog in the spring of 1866. I had served throughout the war and for four years or about had been lucky enough to escape shot, shell and bullet, but in my first encounter with a sawlog I was, in sporting phrase, "put to sleep;" had three or four ribs broken, my jaw dislocated and my nose put up on my forehead, and it took me nearly a year to repair damages. So I may say the log had the better of the battle.

Well, while laid up for repairs during the ensuing year, I concluded, when able, to try making maple sugar. Now, sugar is not exactly lumber, but after all it is one of our forest products, and at that time, 1867, was about the only product of our maple trees. My gang consisted of myself and two others. Full of the project, I soon made six hundred sap troughs and a big store trough, built my arch and placed my plant. Sap pan was in a central position and everything good and ready. I based my calculations on the theory that one man could carry the sap and do all the necessary work in attending to every two hundred trees tapped. I figured that, as one man could attend to two hundred, therefore three men could attend to six hundred. But things did not pan out just as I thought they would. I found by sad experience that, while one man could carry all right enough for the first two hundred, it needed about two men to carry from the next two hundred and about six men from the last two hundred. I think, had I set out eight hundred troughs, it would have required about twenty-five men to carry in the sap. I saw clearly that I was trying to do too much business to a common center, with the means I had for transportation. Toiling through the deep snow lugging two big buckets of that miserable sap was hard work, and when I reflected that I had to tote them about a quarter of a mile for about a teaspoonful of sugar it fairly made me groan. I never want to hear of maple sugar now, and it tires me yet to see any of the syrup on the table.

I sometimes wonder if we hardwood lumbermen have not, in a measure, committed something of the same error I did in the sap business. To my idea, an ideal sawmill would be one so planned that, let its capacity be what it may, every man employed would have to do a good full day's work—do it well, and do no more. Having such a plant, with the necessary logs and plenty of yard room, we are ready to commence. The first thing is the getting in of the logs; and here in the woods, at the tree, the manufacture of lumber commences. As a rule, we have not in the past and do not now give the cutting of logs the necessary amount of attention. The cutting up of the tree into logs is per-

haps the most important part of the whole work, that is in hardwood logs. A tree may have one, two or three, as the case may be, good logs that will yield a profit, and yet be so cut as to make four or five logs that are no good whatever, and, if hauled out of the woods, mean a dead loss. Any practical man will admit this. We have, as a class, followed the footsteps of the pine men without considering the greatly differing conditions and that they did not make their money so much from the manufacturing of lumber as from the increased value of their stumpage. From 1866 until now they gradually cut their timber closer and closer, but only as the value of mill cull increased, and always, I think, the pine mill cull has paid its own way, leaving a profit on all better grades. Now, in hardwood, for the past ten years, as the haul has increased, the shipping cull and mill cull, to say nothing of scoots,

demonstrate to you that by putting in his new device you will surely increase your output one-quarter or one-third, with no, or at least but trifling, extra expense, and presently you and your neighbors adopt it. If it does do—and it generally does—just what he claims for it, i. e., increase your capacity, you soon find that not only your logging operations, and your yard and terminal as well, require readjustment and increase, but your mill expense as well. It is just as if I have a man doing a good square day's work and I increase his work permanently by a quarter or even less. He soon finds it out and wants pay for it, and too often, after advancing his pay, he can not do it and do it properly, so to keep up he has to slight it, and then to get it done properly you are obliged to increase your force. So, to get say one-third more out of our plant, let us be careful that we do not have to double our expenses. Then,



have been made at a loss. As a rule, we may figure that it will cost \$7 per thousand to cover cost of manufacture and handling, from the tree to f. o. b. car or vessel. During that time cull, on an average, would not bring over \$5, a loss of \$2. Now, I should say that we must make up our minds to leave all logs in the woods that will not cut at least one-half to common, and it may be a question but what that is too poor. In a word, we must stop carrying dead-ends. Any log that does not pay at least its own way should be left. When we get a better price for cull we can then cut closer, but not before.

Having our mill all planned for economical production, with our logging and terminal facilities so adjusted as to properly take care of our daily product, everything running smoothly and making a little money, along comes Satan in the form of a nice, plausible young fellow who can soon and clearly

at the end of the year, on our increased basis we have rather overloaded the market and reduced prices. Not exactly knowing where the trouble lies, only that we have not made as good a year as we expected, we then conclude that we will run night and day to make things pay better. A good share of our expenses will be just about the same and the thing looks feasible, so we start up full blast, and then we do have to hustle! The speed we attain while chasing round all winter to secure a stock of logs is phenomenal; but it is actually surpassed by our gait the following summer when sprinting to get rid of the lumber. In the one case we run for fame, in the other for life itself.

Old man Brown maintained through life, and died in the firm belief, that a certain Archy Bennett down somewhere in Indiana made an independent fortune by selling goods at from 10 to 15 per cent. below cost. "Now," I would

say to him when on that subject, "you are surely making a mistake. How could Bennett possibly make any money by selling goods at anything less than they cost him?" "How?" he would reply, "because he advertised and did such a great big business."

I sometimes ask myself if I, too, am not unconsciously following the footsteps of the illustrious Bennett.

I must bring this article to a close. I find it hard to say where to quit—somewhat like the hardwood lumber business. I would say, however, that conditions vary so much in our business that what might be good policy for one would not be for another. A poorer log might be of value to a salt man, or for headings, staves, clothespins, etc., but I only give my ideas from a purely lumber standpoint. As I said at the start it is highly important to "begin at the beginning" and see that not a single log leaves the woods that does not show a profit, or at least cost. So arrange the plant that every man will have to do a full day's work, and have time to do it properly. Then attend carefully to the handling and piling of the lumber. But away beyond any or all of these is the all-important point—the great point—to "go slow" in production. Make up your mind to do all you fairly can in sawing from six to eight months in the year by daylight and go home and sleep nights. This will, I believe, help matters greatly; if not quite enough we can prune off a little more later on.

Always remember this: "We can't make money carrying coals to Newcastle."

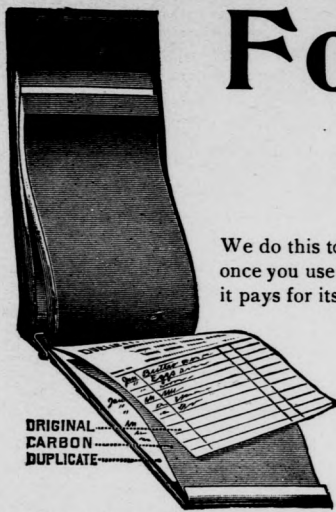
One thing we hardwood lumber manufacturers must never forget: If we sell lumber in advance, and through any cause the price advances, we can be very sure that every time we must deliver that lumber. An open winter or a severe one, too much snow or no snow, too much water or low water, the decrees of Providence or the acts of man, will furnish no excuse—we positively must have the lumber. If, on the other hand, led away by seemingly fair prices that the future promises, we over-produce and the market price in consequence falls, how is it? I would like some pointers on how we are going to make the other fellow take the stuff if he doesn't want to. "It's a poor rule that won't work both ways," but this does not, that's sure. So, as St. Paul, or Solomon, or one of the old prophets says: "Be not oversolicitous about securing a large stock of logs, for who knows whether the lumber will be wanted the following summer or no?" It is a fine text. I think I could preach a sermon from it.

I was going to say something about taxes, but think I will first write to the Tax Commissioner and find out just what I can say—it's best always to keep within law. Arch. Cameron.

The Key to Success.

There is money enough expended every year in this country for advertising, in one form or another, to pay the international debt. Not only does the sum so expended amount to figures almost beyond comprehension, but every year adds to the sum total. Fortunes are made by it and millions are uselessly or unintelligently spent. Every successful business man of the future must become in some way an advertiser.

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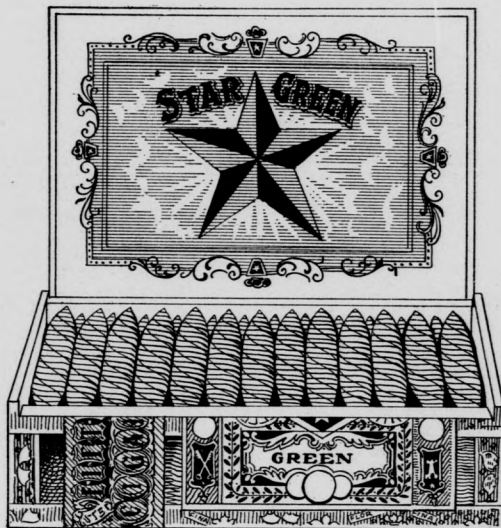
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BUYING THE BEST.

Why It Is Always the Cheapest in the Long Run.

It is best to buy the best, first, last and all the time, both from the consumer's and the dealer's standpoint.

First, from the consumer's point of view, because he gets more for his money.

Second, he derives more satisfaction, and consequently happiness, from the possession or use of the best, and happiness is the great object of existence. It is what we are all striving for, and one of the highways leading to it is the possession and use of the best in anything.

Third, by buying and using the best, you encourage the manufacturer to put forth his best efforts to produce, not something inferior and low priced, but the best that he can possibly make, and thus secure your patronage, not on account of the price, but the real merit of the article, and that means progress and improvement—another highway to happiness—and is the easiest and pleasantest way of doing a good thing that I know of. Had Adam and Eve been content with what they possessed and had "any old thing" satisfied them, we would be wearing fig leaves yet.

My first two reasons are purely selfish and, while it may be humiliating to admit it, will probably appeal to the majority of us more forcibly than the last. To the consumer, then, I say, get the best. It costs you really less than the poorest, although at a glance it may not appear so. Take, for example, the article of canned goods. This is in my line, so I naturally use it for an illustration, and it will do just as well as anything else. You can buy "three for a quarter," or you can buy ten to fifteen cents a can straight. You know perfectly well that the "three for a quarter" goods are inferior to the others. You know if you stop to think of it that they lack both in quality and quantity. You, of course, get more tin, more labels, more water, but that is not what you want. You have of water a plenty and the labels and the tin are of no use to you whatever, but they must be paid for, and you are the identical person who pays for them. This same rule works all along the line with anything you use. The items of packages, labels, freight, labor, etc., all enter into the cost of the finished articles and must be paid for. Besides all this, you lose the satisfaction of using the best. You are deceiving yourself—did it ever occur to you that it is often quite as easy to do that as to deceive others? It does not make any difference whether it is an article of food or something else. It may be clothing or a farm, a comic opera or a game of base ball, the same principle applies. When we get the best we are generally satisfied and pleased with the deal and, on the other hand, if we are drawn into buying something inferior we feel that we have been "done up," and so we have, and we seem to realize it more on the base ball and comic opera than in some more important matters. Possibly we are better judges in these lines. But someone may raise the objection, I can not afford to buy the best. That is a question with which I have nothing to do in this article, but I will say right here, you can not afford to buy anything but the best, although you may be forced into doing so. Unfortunately, those who can least afford it have sometimes to pay the highest price.

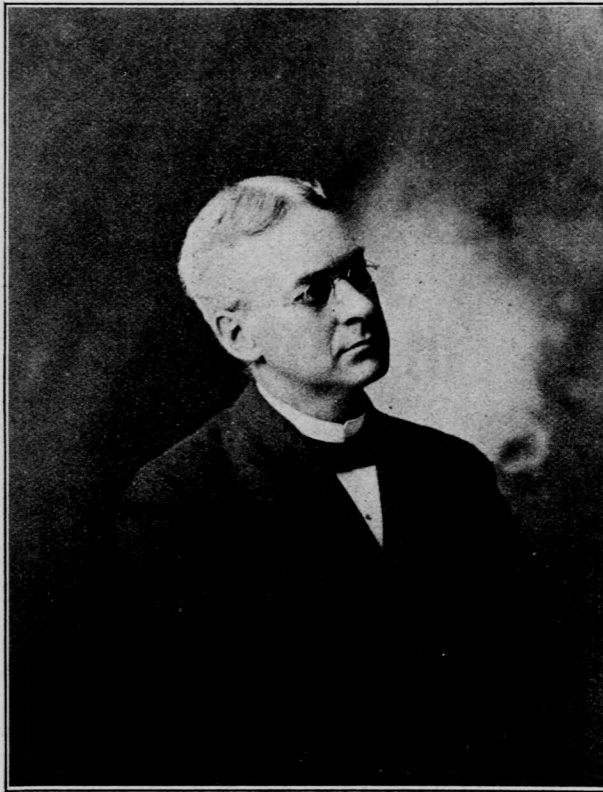
So much from the consumer's point

of view. But what shall we say of the dealer who attempts to build up a permanent and profitable business by handling inferior low priced goods? He must depend on the credulity and bad judgment of his patrons for his success. It will not do for him to admit that his goods are of inferior quality; he must convey the idea that they are equal to his competitor's higher-priced goods and that by offering them at lower prices he is giving better values. That may work for a time, but for a very short time only. Why, the man is trying to climb a greased pole. His customers quickly learn that his low-priced goods are inferior in quality and they either frankly tell him so or quietly quit and hunt up a place where they can get the better goods, even at an advanced price. They do more than this—they inform their neighbors of what they have learned, that the goods are inferior in quality, etc., and the handler of

what the price. I would much prefer to have a "kick" on the price than on the quality, as there is some hope of a satisfactory adjustment of the former, but of the latter never. The only thing left for me to do is to take back the goods and look for another victim, and I speak advisedly when I call him a victim, for victim he is, even if he does not know it at the time. He generally finds it out sooner or later, and then I am the victim. I contend that anyone who handles a poor quality of goods is sooner or later a victim.

I consider it the highest kind of a compliment to have it said of me, "He is a little high-priced, but his goods are always right and you can depend on their being just what he says they are."

There may possibly be exceptions where my argument would not hold good and where a low-priced article would be just as satisfactory and give just as much pleasure to the possessor as the



cheap goods is soon doing a very unprofitable business, which, of course, soon means no business at all. It is a case of business blood poisoning and the only antidote is good goods, administered promptly and in large and frequent doses.

Now, reverse the conditions, sell the best and at a fair price. Your customers are pleased and learn to believe you—you gain their confidence and, when you have that, you have the whole thing, "the real thing." I challenge any one to produce a dealer who has gained the confidence of the trade by selling inferior goods. It can not be done.

I always like to sell good goods. I know they will please my customer and their customers and that I will hold their trade. I make a friend of them, and the way to make customers is to make friends, and a life's experience has taught me that you can not do that by selling inferior goods, no matter

best. The only one that I can call to mind, however, is a burial casket.

Heman G. Barlow.

Wonderful Colorado River.

With all the historic fame of the Nile River and the wealth created by that stream of vitalizing fluid, the United States has several streams even more resourceful, including the Colorado River, whose waters are richer in vitalizing elements and whose volume is capable of reclaiming a much greater area of desert than the waters of the Nile. A great deal of land has already been reclaimed and canal enterprises under way will furnish the fluid for the reclamation of many thousand acres more. Much of the land is under perpetual sunshine, in a region of constant seedtime and harvest. The vast flow of water, properly diverted, can be made to irrigate farms for thousands of families.

Taking the Baby's Picture.
From the Chicago Tribune.

In the days when we were young the photographer to whom a little child was taken for a picture was forced to depend upon the little bird which was supposed to be just on the point of jumping out of the camera.

"Now, Johnny," he would say, "keep your eye right on this little box and watch and see the little bird fly out."

As no bird was ever known to make its nest in a camera little Johnny paid little attention to the photographer's request after the first trial, and consequently the man who made a specialty of "taking babies" had a hard time of it. It was also necessary for the fond parent who did not believe in telling little Johnny "stories" to make an elaborate and usually lame explanation to the darling child, exclaiming that the picture man had made a mistake in thinking that there was a bird inside of his box.

Nowadays the photographer man does this sort of thing more wisely. It is still necessary for him to conduct an impromptu vaudeville show in order to keep the infant's attention, but he no longer depends on birds which do not exist.

At the present time the proper caper is for the operator to produce a gilt and glass crown which he puts on his own head.

"Now, baby," he says, "you watch and see whether I can keep the crown on my head."

Then he allows the crown to fall off on the floor once or twice, much to the delight of the small child. Then when his subject has been brought to an unconsciously happy frame of mind the photographer replaces the crown on his head and gets ready for action.

"Now, Johnny," he says, "watch just as close as you can and see if your uncle can't keep the crown on this time."

Johnny, fully expecting that the crown will again fall off, opens his eyes and his mouth and gazes full of interest at the glittering bauble. Then the photographer presses the button and the deed is done. Which explains why so many "awfully cute" pictures of small children are now being made.

Future Center of Industry.
From the Omaha Bee.

The future center of industrial activity is destined to be west of the Mississippi. The development of the inexhaustible mineral resources of the Rocky Mountain region is yet in its infancy. Wyoming alone will overmatch Pennsylvania in iron and Ohio in oil. The extensive coal beds of Wyoming and Colorado, when fully opened up and made accessible by railway lines, will completely revolutionize the seat of steam power and electrical energy. Instead of drawing on the factories and mills east of the Alleghenies the people west of the Mississippi will look to the industrial centers of the West for their wares and manufactured commodities. The possibilities of industrial development west of the Missouri have not yet been realized even by the most enthusiastic promoters of Western enterprises. Twenty-five years ago Alabama's coal and iron fields were dormant and no one dreamed of the modern Birmingham that now competes with Pittsburgh in the markets for iron products. But the coal and iron deposits of Alabama are insignificant when compared to those of Wyoming and Colorado.

It is also more than probable that the export of American machinery and other mill and factory products to Asiatic countries from the Atlantic ports will be transferred to the Pacific coast. Such a change in the channels of trade is sure to stimulate the growth of the trans-Mississippi country, which more than all things needs more population and more capital for the full utilization of its latest resources.

A man never becomes thoroughly depraved and beyond the hope of redemption until he begins to make excuses for attending a circus.

Headquarters for Everything

In the Grocery Line



CLARK-JEWELL-WELLS CO., Grand Rapids

MICHIGAN TIMBER.

It Has Added Enormously to the World's Wealth.

If the question were to be asked what is or was the greatest lumber state in the Union, some without consideration might say Maine, some Pennsylvania, some Washington or California, but after due consideration I believe that all would unite in saying, Michigan.

Fifty years ago or more, perhaps, Maine led in lumber production. At a somewhat later date Pennsylvania, from the standpoint of output, might have been given first place. At some later date than this, perhaps Washington or Oregon will be given primacy. But, ignoring these things and taking into consideration only the original forest growth, the magnitude and value of the forest product therefrom produced, and the part that each state played in the supply of these productions in the development of the country, I believe that Michigan must be and will be accorded first place. Its contributions to the lumber demand of the United States have been enormous, far exceeding those of any other state. I must make this statement in an empirical way, because neither the opportunity nor the time is available for absolute comparison. There are no data as to the lumber product of such States as Maine, New York and Pennsylvania. There are, of course, no absolute data covering the whole period of Michigan's lumber industry, but the product of pine lumber has been accurately kept since 1873, while the records of the Saginaw Valley go back about fifty years. In a careful study of the lumber product of Michigan from the beginning, George W. Hotchkiss estimated that the total product of pine lumber, lath and pickets had been to the end of May, 1897, 161,475,000 feet. He also estimated the miscellaneous forest products, such as hoops, headings, staves, pulp wood, cord wood, ties, posts and poles, etc., at 50,000,000,000 feet, making a grand aggregate of 211,475,000,000. Adding the lumber product since that time, estimating the current year, and we have an estimated round figure product of the forests of Michigan, from its settlement until now, of 217,875,000,000 feet.

The area of Michigan is 58,916 square miles, or 37,706,000 acres. This would indicate a lumber product for the entire State, considerable areas of which were prairie land when discovered with other large areas but sparsely timbered, of 5,780 feet an acre.

Such figures do not look large, but they may be more impressive when I say that very few large tracts of land, say of 100,000 acres or more, east of the Rocky Mountains have ever actually cut a much larger amount than that.

In Georgia the amount of standing timber to the acre in what are called virgin forests does not average over 3,000 or 3,500 feet. From the fact, therefore, that there has been cut from the forests of Michigan nearly 6,000 feet of lumber for every acre in the State, some appreciation may be had of the enormous forest wealth of your commonwealth. Such an amount of timber already taken from the State indicates that more than one crop has probably been gathered from a considerable area. In fact, we know of many cases where three cuttings have been made for white pine alone.

Not only has this enormous amount of lumber been taken out of Michigan, but a very heavy amount of timber still remains. It is quite the fashion now-

adays to speak of Michigan as a denuded State, but to-day it probably carries more timber than Georgia and some other states which are considered factors in the lumber supply of the country. Of course, the amount of pine remaining is small—almost insignificant compared with its former abundance—but other woods are still found in heavy quantities and Michigan will be a lumber producing State of importance forever inasmuch as there are large portions of it for which timber will be the most profitable crop.

The hardwood resources of the State, which during the regnancy of white pine were little considered, are enormous and of wonderful value. From one standpoint the decadence of the white pine business has been a blessing: It has turned the attention of lumber handlers and of the people of the State generally to its other forest resources.

producers in the country and bidding fair to furnish in perpetuity no small contribution to the demands of the lumber trade.

The largest white pine product of the State during any one year is estimated to have been about 4,200,000,000 feet, in 1889. We find now hemlock and the hardwoods taking the place of at least 35 per cent. of that enormous quantity.

During 1900 Michigan produced about 1,128,000,000 feet of white and Norway pine which, added to the figures given above, make a grand total lumber product for the State of about 2,628,000,000 feet. Right here let me say that I do not give these figures as an exact statement, but as the closest approximation I am able to make with the comparatively little time at my command, but I believe they are sufficiently accurate for practical purposes. This white pine product of 1900, while an enormous amount looked at by itself,

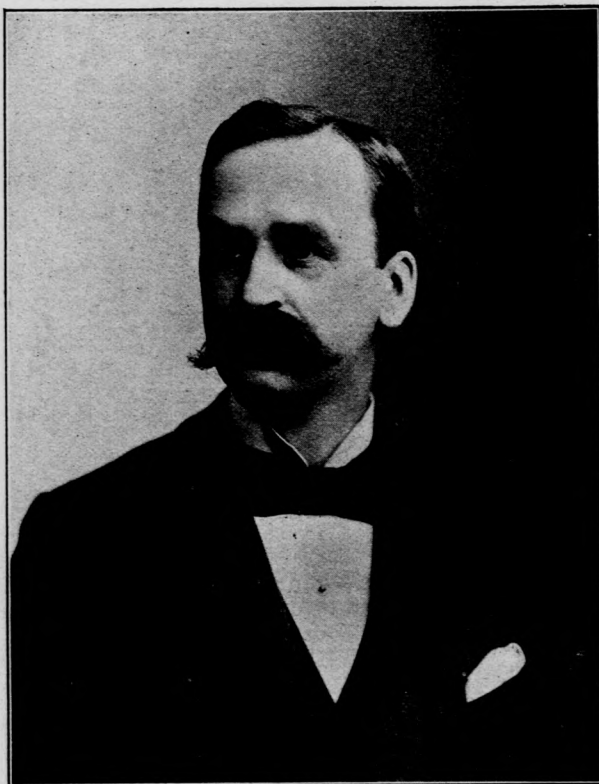
as a lumber producer first, with no second worth speaking of, white pine was the basis of its supremacy. That wood has been largely cut away and what is left is rapidly disappearing. If it should continue to produce white pine it must do so as a result of a process of a conservation of its remaining timber and replanting and forest culture. But the State has resources still remaining, as indicated above, which are an enormous factor in its wealth and form the bases for varied industries of wonderful advantage to the State.

Comparatively few people recognize the real importance of the hardwood business as compared with pine. The pine business brought and still brings into a state an immense amount of money, but it can hardly be compared in this respect with the hardwood trade. The individual operators in pine make more money, but as an employer of labor, as the basis for diversified industries and as a stable support for the industries and people of a state the hardwoods are its superior. Take the course of the lumber business throughout and this fact can be seen.

Hardwood timber is more generally than pine distributed among the people of the State. Where pine was held in large blocks by mill operators, the hardwoods are in all sorts of ownership, from the farmer or settler with 160 acres up to the big lumber companies with their thousands. Logging is more expensive in hardwoods, due to the larger number of people required and the more varied character of the operation. Pine was put in largely by big crews working systematically with the most improved appliances, and so to the best economic advantage. That is to say, it was done with the fewest possible number of men and the least expenditure for labor and equipment; for the most part the logs were gotten to the mills by water. The hardwoods grow less compactly and involve not only regular logging equipment but a much greater use of the railroad than was the case with pine.

Again, the hardwood mills are of much smaller capacity than those which cut the pines, use more men in proportion and do not cut so much per man. They are scattered through the woods, giving life to hamlets which become the centers of agricultural communities and gradually build up other industries; whereas the pine mills were more largely centralized, in cities like Saginaw, Muskegon, Manistee and Menominee.

The most important advantage, however, that the hardwood industry has over the pine is that to a much greater extent it is the basis for other industries located in the State. By far the larger proportion of all the pine lumber ever made in Michigan was shipped outside its borders. To what extent it was consumed at home there are no figures to indicate, but at least ten states depended wholly or in large part upon Michigan for their building supplies. On the other hand, the greater part of the hardwood products of the State is used within its borders in the hundreds of factories that have been established all through the State. These are agricultural implements, furniture, wagon and carriage factories, car shops and a host of miscellaneous establishments for which hardwood is an important raw material. Thus instead of a product being shipped out of the State at a total value of, say, \$12 to \$15 a thousand, it is given a value by the work expended upon it of anywhere from \$25 to \$100 or



Last winter reports sent to the American Lumberman from only a portion of the hardwood mills of the State showed an output of 513,000,000 feet during 1900. I believe it entirely within the bounds of safe conjecture to say that the hardwood product of the State last year was not less than 750,000,000 feet, while more likely it was a billion. In addition to the hardwoods is a heavy and growing hemlock product. This wood was little valued as long as white pine was found in large quantities and when there was no limit to its production except the capacity of the mills. In 1900 the hemlock product of the State was about 750,000,000 feet, making an aggregate in round figures of about 1,500,000,000 feet manufactured in the Wolverine State of classes of timber that twenty-five years ago were hardly considered in estimating its forest wealth. We find Michigan, then, a State which, ordinarily considered the victim of timber spoliation, still one of the heaviest

is in comparison woefully small, for no longer ago than in 1890 the Wolverine State produced 4,000,000,000 feet of white pine and Norway pine and hemlock, the latter then being included in the reports for pine.

The center of production for white pine has moved to the West within the last decade. During the last year Wisconsin and Minnesota produced about 4,300,000,000 feet of white and Norway pine. Their hemlock output was about 450,000,000 and their hardwood product about 500,000,000, or a total lumber product of 5,250,000,000 feet, or just about double the product of Michigan. Michigan, therefore, is still in the first rank of lumber production and no other three States in the union produced as much lumber as Michigan, Wisconsin and Minnesota, which by themselves account for approximately 25 per cent. of the entire lumber and timber output of the United States.

During the time when Michigan was

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Assets over \$2,000,000.
Pays 3½ per cent. on deposits.



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more a thousand. This work is furnished by the citizens of the State itself and this larger return accrues to the benefit of the State and its people.

It will thus be seen that the hardwood business is of importance to the State altogether out of proportion to its magnitude as compared to that dealing with pine, although it is improbable that many fortunes will be made out of hardwood timber or sawmills to be compared with the many that were carved out of the magnificent pine forests of Michigan.

One of the most important questions that confronts Michigan is as to the perpetuation of the lumber business. There are a good many who will state with convincing emphasis that the wealth to be derived from its hardwood forests will be greater than that which was secured from pine. However that may be—and probably no absolute demonstration will ever be possible—certainly the prosperity of the State, the number of men employed in its industries which are more or less dependent upon lumber and the wealth thus distributed would indicate that at least to a large degree the passing of the pine has been compensated for by the development of the hardwoods. There still remain enormous hardwood resources. In fact, this is one branch of the lumber business which will never entirely pass away; inasmuch as practically every farm raises hardwood trees. There are large sections where the hardwood forests and those of cedar and other inferior growths are almost untouched; and yet if we look far ahead it is easy to conclude that the permanent lumber business of Michigan will rest upon the conifers rather than upon the deciduous forest growth.

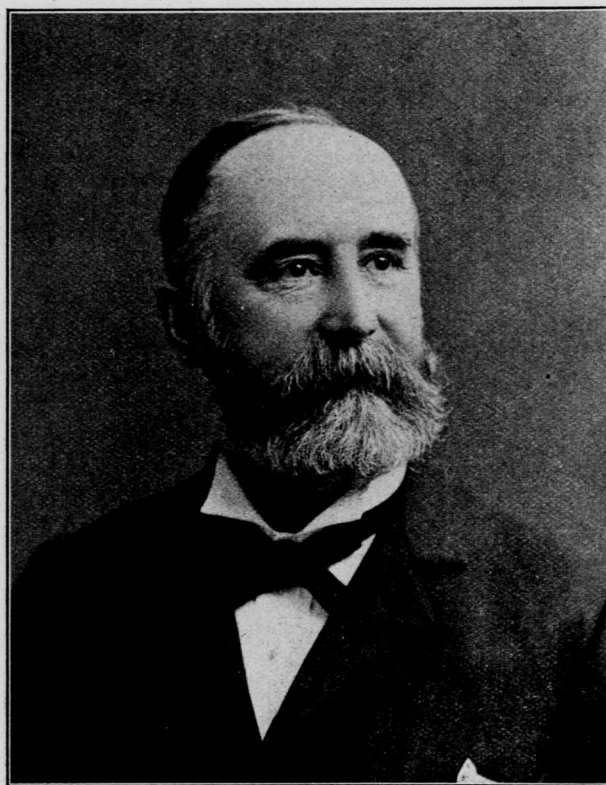
This is so because the hardwood lands are largely of a character that fits them for agriculture and will eventually be devoted to that use, while the pine lands to a considerable extent are less desirable for that use and so can more profitably be put to forest growing than to agriculture. There are large areas in both the Southern and Northern Peninsulas of the State which will grow trees better than anything else. Thousands of square miles of this sort of land are practically barren waste because the timber was cut off and fires passed over the land, killing the seeds and the young growth, and now there is nothing but desolation. Where conditions have been favorable new growth has started in, and students of the subject as well as lumbermen have abandoned the theory that white pine will not replace itself.

Nature is prodigal and careless in her methods. Valuable timber is often replaced by that less valuable or almost worthless and seems not to take the trouble to do any replanting at all where conditions have been too adverse; but, assisted, she will reclothe the forest lands of Michigan, as far as they are not wanted for agriculture, with a growth of timber which, if not as valuable as the original magnificent pines, maples or oaks, will at least have some value and be a wonderful resource in the years to come. There are some limited sections in which the soil will grow no tree of much value, but there the jack pine and the black Norway and perhaps the cedar and birch will flourish. What has grown on the land once will grow again.

Forest culture is a long-time proposition. Sometimes it may be made to yield some returns in ten years, but for

the most part it is another generation than that which undertakes it that must reap the benefit as far as lumber product is concerned. But there are other reasons why reforestation should be undertaken at once. While there is little or no evidence that forests have any influence upon rainfall, they do have some effect upon the climate and are of very great value in retaining and distributing the waterfall. So for the sake of the immediate future the waste land should be reclothed with trees; and for the sake of the next generation and of the State, whose life is measured by centuries instead of years, forest culture should be practiced.

The individual with proper encouragement could do something to this end, but the State can do more. All lands that come into its possession better suited for timber growing than for agriculture should be devoted to that purpose. Fires should be prevented, nat-



ural reseeding should be assisted and where necessary artificial planting may be practiced. The expenditure and the skill required must be backed by an awakened public sentiment. Much has been done in Michigan already in this direction. There have always been some few individuals who have concerned themselves with these matters, but now the people at large are beginning to see, though as through a veil, darkly, that here is a matter of vital importance to them and to their children. By all means uphold the hands of the State government, of the Forestry Commission and of every means set on foot to promote public interest in the subject and to accomplish something worth while for the lasting benefit of the State.

J. E. Defebaugh.

Nine men out of every ten never think of winding the clock until after they have put out the lights and got into bed.

WHOLESALE HARDWARE.

Some Interesting Changes Which Time Has Wrought.

In the wholesale hardware trade there is a wide difference in the present condition from that of twenty years ago. At that time the business was transacted in a somewhat modest way, as regards competition, although a good volume of trade was reached; and, the financial condition being fairly good, prompt payments, as a rule, were the result. As the time rolled on competition was stronger from the sources that had been heard from only in a very small way, but found as time progressed that it was a "good business" and more was wanted, and during the last ten years competition has occupied a very prominent position, causing all to hustle for a good result. The continued prosperity of our country during the past three or four years has boomed the business in a most satisfactory manner. Being

once, and filling complete will result in further orders. The best results are obtained by carrying a good, well-assorted stock and shipping promptly. It has been somewhat difficult to secure certain lines of goods, especially those products controlled by the different trusts and combines, with whom you have to wait your turn, and at times their inclinations, to have your requirements filled; but I think most of these people are getting more lenient in their exacting methods and trying for a betterment in their policies towards those on whom they are dependent for orders. Time will adjust all these differences.

There is one thing in the wholesale hardware trade that will probably soon be abolished. I refer to the sample room, once a very prominent feature and thought indispensable to both seller and buyer; but now the business is done by the traveler and by mail, so that the sample room may soon be a thing of the past, thereby saving a large expense in maintaining it, to say nothing of the valuable space secured for other purposes. Another thing which has been a severe blow to the sample room is the illustrated catalogue, which has been put in use by almost every jobber, with most beneficial results, and which is indispensable to every up-to-date institution and which is appreciated by those with whom you have business relations.

In this connection I might also make mention of some houses which have sprung up in some of the large cities, especially in the West, during the past ten years. I refer to the catalogue houses, those concerns which issue catalogues not only of hardware, but all classes of goods usually carried in a department store and do their business by mail direct with the consumer. It is houses of this kind that we are many times called upon to compete with for business and, from our standpoint as well as from the retailers' standpoint, the only remedy we can suggest is to discourage the sale of goods carried by these concerns by refusing to buy them either from a jobber or a manufacturer.

The travelers, too, cut quite an important part in the business and I think you will find that the hardware traveler of to-day is a man of exceptionally good character, well posted in every detail of business and with the interest of both employer and customer continually in mind. These lines must be followed closely to be a successful traveler.

I am of the opinion that the different associations that have been formed among the hardware dealers have been conducive of good results, especially of a social nature, thereby becoming familiar with the views of a large number of successful business men, which must better our business conditions more or less.

There has been a great improvement in the manufacture of nearly every article in the hardware trade, especially in builders' hardware, there being no limit to beautiful designs and finishes. In fact, it would be very interesting to note the surprise of the old-time dealers and to hear their comments on the changes.

I hope we shall continue to enjoy prosperity for many years. There is certainly every indication of it at the present time.

J. G. Standart.

Often the Case.

"It was like this," said the prominent citizen of Beaumont, Tex.: "They bored the well down three thousand feet without finding oil, and then pulled up the drill and moved off."

"The stockholders?"

"Oh, they were left in the hole!"

Goods are bought in a much different manner than they were twenty years ago. Then purchases were made largely in the spring and fall for the seasons' requirements, but now they are made as needed, which enables payments to be made promptly, taking advantage of cash discounts. This method secures for the wholesale dealer a steady, good, every-day business, although he finds it a difficult problem at times to anticipate the wants required. An order given means the goods are wanted, and at

Morton House Bouquet

Made in two sizes and qualities:

10 cents straight.

3 for a quarter.

Only made since May. Already a leader. Increasing in popularity. Sold by best dealers. Made by best union workmen from best stock obtainable.

We should be pleased to receive your orders, either by mail or through your jobber.

Geo. H. Seymour & Co.

82 Campau St.,
Grand Rapids, Mich.

In addition to the Large Line of Plain and Fancy Paper Boxes

Made By Us



In the past we take this opportunity of announcing to the trade that we are now prepared to furnish all kinds of FOLDING BOXES and can now supply the entire wants of the paper box consumers.

SPECIAL—Our printing department is very complete. Fine gold leaf work a specialty.

Let us send you a sample of our EMPRESS CANDY BOX before you buy for the holidays.

Kalamazoo Paper Box Company,
S. N. Barker, Manager

The National City Bank of Grand Rapids

CAPITAL AND SURPLUS \$600,000

Offers to its customers complete facilities for the transaction of every kind of business. Business accounts, savings deposits, trust funds carefully handled. Out of town business given prompt and faithful attention.



R. C. LUCE,
President.

JAS. R. WYLIE,
Cashier.

BEST
BY
TEST

MICHIGAN'S
MOST
MODERN
MILLS

BEST
BY
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Crescent Mill

Pearl St.
Remodeled 1900

Star Mill

Front St.
Remodeled 1901

Our mills are equipped with the latest machinery and are up-to-date in every respect, and for this reason we manufacture a high grade flour.

OUR LEADERS ARE

**Royal Patent, Crescent, Calla Lily,
Gilt Edge, White Rose, Star**

We use selected wheat, employ skilled workmen, have the right prices and solicit your correspondence.

We are sole manufacturers of FLOURIGHT, an improved WHOLE WHEAT FLOUR, with the bran and all impurities eliminated.

We gladly embrace this opportunity to thank our customers for past patronage and to assure them that we shall undertake to merit a continuance of their confidence and esteem.

BEST
BY
TEST

Voigt Milling Co.
Grand Rapids, Mich.

BEST
BY
TEST

FINANCIAL REQUIREMENTS.

Abolish Sub-Treasuries and Establish a Branch Banking System.

Our attention has been drawn to the financial requirements of the country through the able addresses recently delivered in Milwaukee before the American Bankers' Association by our Honored Secretary of the Treasury, A. B. Stickney, and James H. Eckles.

These addresses united in declaring that there is urgent need of reform in our legislative enactments regarding banking and our present method of handling the Government finances. No definite scheme of reform was advocated, although many suggestions were made. The subject is a large one, but not too large for the American people, who are in the habit of accomplishing what they set out to do as soon as they have made up their minds what it is they want. The important question at present therefore is, What do we want? After we have satisfactorily answered that question, and can convince a majority of the people that we have answered it correctly, there will be no trouble about our getting it. At present, therefore, we should commence a careful study of the question from a practical standpoint and enter upon a new campaign of education, so that the people will understand what we are working for. This campaign received a splendid start at the convention in Milwaukee, which should be followed up by us in our different localities all over the country.

What then do we want?

First, we want the emancipation of the Government's hoards of actual money, so that instead of locking up enormous sums extracted from the channels of commerce, like the life's blood from a giant, it may be allowed free circulation, supporting as it should and would the business and commerce of the country.

Following up the simile, the hoarding of money in the Treasury, especially when the Government's receipts exceed its expenditures, as they have of late, is just like tapping the veins of a giant. It does not kill him outright, but it weakens him so that he reels and staggers like a drunken man. Similar is the effect on the giant commerce of this country when the Government withdraws money from circulation and hoards it in its private vaults. Nor does the occasional injection of the vital fluid by the Secretary of the Treasury permanently cure the trouble which our erroneous system periodically produces, although it temporarily strengthens the situation and on occasions we have been thankful for so much, on the theory that half a loaf is better than no bread. There can be but one cure for this trouble, and that is the abolition of the sub-treasuries; the deposit of the Government's receipts in and the disbursement of them through the banks. In other words, the Government should do its business in just the same manner as the business of other concerns is done.

The next step, on which all seem to be agreed, is the withdrawal from circulation of the Government legal tender notes, commonly called "greenbacks," or, as has been urged for years, the retirement of the Government from the banking business. This has been partially accomplished and will be ultimately brought about when we have perfected our banking system so that we can get along without the Government issue.

Then we should have a system of banking that will hang together as a system and not fall to pieces whenever reverses come and public confidence is shaken in the business situation. Mr. Stickney went so far as to declare that we have no system, and in the strict sense of the word this is true. In this connection it is essentially a condition and not a theory that we must face. We have now 4,000 national banks and more than that number of state banks. How to bring this large number of independent and isolated institutions into a general system, where they will stand together and support each other in crises as they occur, is a great question and can not be answered off-hand. We must feel our way. The rights of each and every bank that has grown up and has been fostered under our present system, or lack of system, must be carefully protected.

A radical change to a system which

ing the world in our banking system, as we are in our manufactures and commerce. What set us astray? An elaborate system of legislation, controlling the banks and preventing their development along natural lines and subordinating them to the Government's necessities. I am afraid of too much legislation again in an attempt to correct the wrongs which are apparent. I am afraid to adopt any theoretic system that may be elaborated because no man can tell until it is tried what its effect might be. As I see existing conditions, I am inclined to urge that we try and get back on the right track, without any revolutionary or retrograde movement.

I can not at present enter into an elaborate argument in regard to branch banking and asset currency. I recognize their value and their benefit as much as any one and I want to have them introduced into our system, if it can be possibly accomplished, just as

to grasp the subject in all its magnitude in such a way as would warrant me in recommending the tacking on of asset currency to our banking privileges as they exist now. If the national banks are allowed to issue a circulation on their credit, the right can not be withheld from the state banks, whose assets are of a similar nature, to do the same thing. We would therefore have some 8,000 banks issuing circulating notes, which seems to me has only to be stated to show the danger and inconvenience of it. Some system might be evolved whereby a bank of issue might be organized in which all the banks in the country might become individually interested in proportion to their individual capital and resources, and through that bank in some way they might all participate in the bank circulation, but to have them all issuing their own notes in their present disintegrated condition and lack of system seems to me to be quite impractical.

James B. Forgan.

The Scarcity of Lumber.

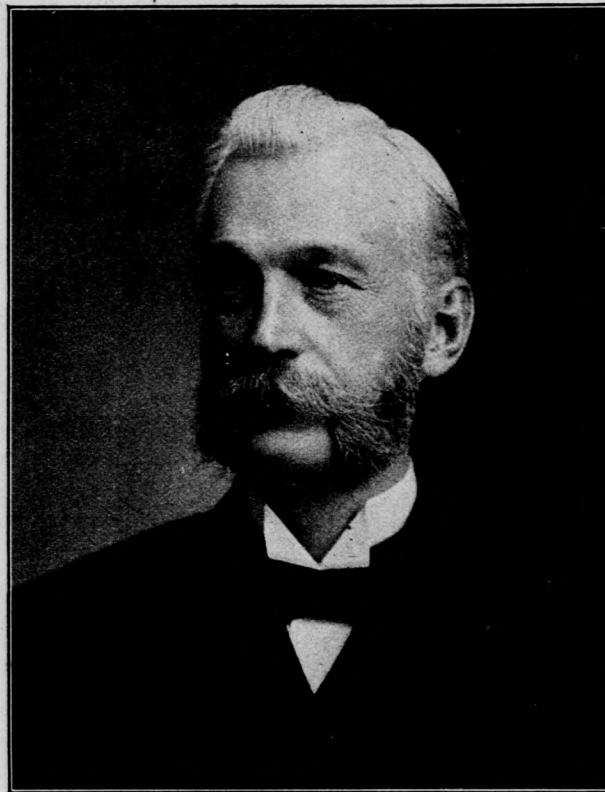
From the Cincinnati Commercial Tribune.

Morris Hayward, a lumberman of Columbus, Ohio, stopped over at the Honing on his way to the Kentucky River copper fields yesterday for a few hours. When asked as to the present condition of the lumber market, Mr. Hayward said: "The demand for first-class white pine can not be met with the present output of the various mills throughout the country. The fault, however, does not lie with the capacity of the mills. It is simply that all of the available timber which formerly in the country where it grew was reckoned first class has been cut. Timber which was in former years passed by the choppers as not being worth the time and trouble to cut is eagerly sought. Formerly trees which would not cut 800 feet when ready for the market were passed. Now, however, saplings which run 6 by 6 are cut and sent to the market. This sort of lumber is of an inferior grade, as in the center is what is known as a heart, which is a part of the tree which is not matured. The demand for poplar is also on the increase, and the best posted men in that line look forward to a famine, which will demand a substitute. At present experiments are being made with a view to finding a substitute for poplar. None as good as the original has been found. The nearest wood which could be used instead is the cottonwood. This lumber is used now extensively in the manufacture of the cheaper grades of vehicles, but it does not answer for the higher grades of that class of goods, and if a first-class substitute is not found soon it will be hard to foretell what the prices of both white pine and poplar will reach."

The Voracious Bullfrog.

From the Philadelphia Record.

"Bullfrogs are about as voracious as anacondas," says Keeper Thompson, of the Zoo's reptile house. "What do you suppose a full grown bullfrog especially likes? Birds. The clumsy looking, sleepy frog is a marvel of swiftness when it comes to capturing a meal. He will lie motionless along the banks of a pond or stream, and when birds come down to drink or bathe they are swallowed in a twinkling if they get within range. A bullfrog is just like a snake. He can gulp down a meal as big as himself. Let an unwary sparrow venture within a few inches of the motionless frog and there will be a lightning-like leap, a gulp and the frog again assumes his immovable attitude, but he will look as if he had swallowed a mattress. Of course, if birds can not be had bullfrogs will appease their appetites with insects, but they are always on the watch for unwary members of the feathered tribe. I have several full grown bullfrogs in one of the tanks, and they prefer birds to any other food. Once in a while I catch mice and feed them to the frogs, which bolt them whole with the greatest ease."



has proved successful in another country and which might have been equally successful in this had it been adopted at the start, would, in my opinion, so interfere with the vested rights of existing banks as to prevent its being attempted.

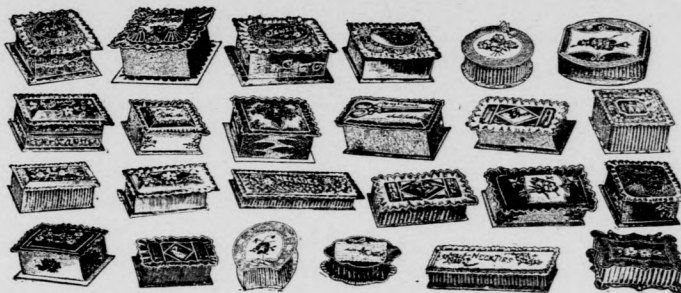
For the building up of a strong banking system we took the wrong track when the banking interests of the country were subordinated to the temporary necessities of the Government, but we have gone too far along the track we are on to jump suddenly back to that junction of our history and commence all over again. We must evolve and not revolve; go forward and not backward. There is not the slightest doubt in my mind that had the banking business of this country been developed along the lines of branch banking and asset currency, instead of being compelled to base its organization on Government bonds, we would by this time be lead-

soon as we can, but by evolution and not by revolution. To my mind the first essential of asset currency is large concentrated capital and cash resources at the source of redemption to furnish strength to the system. And the second is branch banks to circulate the currency. It seems to me that we should experiment with one thing at a time. Suppose, for the present, we only change our existing banking laws so that national banks will be allowed to establish branches, say in the state in which they are organized. Let us see how this would work and if we find that it works satisfactorily we can, some years hence, extend our system by authorizing banks, with sufficient capital to warrant it, to issue circulation against their assets.

This is merely a suggestion and is the only suggestion along this line that I feel warranted in making at present, for I confess that I have not been able



No. 3716 Dickey Bird. One of the many popular sellers of our splendid lines of toys. Per dozen.....\$9 75



"W" Assortment Celluloid Novelties comprising 25 carefully selected and rapidly selling articles, retailing at from 25 to 50 cents each. Per package.....\$5 06



Our book department is crowded with the most popular and best selling lines on the market.



No. 374 China 3 Piece Set. One of the many beautiful items we show in our china department. Per dozen sets.....\$8 50



No. 242 7-Piece Berry Set. A splendid set for \$1 25. We show an immense variety ranging in prices from 47c and upwards.



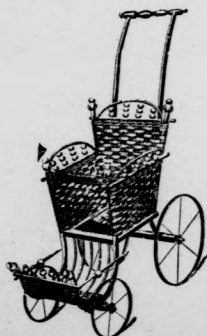
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No. 3870 Shoo Fly Rocker. Painted seat, finely dappled horses. In 1/2 dozen lots. Per dozen.....4 00



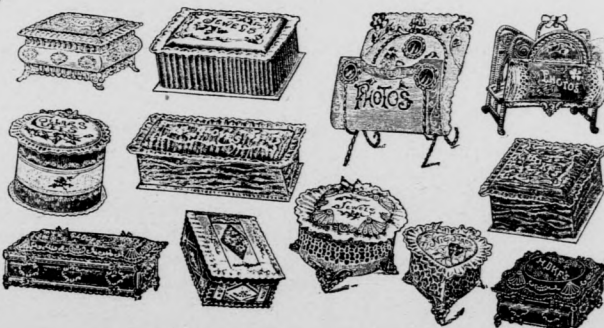
No. 87 Straight Knee Sleighs with flat shoes. In 1/2 dozen lots. Per dozen.....\$3 80
See our full line in catalogue.



No. 3857 Friction Toy. A splendid article, fully described on page 83 of catalogue No. 162. Each.....\$0 75



We show an incomparable line of Dolls, Gocarts and Carriages at the lowest prices.



"DD" Assortment Celluloid Novelties comprising the 12 splendidly selling articles shown in illustration. They retail at from 50c up to \$2.00 apiece. Per package.....\$8 63

Three Large Salesrooms

Crowded with irresistible line of Staple and Christmas Goods at prices on which you can make a

GOOD PROFIT

You should see our assortment of CHRISTMAS GOODS in person, but if you cannot make us a personal visit send for our

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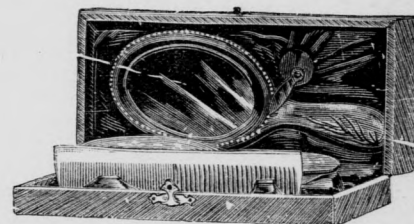
which we will mail on request.

WRITE FOR CATALOGUE TO-DAY!

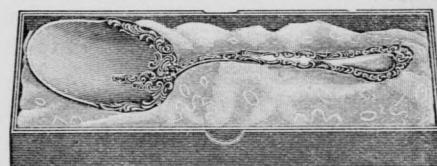
H. Leonard & Sons

Fulton and Commerce Sts.

GRAND RAPIDS, MICH.



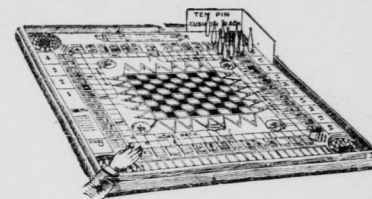
No. 3010 Toilet Case. A popular leader of the endless variety we show. Each.....\$0 55



"Genuine Rogers" Triple Plate Berry Spoon. A hint of the marvelous values we offer in silverware. Plain bowl. Each.....\$0 60
Gilt bowl. Each.....75



Boys' Tool Chests. We show an elegant line from the 25 center up to the largest \$4.00 ones.



Combinola. The game board par excellence, fully described in our catalogue. From 10 to 50 games on one board.



Ingersoll's Yankee Watch. The greatest dollar watch in America.....\$0 75

Woman's World

Qualities in Women Which Men Most Admire.

The other day a young girl complained to me that she was not admired by men.

"Why," she asked, "should some girls always have hordes of beaux, while other girls just as attractive in every way, as far as anybody can see, never have any? I am young. I am pretty and well educated and well placed in society, yet I am continually passed over for girls who have not half of my advantages. Why is it?"

"Perhaps," I suggested, "you lack adaptability."

"What do you mean by that?" she enquired.

"Well," I answered, "last night when Jack Graham was here, I heard you arguing with him about a play. You said a certain actor played it and he said some other one did."

"Well," she replied, triumphantly, "and I was right, too."

"Ah," I said, "that was the fatal part of it. If you had been wrong and had allowed him to convince you of your error and acknowledged his superior information and wisdom, he might have come back again."

"Do you mean," she exclaimed, "that I must sit still and let a man carry his point when I know better?"

"It is the price of a man's self-affection," I answered sententiously, and then I went on seriously: "My dear girl, the woman who wants to be admired by men, and she is every mother's daughter of us, has always to remember that men regard women not as a necessity of life, but one of the luxuries. A man's real interest in the world is his business, and when he seeks a woman's society, whether she be a girl friend or his wife, it is for amusement and entertainment, just as he would go to the play or read a book."

"If the play was dull, he would get up and leave after the first act. If the book combated his every idea and theory, he would toss it aside. If more women realized this there would be fewer wives spending solitary evenings at home. After a hard day's work, in which he has fought out a hundred questions with business rivals and incompetent clerks, no man wants to come home to enter into a joint debate with his wife that lasts until bedtime. He wants to be soothed, to be admired, to be deferred to and looked up to. Still less does any young man want to have his vanity ruffled by a snip of a girl who stands ready to dispute his statements and prove she is in the right. I should say it is an even choice between a wedding ring and having your say in a talkfest, for no man in his senses is going to espouse a woman with the arguing habit."

"But," persisted the girl, "what qualities do men admire most in women?"

"Ah," I answered, "if I knew that I would not be a poor wretch of a newspaper woman, I would be a prophetess, with my sex making pilgrimages to my shrine. It is one of the secrets that every woman has to find out for herself; and when she does, she takes precious good care not to give the snap away. It is not beauty, for I have seen girls who were perfect dreams of female pulchritude overlooked for some woman who was as homely as the proverbial mud fence. It is not wealth, for I have

known girls with trunks full of Paris clothes who sat about with the chaperons at dances, while some poor girl, with only one white muslin frock to her name, had to divide up every waltz. It is not wit nor cleverness, for men fear them and flee from them in a woman as they would the smallpox. It is that intangible something we call charm—the God-given faculty of knowing how to please."

This is tact and there should be a chair for the propagation of this virtue in every female seminary in the land, and no girl who has not taken a certificate in it should be turned loose in society. A woman without tact is a flower without perfume, a song without harmony, an irritant instead of a soother in life. To some tact is given as their birthright, but it is a faculty that any one may acquire, for it simply means putting yourself in the other person's place and doing as you would be done by.

Nothing else is so amazing as the liberty we allow people in this respect. If we should ask a woman to dinner and she was so awkward she smashed

the china and wrecked the glass and spilled wine and soup all over the table, we would consider her too great a boor to associate with, but a woman will come and trample all over our feelings and expect us to excuse it because she was not born tactful. I maintain that any woman who has intelligence enough to learn to handle cut glass without breaking it has sense enough to learn to handle other people's susceptibilities and not to introduce subjects that wound and mortify. Unless a person can refrain from talking to a family whose petted son has absconded about bank robbers, or a divorcee about domestic infelicity, they ought to be kept locked up in solitary confinement. They are not safe to have about.

The tactful girl knows what to say to men and what to leave unsaid. She does not rub her college diploma and her higher education in on honest John Poorman, who has had to go to work the minute he left the public school to support his mother. She does not tell the old beau, who has a monomania on thinking he is still one of the boys, to take the only seat in the car because she

likes to show deference to old age. She does not rave over athletes to little thin chested bank clerks or talk to any man about any other living man.

On the contrary, she listens rather than talks, although she can furnish conversation in plenty when she strikes the silent man. She can absorb herself in golf or take a heart interest in the grocery trade or enthuse over records or whatever the occasion demands. She realizes the Scriptural ideal of being all things to all men, and verily great is her reward. There are no people so intelligent as those who appreciate us.

Next to this, I think, the thing that men like most in women is good nature. I have never seen a man yet who admired a sharp-tongued woman or wanted to marry her. The clever woman whose wit and sarcasm make people laugh is applauded sometimes, but she is invariably shelved. It is honey and not vinegar with which a trap for masculine flies must be baited. No man likes to think that he may become the target for the ridicule of a woman or that his wife may sharpen her wit on his faults in the after-marriage period of existence. The

The President of the United States of America,

To

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

GREETING:

Whereas,

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

ENOCH MORGAN'S SONS COMPANY,

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

Now, Therefore,

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

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

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

Witness,

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

[SEAL]

ROWLAND COX,
Complainant's Solicitor.

[SIGNED]

S. D. OLIPHANT,
Clerk.

woman who has good-natured toleration for the shortcomings of others, and who can meet the inevitable bad quarters of an hour of life with a smile and a jest, has that which makes her desirable as a companion and invaluable as a wife.

Another thing that men like is simplicity. Airs and graces do not go with men. They make them tired. The girl who can join in any kind of a chorus, even if she gets off the key now and then, is more admired than a Calve who has to be coaxed to sing. The girl men like is the sort that can enjoy a sandwich supper just as much as she can champagne and terrapin; who can be just as jolly on a hay ride as she could in an automobile; who can laugh just as heartily over a negro minstrel show as she could at Nat Goodwin, and who is always, at all times, ready to make the best of whatever comes along.

One of the mistakes girls make most frequently is that in trying to attract the admiration of men, they overdo some quality that they think men like. There are many virtues in life that require to be used with moderation. For instance:

Men like a girl to be well dressed, present a good appearance, but they do not like the poor creatures whose brains are cut on the bias and shirred in the middle.

They like the woman who laughs at a good joke, but they loathe the chronic giggler.

They like a girl who reads, but they do not want to be knocked down with Ibsen and Matterlinck.

They like a girl to be athletic, but they do not want an imitation man.

They do not like the girl who preaches, but every man fears and dreads the woman who has no religion.

Finally, beloved, believe that there is no difference between a man's ideal woman and a woman's ideal woman. No girl ever makes a greater error than when she thinks that men admire qualities in a woman that other women do not admire. It is woman's privilege to brighten life and to be all that is sweetest and tenderest, most gracious and sympathetic, and when she is that she has not only the admiration of men, but her own sex as well. Dorothy Dix.

Observations by a Gotham Egg Man.

The supply of fresh gathered eggs seems to have kept up a little larger than usual this month and while the proportion of high grade goods has been small we have had so many of medium quality as to interfere somewhat with a very free reduction of refrigerator stocks. There have lately been some indications of reduced collections of fresh stock in the West and it is hoped that the accumulations of country holdings outside of cold storage are getting worked down so much as to ensure an improvement in the quality of later arrivals, giving us a chance to clean up more closely and make greater inroads upon cold storage reserves. There would then be a prospect for somewhat higher prices for fresh gathered eggs. But it is very doubtful that a further advance in high grade fresh gathered stock would have any effect upon prices for usual qualities of refrigerators.

The season is advancing, stocks remaining in cold storage are liberal and receivers here have lately had a considerable increase in the enquiries from interior holders as to prospective outlets for their goods. There is a very free offering of average qualities and it looks

as if the outlets would be amply filled at about present prices.

The chances of profit in carrying refrigerator eggs over the turn of the year are growing less every year. The growth of egg production has been greatest in southerly directions where interference from winter weather is improbable. South of the Ohio Valley and the middle line of Missouri and Kansas, extending well down to the gulf, there is a territory in which winter egg production is growing larger every year and in which the month of December marks the beginning of increased laying; under ordinary circumstances these goods begin to reach Eastern markets pretty freely in January and unless conditions in other parts of the country are so bad as to make the drain on Southern production unusually great prices are likely to rule comparatively low. There is consequently a general disposition among holders to "make hay while the sun shines" and while some look forward with very rosy views the present moderate profits are very acceptable to the majority of holders.

The position of exceptional qualities of refrigerator eggs is naturally stronger than that of average grade. The widening difference in value between the fine fresh and held eggs affords dealers a large profit on stock whose quality is so fine as to permit substitution in a class of trade that pays full prices, based on the value of fresh eggs. As the season advances the proportion of this high quality among the refrigerator holdings decreases and they are likely to command more or less premium over the prices generally ruling. Even now they are not easily found and dealers looking for them, even when willing to pay pretty stiff prices, have to examine many samples before securing the desired quality.

Quite a curiosity was exhibited in a Harrison street egg store one day last week. It was a hen's egg in which another perfect egg was enclosed. The larger egg was of normal size and appearance and when broken open was found to contain the usual single yolk with its surrounding of albumen; but lying across the egg, and enveloped in the white membrane which lies next the shell was a small egg with a hard shell, about an inch long, its long curvature fitting the short curvature of the larger egg. The egg candler who discovered this freak told me that he had seen but few others like it in all his experience and that nearly all of those previously seen, as did this one, came from Kentucky.—N. Y. Produce Review.

High Prices Paid For Beans. From the Santa Barbara Cal., Press.

The bean growers of the Santa Maria Valley will realize from \$250,000 to \$300,000 for the bean crop this year. There have been seasons when the crop was heavier, but not in many years has there been a season when a good yield met with high prices. The crop is being contracted for at three cents. They are mostly the small white and the navy bean.

The German Emperor is said to be a good shot in spite of his lame arm. He uses a kind of prop on which he rests his arm when taking aim.

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.

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.

R. HIRT, JR.

34 and 36 Market Street, Detroit, Mich.

FRUITS AND PRODUCE

Write for Quotations

References—City Savings Bank, Commercial Agencies

"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.

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

10000 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

MERCHANTS IN POLITICS.

Why They Should Make Their Influence Felt.

It would be well for the country at large if more merchants would accept public office. We have in politics today principally lawyers who are holding positions of trust, such as some in the Legislature, in Congress, etc. A merchant is in a position to be in very close touch with the people, as they are in and out of his place of business daily, and he can not say: "I am busy and can not talk with you." A merchant is always in readiness to leave all kinds of work to wait upon his trade and oftentimes the customer will occupy a large amount of his time, telling his troubles or the troubles of others, and in this way he becomes very familiar with the wants of all kinds of people. A lawyer in politics is a poor proposition—that is, too many of them, as we now have in politics—for to get a lawyer's ear and have a chat with him is absolutely the reverse from meeting a merchant. If he is a lawyer of any prominence and has a large clientele, one may wait in his anteroom all day and not be able to see him, which is very fortunate for the lawyer in politics. Not so with the merchant. He is always easy of access. To be a successful politician a man must tread along the same lines as the merchant does when he waits upon his customers, continually exercising patience and cordiality to all. The merchant who has been doing a credit business for a number of years, as well as waiting upon his trade individually, becomes a fairly good judge of human nature. A good salesman rarely makes the mistake of offending a man, as he always has the keen perception of knowing what will not offend each individual that he comes in contact with. The lawyer's or doctor's success in his profession is to be credited principally to his thorough knowledge of his profession and not the ability of being able to handle all kinds of people. A lawyer or doctor who has built up for himself a large practice is, as a rule, a cold-blooded proposition. He has his own ideas firmly fixed and it is almost an impossibility to change them, while the merchant is oftentimes compelled to change his views to suit the fancy of his customers and the consequence is that the merchant is the more pliable and elastic in his views and in every sense more fitted for positions in the affairs of the State and Nation than a professional man. But you will find few merchants in politics, and there are many very good reasons why there are not more of them in politics. All merchants should take an active interest in primaries to see that their respective parties will nominate good men for office, but we have few merchants in the country who give politics a second thought, leaving it in the hands of men who are not in touch with the wants of the common people or the business world. Let a merchant be elected to office and he starts out with the idea that a "public office is a public trust" and that he will revolutionize a great many things in his own town or state according to the office he is elected to. If it is in the city, the first step that he takes toward reform reminds him that he is treading, perhaps, upon the toes of a number of good customers and then it is a question between duty and trade, and then again he will find out that the men he associates with in office are what are commonly known as politicians—men who earn their living from

politics and their one aim in life is to perpetuate themselves or their friends in some good public position—and he will find that certain reforms that he has contemplated he can not carry out, from the very fact that the officers supposedly under him refuse to be governed by their superior officer, and when he comes to look up the act creating these offices he will find that he has no power to remove them and that the man he appointed has more power than the man that appointed him, which to a merchant would be exceedingly humiliating, for in the management of his own business he employs a man to carry out his own policies and ideas to a great extent and if his employe does not follow along the lines mapped out for him he is simply discharged and some one else put in his place who will carry out the merchant's ideas and policies. The consequence is that, when a merchant is

MERCHANDISE BROKERAGE.

Some Changes Which Twenty Years Have Brought.

Mr. Stowe has asked me to write a review of the brokerage business for twenty years, but as this would take up more space than he would care to allow, I will simply make a few comparisons of the business and people then and now.

As the brokerage business is very closely allied with the grocery business, I trust that the reader will pardon me if I encroach upon the preserves of the grocery "reviewer."

Twenty years has seen many changes not only in the personnel of the trade, but in the class of goods handled. Twenty years ago S. M. Lemon had just resigned his position with Lautz Bros., with whom he had established an enviable reputation as a soap salesman, to take an interest in Shields, Bulkley

not an uncommon purchase. On the contrary, then we sold plug tobacco in 1,000 butt lots and 32 pound butts at that! But there were but few brands on the market, while now there are hundreds. Then we sold mess pork, dry salt sides, soaked canned goods and cheap cigars.

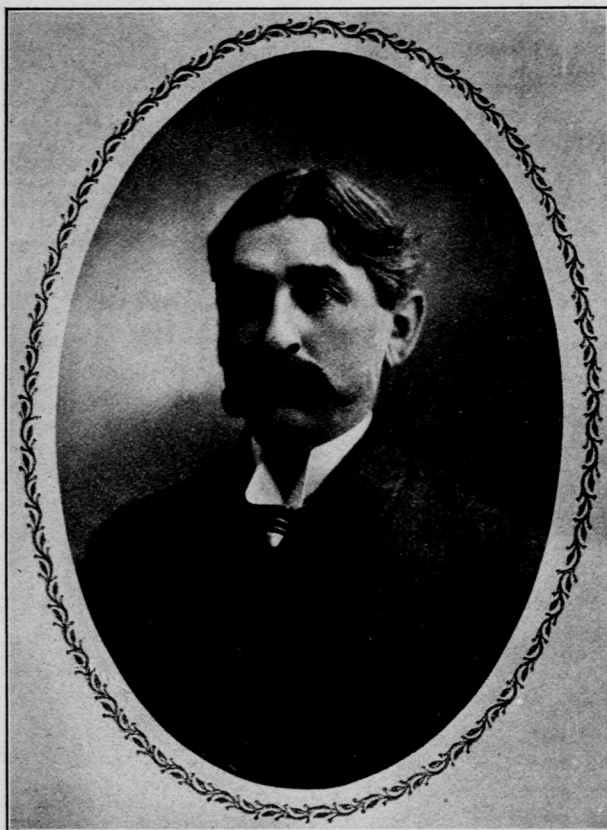
Five barrels of steel cut oatmeal was the usual quantity ordered and Quaker oats and rolled oats were unknown. Now thousands of barrels of rolled oats are sold here annually and cereal breakfast foods are about as common and numerous as the brands of tobacco.

These changes are the result of the changed condition of the population of our State. Then we catered to the rough logger, who would not be satisfied with a dish of oatmeal for breakfast, but had to have something more substantial, like salt pork and potatoes. Now our consumers are the well-to-do mechanics, farmers and artisans and they demand a better class of goods and a larger variety.

To return to the brokerage business proper, back in the late '70's two young men happened to be seated at the same table at the Morton House. As they were both traveling men, they naturally fell into conversation. Finally, one asked the other what his line was and was informed that he had just thrown up a position with a Chicago house to locate here in the brokerage business. "Well," said the other, "I see your finish, as I have just resigned my position with a New York tea importer to go into the same business and there is not enough here for two, so I think that you had better look for another position." The other, however, was not of the kind to be easily discouraged and decided that he would be the man to stay and had the pleasure of seeing his competitor (Mr. McKenzie) pull out and leave the field to him.

While there had been another attempt several years before to start a brokerage business here by some one whose name has been forgotten, this was the first successful venture in this line. The "one who stuck" was that God's nobleman, Henry F. Hastings, who, in the fifteen years that he was here, built up a good business and made hosts of friends. Reminiscences of him are legion—of his liberality to all public enterprises and his loyalty to his friends—and some of the now prosperous houses of to-day can recall the many times in their struggling infancy when he used his means and credit freely to help them meet maturing obligations and his memory has a warm spot in the hearts of all of the veterans in the business.

For several years he had the field to himself, but the growing importance of the market soon attracted others until at times there have been a dozen or fifteen firms doing business (or trying to) at the same time. New concerns are constantly starting, but after a short existence give it up, and I do not think that I exaggerate any when I make the assertion that in the twenty years of my connection with the business there have been over fifty persons engaged in it at one time or another. It has been another example of the survival of the fittest. Those few who have survived—and to survive means to gain the confidence of your trade—have been in the business for terms varying from ten to twenty years and furnish plenty of competition, so that our jobbers are enabled to buy their goods and successfully compete with the largest houses in the coun-



shorn of all power of removal when in politics, and he finds that his reforms are going to injure him in trade he soon becomes disgusted with political life. A merchant who enters politics where there is no large salary connected with it makes a mistake, unless he be comfortably off financially. But for a young man who is struggling along to build up a business, when he accepts an office at the hands of the people, if he be conscientious, he will give a great deal of his time and, perhaps, money toward the conducting of the office, which he can ill afford to do, and either his business or public affairs must suffer. On the other hand the time that he formerly had for recreation and pleasure he will find himself deprived of. Sundays as well as week days will have to be crowded with the work of public affairs and his business, in order to keep pace with both. John D. Mangum.

& Co.; Amos Musselman was a book-keeper for Hibbard & Graff, millers; O. A. Ball was working the city trade for Cody, Olney & Co.; Heman Barlow was shipping clerk for John Caulfield; Sumner M. Wells was teaching school in Penn Yan, N. Y.; Ed. Frick was hustling groceries in a small retail establishment down in the Holland country; George Caulfield was a barefoot boy running around his father's store on Canal street, and the writer, a green boy just out of school, was office boy, book-keeper, etc., in the office of that pioneer broker, H. F. Hastings.

If the people have changed, the manner of doing business and the character of goods handled have also changed. Then we sold sugars in ten or fifteen barrel lots, making up a car among our jobbers nearly every day. Now a car is the minimum and 1,000 barrel orders are common and a 5,000 barrel order is

This
is the way
the
business
grows

**Kennedy's
Oysterettes**

**Kennedy's
Oysterettes**

**Kennedy's
Oysterettes**

NATIONAL BISCUIT COMPANY

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

QUALITY IS A SILENT
SALESMAN
AND MAKES PERMANENT PATRONS

THAT'S

F. M. C. Coffee

FREEMAN MERCANTILE CO.
COFFEE ROASTERS
GRAND RAPIDS MICHIGAN

SCOTTEN-DILLON COMPANY

TOBACCO MANUFACTURERS

INDEPENDENT FACTORY

DETROIT, MICHIGAN

OUR LEADING BRANDS. KEEP THEM IN MIND.

FINE CUT

UNCLE DANIEL.
OJIBWA.
FOREST GIANT.
SWEET SPRAY.

SMOKING

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

PLUG

CREME DE MENTHE.
STRONG HOLD.
FLAT IRON.
SO-LO.

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

Bigger Box.
Same Price.



Enameline
THE MODERN STOVE POLISH
IMPROVED QUALITY



Liquid===
Best Yet!
Fire Proof!!

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

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

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

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

try. Manufacturers and importers long ago realized the advantage of the local broker and have gradually placed their accounts in his hands, rather than go to the expense of having their own men see the trade once in 30, 60 or 90 days. Consequently, there are not nearly the number of traveling salesmen in the staple lines visiting the trade now as formerly. As an illustration of this, I will say that I have connections with whom I have done business for ten or fifteen years and I have never yet seen a representative of the firm.

Chas. N. Remington, Jr.

Tale of Two Cities.

"Some of the peculiar conditions prevail at the twin cities of Nogales, Mexico, and Nogales, Ariz.," said the Detroitier who recently returned from a visit to Mexico. "The international boundary line is formed by a street that divides the two towns, and the boundary stakes are set out with a very nice regard for technicalities. There is a saloon there which has more than a local reputation, and the proprietor is certainly an enterprising individual. His saloon is located on the street that divides the two countries, and at a point where the dividing line is not clearly defined. The patron of this saloon buys his drink in America, and stepping across the hall, he buys his cigar in Mexico. In this way the proprietor avoids the duty on imported cigars and can provide his customers with the best make at lower prices than most of his competitors.

"They tell an amusing story about an American who imbibed too much fighting whisky in this saloon. When he arrived at a certain stage he allowed his prejudices to get the best of him, and standing near the boundary line in his own country he heaped anathemas and hurled defiance at the people across the border. A couple of Mexican officers stood across the street, almost in reach of the pugnacious American, hoping he would stroll across into Mexico. He did get over there after a while, although the trip was wholly unpremeditated. During a harangue against Mexican institutions and the police in particular, he happened to lurch too far over to starboard and fell into Mexico. The alert cops promptly grabbed him and although he didn't get a chance to take in the sights he paid an extended visit to the country he had so eloquently maligned."

How Habits Affect Different Men.

The late Congressman Richard Vaux, of Philadelphia, used to tell of two brothers called upon in a court of law to testify as to their habits. The first one examined said he was 87 years of age, and never used tobacco, and had never tasted liquor, wine or beer. The other gave his age as 89, and added: "I have chewed tobacco since I was 17, been a steady smoker, and not since I was 32 have I ever gone to bed sober if I had money enough to buy the necessary quantity of whisky." Admiral Febiger, who died at the age of 80 a few years ago, boasted in his old age that he had never taken any care of himself, and that he ate and drank what he pleased. Further illustrations of the old saw that what is medicine for one person is poison for another.

Rice lands in Texas two years ago were selling slowly at \$5 to \$15. To-day such land is selling much faster at \$20 to \$50 per acre, and immigration to the rice belt is quite active.

THE COUNTRY BANKER.

Advantages and Disadvantages Under Which He Labors.

The early history of the country banker is without noticeable events. He is born in obscurity, reared in frugal economy and educated in the district school. When he arrives at the age of responsibility he begins business in some small town and generally as a private banker. He is such a person because of his limited capital and experience and lack of knowledge of the outside world. It is, however, as necessary to have a banker in the country as a banker in the city.

The cash that is paid the farmer for his produce comes from the country bank. The manufacturer of agricultural implements collects the money sales through the office of this same person. The wholesaler makes frequent use of him to collect his numerous bills by

purpose of procuring business that naturally belongs to his country neighbor. This, however, is no reflection on the enterprise of the city banker.

Each succeeding State Legislature, with great regularity, frames several bills in the interest of the large corporations, and if the laws should pass, it would leave the entire field monopolized by these city banks. Members of the Legislature too often feel called upon, without request from any one, to advocate some banking law that will gratify enough constituents to secure another term for the lawmaker.

People forget that the statutory laws do not keep institutions from failing and that, as long as human nature lasts, the Legislature can not legislate honesty and sound judgment to any one. If the country banker fails, he loses all and that forever. If the city banker fails, the private property of the stockholder is not harmed except to twice the

age over-speculation and always be interested in public affairs. It should not be said of him with any degree of truth when he dies as was expressed on the tombstone of a stingy old money lender:

Here lies old forty per cent.
The more he got the more he lent.

The above should be discounted at least 30 per cent. The country banker should keep well posted in business affairs of the outside world, and should, if in Michigan, be a constant reader of the Michigan Tradesman. Editor Stowe has saved many dollars for his readers by his timely advice, editorially and personally, and so far as the writer knows, his efforts are appreciated by the country banker. D. C. Oakes.

Does Not Always Convey a Correct Idea.

Percentage is more or less tricky. That is to say, the term "per cent.," as applied to a certain quantity or proportion, does not always convey a correct idea. If a man bought a box of cigarettes and sold one cigarette the first day for one cent and on the second day sold the other nine for nine cents, it would be perfectly true to say that his business had increased 900 per cent. But if you told a friend that you knew a cigar dealer whose business had increased 900 per cent. in one day, you would not convey the idea that he had done but ten cents' worth of business in two days.

It is far better to give the proportions of things as they are and not bother with per cents. If you said that the man sold one cigarette the first day and nine on the second day, you would convey no false idea and would state the case just as it stood. So if you speak of half of any given thing, a quarter, a third, and so on, the idea is conveyed much better than by 50 per cent., 25 per cent., 33 1/3 per cent., and the like. Percentage used in this sense does not amount to much and may be done away with in most cases with advantage, both as to terseness of speech and clearness of expression.

Saving the Time.

As the messenger boy walked slowly along the street, glancing up at the numbers on the houses, he was accosted by a gentleman who was sitting upon a picket fence.

"Telegram for John Banks, my lad?" called out the gentleman.

"Damfino," said the boy, pulling out a dirty cigarette paper and a sack of tobacco, "somepin' like that."

"Well, I guess that telegram belongs to me," said the gentleman, pulling the bedquilt closer around his shoulders, for the night was extremely cold. "I've been waiting on this fence for it for the last four hours. Bring it here, Fleetwings."

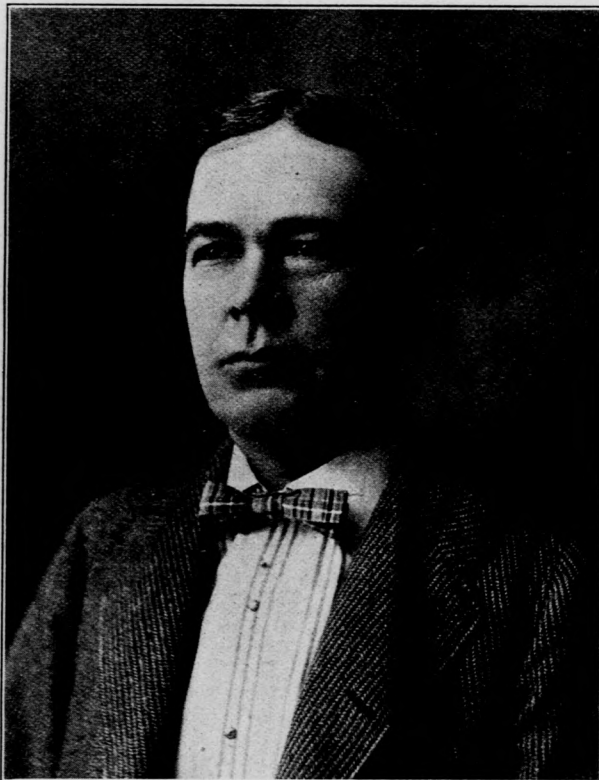
"Whatcha been waitin' on the fence fer?" asked the boy. "Didn'tcha know I could a brung it to de door?"

"Certainly, my lad," answered the gentleman, "but that's not the question. That telegram is very important and think of the time you would have consumed in walking from the gate to the front door. Why, boy, that two hours might have meant a million dollars' loss to me."

Aluminum Nails.

From Hardware.

After many unsuccessful experiments and trials an alloy of aluminum has been made with which nails, staples and tacks can be made to compete with copper. Among other advantages claimed for the new material is that it is not affected by the weather and will not deteriorate, as in laying roofs, lining tanks, etc. As the alloy is non-corrosive and non-poisonous, the new nails ought to find favor among makers of refrigerators and other articles used for food storage. When the difference in point of number and weight is taken into consideration, it is seen that aluminum nails are about four cents a pound cheaper than copper nails. It is not intended to put them in competition with ordinary steel nails.



sight drafts against the country merchant.

The country bank is a small but sufficient clearing house for the community in which it is located and no village attains any great size or influence without the clearing house. In the banking army he is the "man behind the guns." He is the person that assists to make city banking profitable. The statement of the city bank often has in it, "deposits due to banks and bankers." A large percentage of this item represents the reserve and surplus of the country towns under the control of the country banker.

The drawbacks to him are many. The city banker is eternally reciting his par list, his large capital, his gigantic bank building, large deposits and excellent corps of financiers, and is omnipresent with special inducements and extra advantages for out-of-town customers. This representation is for the

amount of stock held by him and his reputation is never tarnished.

The country banker is always anxious to advance, and if the Legislature will let him alone and the Tax Commissioner will treat him with fairness, he will grow. If at any time there should be a demand for a larger capital in the country, and reasonable dividends can be assured, the country banker is only too anxious to organize under our banking laws. The National and State bank reports prove this statement. In fact, many of the private or country bankers of yesterday are the city bankers of today.

David Harum possessed many qualifications for an ideal banker. The ideal subject should be broad minded, broad gauged, honest, liberal in his views, should have sound conservative judgment, should always be ready to stimulate legitimate business, encourage and patronize home industries, discour-



Boston Breakfast Blended
Big Brown Berry

Olney & Judson Grocer Co.
Grand Rapids, Michigan

Our Specialty:

Mail Orders

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

Vinkemulder Company

Jobbers of

Fruits and Vegetables



The Main Idea or object of this advertisement is to let you know we are in business, this kind of business, and induce you to write to us—send us your orders, perhaps. We'll take chances on pleasing you so well that you will want to continue sending us your orders. We make right prices. We ship good goods. We want you to know it. You can have our weekly market forecast and price list for the asking.

Apples, Onions and Potatoes are Our Specialties.

We can furnish from a bushel to a carload.

Ask Your Jobber
For



3 dozen size.....\$1 00 box
1 1/2 " " " " " " 50 "

Quality guaranteed.
Never fails to raise.

BURROWS YEAST FACTORY,
DETROIT, MICH.

M. Wile & Co.

Famous Makers of Clothing
Buffalo, N. Y.
Samples on Request Prepaid

Ask to see Samples of

Pan-American
Guaranteed Clothing

Makers

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

Morris Kent
& Co.

WHOLESALE DEALERS IN

Grain, Produce,
Seeds and Hay.

ELEVATORS AT

Kalamazoo, Mich. Mattawan, Mich.
Mendon, Mich. Manton, Mich.
Scotts, Mich. Kendall, Mich.
La Grange, Ind.

CARLOAD LOTS A SPECIALTY.

Correspondence solicited. Long distance phone.

KALAMAZOO, MICH.

Christmas Goods

Now is the time to stock up on
Xmas goods. We have the best
assortment we ever carried in the
following lines:

Perfumes, Handkerchiefs, Fancy Cushions,
Neckties, Rugs, Mufflers, Ribbons, Brushes,

Lace Curtains,

Suspenders,

Jewelry,

Sterling Silver

Novelties,

Bric-a-Brac.



Come in and examine our line before placing your order.

P. Steketee & Sons, Wholesale Dry Goods,
Grand Rapids, Mich.

PAPER MANUFACTURE.

Marvelous Changes of the Past Thirty Years.

I have been identified with the paper trade actively and continuously since the spring of 1870. At that time paper was sold to dealers at a price approximating 14 cents per pound. We used to have pigeon holes where the different weights of paper were placed and the paper matched up so that bundles would always weigh as ordered. To-day printers would not take stock matched up in that way.

At that time fourdrinier paper sold for 2 cents per pound more than cylinder paper. Laid paper sold for 2 cents per pound more than wove. Tint paper sold for $\frac{1}{2}$ to 1 cent per pound more than white. Those were happy days for the papermaker!

Our profit in those days was nearly our price of to-day. When we reached a point where we could make two tons of paper per day of twenty-four hours, on a machine, it seemed like prosperity. To-day there are machines that will make twenty-five tons of paper.

We called 100 feet a minute fast running. There are machines running 450 to 500 feet per minute, but on book papers 100 to 150 feet is good safe running to-day.

The price of paper continued to fall, beginning the spring of 1871, and in 1876, when the price got down to 10 cents, the papermaker saw nothing but darkness ahead. It was this misfortune and disaster that brightened the intellect of the manufacturer, forcing him to widen his machine, to increase his speed and to cut off the corners.

Rags that we paid $4\frac{3}{4}$ cents per pound for at that time we buy for less than one-third of that price to-day.

Wood pulp that was $5\frac{1}{2}$ cents is less than 2 cents.

Soda ash and bleach, of which we had to import every pound in those days, is made in this country to-day, and we buy at one-sixth to one-fourth of the price that we formerly paid, and we get better goods, for they are fresher.

In those days we paid \$2 a day for machine tenders. To-day we pay \$3. The wages paid in paper mills are probably higher, on an average, than in other classes of trade, but we require good men, sober men, men with mechanical turn of mind, good heads, willing hands.

In 1870 we used a good deal of straw pulp in paper. To-day straw pulp is worth more than paper and so can only be used in higher grades.

As rags became scarce several other fibres came in, ground wood, soda wood, then sulphite. The use of paper stock has greatly increased, and the method of handling stocks and the larger percentage of yield of each have been a medium of decreasing the cost of paper; in fact, as necessity is the mother of invention, so does competition force people to study economics.

In 1870 the pulp manufacturer thought he could make pulp only out of poplar wood. Afterward he discovered a way to use spruce wood, and to-day even hard woods are used in the manufacture of pulp.

Every means for recovering liquors and stock has been studied, and the method of making paper by combination of stocks and the business from one end of the mill to the other have changed year by year, so that the papermaker of thirty odd years ago would be a bankrupt to-day if he pursued the

same methods now that he pursued then.

This perhaps accounts for the small number of successful paper mills in the country and the success of the few.

Owing to the large investment it takes to build and run a modern mill, and the great expense in shutting down and starting up machinery, it necessarily must be active twenty-four hours per day.

Paper that would have been very acceptable thirty years ago would be refused to-day. George E. Bardeen.

Better Than Going to Law About It.

If a man wrongs me willfully, and does not come back to right the wrong I drop his face from the hayloft of my memory and recognize him no longer as a man. He is no more to me after this than any other dumb animal.

I have compassion for him, the same as I have for a strange dog or a mule,



but I no longer look into his eyes to find true friendship or honest intelligence.

I forgive him, but I never forget the wrong. I do not willingly allow him to pile up any new wrongs against me.

It is too hard to absolutely and thoroughly forgive one wrong, and I am not going to work my moral conscience to death for any one man.

When I forgive a man and the injury heals over and the hair of forgetfulness is beginning to grow over the place, I don't want that man to come back and knock off the scab and make the place bleed again, so I keep away from him, the same as the stung pup avoids the hornet's nest or as the unsuccessful fisherman avoids the main streets when he sneaks home with his water-soaked trousers sagging down over his unhalloed heels.—American Merchant.

How little a man knows of his countrymen—unless he lives in a country village.

MICHIGAN WATER POWER.

Slow Development of a Great Source of Wealth.

A peculiarity of the transition from the lumber period in Michigan, during which little thought or care was given to the question of fuel, to the later condition of dependence on coal with its costly transportation, was its suddenness. In the pine age, as it may be termed, when it began to decline there was little realization, even among those who thought themselves well informed on the subject, that the end of the soft wood industry would come so quickly that it would give practically no time for preparation to meet the new situation. About coincident with the exhaustion of supplies for the great pine centers came the realization of the value of the hardwoods that were left, and so these were saved from wasteful consumption as fuel for manufacturing, coal taking the place. The consequence

the power could not be obtained by other means.

In view of the development of hydraulic power in other parts of the country, the recent installment of a great power plant for the Grand Rapids street railway is an economic curiosity. Ignoring the fact that within easy electrical distance from the city there is an abundance of water power going to waste, one of the most complete fuel plants in the country—designed to anticipate growing needs for many years to come, embodying the best in steam engineering that money and experience could command—has been designed and put into operation. Doubtless the managers know what they are about, but to the observer of hydraulic engineering in other localities such an undertaking seems more than questionable.

Considering the costliness of far-transported coal and the availability of water power, the slow development of the latter in this State presents an anomaly. In addition to the vast works at Niagara which have revolutionized the manufactures of Buffalo and made Niagara a center for such industries as demand great power, and those at the Sault and other of what may be termed the great water powers, there are a number of smaller installations going into operation all over the country. Suburban railways, when in reach of such powers, are looking to them instead of steam. Railways having tunnel and other peculiar service, when fuel is unsuitable, are turning their attention to water, and are finding it of such economic value that the use is being extended greatly. Towns striving to build up their local industries are looking about them to see if the cheaper power may be made an attraction for manufacturers. Industrial enterprises are learning to select locations where this source of power is available. And so everywhere throughout the country the streams are being harnessed and made to serve local interests, to the detriment of such places as must depend on the costlier methods.

Michigan is far behind in this movement. A few of the lesser streams are beginning to be systematically utilized in localities where manufacturing competition is sharpest. So far these are of the least importance as sources of power as compared with the more rapidly descending, lake fed rivers of the northern watershed of the Lower Peninsula.

The explanation of our slowness may be owing to various causes. One, the fact that growing, booming industries are apt to overlook the need of economy, has already been hinted at. Then the development of modern hydraulic engineering is still new and it is natural that it should at first be confined to the older localities. Then again there has been such a rush in the work elsewhere that it has been difficult to command the necessary engineering ability or the work required to push the undertakings.

But it is rapidly coming to a point where further delay will be serious. Already enquirers for locations for industries are asking what can be offered for power. With Grand River not half utilized, and the Muskegon, with its far greater power, passing our door untouched, it will be necessary to give the subject early attention to save the manufacturing prestige our newer Michigan towns have gained. W. N. Fuller.

If you look at the records you will discover that most men who die young are hustlers.

Commercial Travelers

Michigan Knights of the Grip

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

United Commercial Travelers of Michigan

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

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

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

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

Gripsack Brigade.

Wm. Finley has taken the position of day clerk at the Hastings House, Hastings.

It is claimed that every Saginaw member of the Michigan Knights of the Grip will vote for John A. Weston for President at the Lansing convention. If the Lansing boys retaliate by solidly supporting Mark Brown for Secretary, it would look as though both candidates had a "cinch."

W. B. Dudley, specialty salesman for the Hazeltine & Perkins Drug Co., will be married Dec. 10 to Miss Leila G. Smith, who resides with her parents at 248 Livingston street. The ceremony will be conducted by Rev. J. Herman Randall at the future home of the bride and groom at 115 Trowbridge street.

Three Rivers Herald: J. W. Ellett, the tailor, has closed up his business here, and will go on the road for the clothing manufactory of Stauber & Co., of Chicago and New York. He will make Three Rivers his home and work Michigan exclusively, in which he has full charge. He goes on duty Nov. 11.

At a well attended meeting of Post A (Lansing), last Saturday night, the following officers were elected: President, C. W. Gilkey; Vice-President, W. H. Price; Secretary, E. R. Havens; Treasurer, W. H. Sullivan. The contract for the annual banquet was awarded to the Ladies' Society of First Presbyterian church.

In conversation to-day Mr. S. M. Lemon, President of the Lemon & Wheeler Company, said: "It has come to my knowledge that there is considerable trade gossip as to whether John M. Shields, who resides at Petoskey and represents this company in that section of Northern Michigan, is to remain with us or embark in business for himself at Petoskey on or about January 1 next; and it is deemed due to all parties concerned to say that Mr. Shields has no thought of making any change. During the many years of his connection with this company his zealous and well-directed efforts have been rewarded with much success; our relations are exceedingly harmonious; we regard him as an all-but indispensable employee, and we trust he regards this house as his permanent business home."

A well-known member of the Michigan Knights of the Grip writes the Tradesman as follows: "I recently met one of the most influential members of Lansing Post, who informed me that the Lansing boys would have no candidate to present to the convention of the Michigan Knights of the Grip on the occasion of the annual meeting. He said: 'We invited the convention to Lansing to entertain the boys, as well as to advertise the city of Lansing—not for the purpose of springing a candidate upon them. We desire the members to fully understand that there will be no politics connected with the entertain-

ment, so far as Lansing is concerned.' While it has always been customary for the entertaining post to present a candidate, the action taken by Lansing is certainly commendable, and I am of the opinion that the action taken by the members of Post A will make them hosts of friends and, while they may not present any candidate, the organization will be at liberty to honor them by naming one of their members for the office of President. If this compliment comes from the convention, it would be a nice thing for Lansing and a suitable recognition for doing the right thing. This action would cover up the ill feeling existing between a few of the Lansing boys and give honor where honor is due.

Stanton Herald: Jas. Glenn, traveling salesman for Schloss Bros., wholesale clothiers, S. G. Lewis, of the Fletcher Hardware Co., and Charles Tuttle, of the firm of Tuttle Bros., wholesale harness dealers, all of Detroit, enjoyed four days' shooting in this vicinity last week. Mr. Glenn is well acquainted here, having visited the place many times before, and the other gentlemen of the party quickly formed the acquaintance and friendship of a number of our sportsmen. On their arrival they were entertained at a game dinner given by C. W. French, and the boys in Stanton endeavored in every way to make their stay here a pleasant one. On Friday evening the Detroit gentlemen gave a smoker in their rooms in the Central Hotel and presided at an excellent lunch, which was served in the dining room at 10:30 in Landlord Stevenson's best style. Messrs. Glenn, Lewis and Tuttle are gentlemen in every sense of the word, keen sportsmen and good entertainers, being up to everything, from shooting doubles to paying a bone solo. Although the weather was exceedingly hot and dry and decidedly unfavorable for shooting, they bagged about 175 quail, woodcock and partridge. They expressed themselves as well pleased with their outing, and the Stanton "push" all say "come again."

Two Additions to the Membership Roll.

Grand Rapids, Nov. 5.—At the regular meeting of Grand Rapids Council, No. 131, held last Saturday evening, there was a very large attendance, visitors being present from Ohio and Iowa. Two weary pilgrims were in waiting at the outer door and were safely conducted over the mountain passes and across the swollen streams to the calm and placid waters of the U. C. T. Boys, come to the meetings. There is never a meeting without some initiation and you ought to see the new work.

The committee having the party in charge Saturday evening, Oct. 26, was continued for November and a dance and card party will be given at the hall, corner of Lyon and Campau streets, Saturday evening, Nov. 16. This party will be "free of all cost or expense" to the members and their friends.

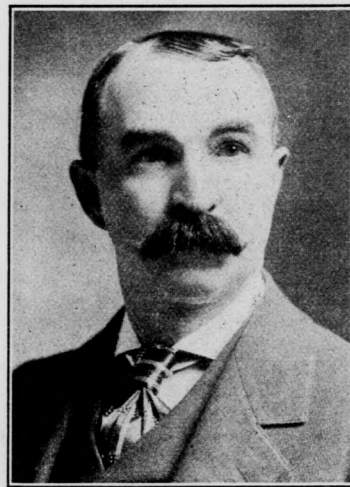
Between fifty and seventy-five couples attended the first dancing party of the season given by Grand Rapids Council, No. 131, at Innis Rifles' hall. The committee in charge—C. P. Reynolds, S. H. Simmons and W. B. Holden—had the hall beautifully decorated with flags and bunting and booths arranged where, during the evening, ices and cakes were served by the ladies. The music, furnished by Newell's orchestra, was excellent—so good that poor dancers were made good dancers and good dancers were made better dancers. Everyone enjoyed themselves and many were the expressions that such parties be made the special feature each month during the winter season. JaDee.

The man who attends strictly to his own business has a good steady job.

SUCCESSFUL SALESMEN.

John P. McGaughey, Michigan Manager Pillsbury Flour.

John P. McGaughey was born at Mt. Vernon, Ohio, Jan. 12, 1850, his antecedents on both sides being descended from people who emigrated to this country from the northern and western part of Ireland. He was educated in the common schools of that place, going as far as the high school, which he left in 1870 to take up the occupation of fireman on the Pennsylvania system. He afterwards turned his attention to the occupation of brakeman on the Baltimore & Ohio, on which system he was given a train, and subsequently placed in charge of a yard. Later on he was in charge of the night yards of the Louisville & Nashville Railroad, at Memphis, Tenn. In 1879 he went to Minneapolis to take the position of fore-



man of the yards of the Minneapolis Eastern, which was then conducted and operated by the Pillsburys. He continued with this road for ten years, winning the esteem of his employers and the confidence of his associates.

Possessing a genius for organization, he naturally drifted into the Knights of Labor movement and instituted lodges of yard men, switchmen, brakemen, stone masons, etc. On account of his ability as an organizer and orator, he naturally became very prominent in the movement and at one time was a member of the Executive Board of the Grand Lodge and an intimate friend and valued adviser of General Master Workman Powderly, who is now Commissioner of Immigration.

Labor unions and politics naturally go hand in hand—in fact, unionism is usually treated as a stepping stone to political preferment by ambitious men—and the general rule applied in this case. Mr. McGaughey became a candidate for and received the appointment of Deputy Commissioner of the Bureau of Labor Statistics. His first appointment was from Governor McGill, through whose term of office he served. He was re-appointed by Governor Merriam and served through his first administration. At the beginning of his second administration he was appointed Commissioner, but surprised his friends by resigning at the end of three months to accept a position tendered him by the Pillsburys to take charge of the city trade of Minneapolis and St. Paul. He remained in this position until 1896, when he was tendered the management of the company's business in this State, which he accepted, locating in Grand Rapids. All of the Lower Peninsular

business is handled from this office, the Upper Peninsular business being handled from Minneapolis, although it is managed and supervised by him.

In 1888 Mr. McGaughey was nominated for Lieutenant Governor of Minnesota, on the Farmers' Alliance ticket, the late Ignatius Donnelly being at the head of the ticket. The ticket was not elected, but Messrs. Donnelly and McGaughey visited every city and nearly every hamlet in the State during the campaign, inspiring a degree of enthusiasm among their adherents and supporters which is still regarded as one of the most marvelous political achievements in the history of Minnesota.

Mr. McGaughey is a member of B. P. O. E. No. 44, U. T. C. No. 63 and A. O. U. W. No. 16—all of Minneapolis.

On the organization of the Minneapolis Retail Grocers' Association, in 1890, Mr. McGaughey gave it the weight of his influence and soon came to be regarded as one of the staunch friends of the organization. An evidence of this esteem is found in the fact that he was elected a delegate to the first convention of the National Retail Grocers' Association, which was held in Music Hall, World's Fair grounds, Chicago, in 1893. The thrilling address he delivered on that occasion and the eloquent remarks he made at the banquet that evening at the Masonic Temple added to his fame as an orator and gave him a National reputation among the retail grocers who attended the meeting. At the meeting of the Executive Committee of the Association, held in New York in 1894, he was on the list of speakers and still further distinguished himself. He was invited to attend the conventions at Cleveland and Detroit, but was unable to do so, but he expects to attend the Milwaukee convention in January, and it goes without saying that he will receive a warm welcome and a hearty ovation.

Mr. McGaughey attributes his success to hard work, but those who know him best and are familiar with his accomplishments insist that quite as much is due to his unique personality and the originality of his methods as to his persistent and patient application.

Prosperity From Disaster.

Dwight Matthews, of Almont township, Lapeer county, has had his prosperity wonderfully increased by the Hessian fly. Last spring the fly attacked and destroyed his entire wheat crop. He replowed one field and resowed it to beans, which yielded a crop worth twice as much as a good crop of wheat. In the other field of about fifteen acres he planted potatoes and raised about 3,000 bushels, worth about \$1,500, or fully six times what a heavy crop of wheat would have brought.

A Conscientious Scholar.

Among the questions sent out by a school examiner was the following example in arithmetic: "If one horse can run a mile in 1 minute 50 seconds, and another a mile in 2 minutes, how far would the first horse be ahead in a match race of two miles?" A scholar returned the question with this attached: "I will have nothing to do with horse racing."

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

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

Mich. State Pharmaceutical Association.

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

Avoiding Losses in the Drug Stock.

The care of volatile or essential oils is one of the things that needs considerable attention. There is such a chance here for chemical change. This is particularly true of orange and lemon; in fact, I know of no other oils that give more trouble than these two. But that can be largely overcome by never using stock shelf bottles to keep them in; really, I do not approve of the use of stock shelf bottles for any oils. They never look especially nice and need to be cleaned every day or two, for the dust adheres to the outside of an oil bottle and will not brush off as readily as from the other bottles.

For an ordinary retail trade it is best to buy oil of orange in sealed packages of one ounce each, and lemon in one-pound packages. The lemon you can get in original packages of that size, and packages opened after standing more than a year seem just as fresh and sweet as any. Oils should be kept from the light. I would advise keeping them in their original packages and dispensing from these whenever possible. Keep them in an oil closet or other dark place.

I might say almost the same thing of cod liver oil. If you buy this in barrels containing thirty gallons, in all probability before it is half sold it will be far from being prime, while you might buy thirty gallons in five-gallon tins, if there was any object in getting that quantity, and the last can opened would be about as palatable as the first, if cod liver oil is ever palatable. Of course there are exceptions where great quantities of this oil are used, and when a barrel would last but a few months anyway.

Olive oil, which is used so much as a salad oil, I would advise buying in one gallon packages. You can then feel that you are giving your trade the best that can be given by any one. For where you find one person that comes back with a complaint, when you sell something that is not right, I think you will find ten that will go elsewhere next time.

A little care in handling liquors might save some loss. Whisky and brandy are, after being distilled, stored in charred barrels or casks and should remain in a wood or glass container until dispensed. One is apt thoughtlessly to transfer the last few gallons of a barrel to a tin container, filtering out the charcoal; after remaining in contact with the tin for even only a few hours, the liquor will in this way become very dark and utterly worthless so far as being salable, due to the tannin from the wood.

Alcohol is stored in barrels the inside of which has an insoluble coating, and this makes alcohol an exception when in contact with tin.

Imperfect corking of chloroform, ether, collodion and other volatile sub-

stances usually means considerable loss. Always be careful to select a sound cork for use with this class of preparations. Caustic soda, caustic potash, acetate of potash, chloride of zinc, salts of the hypophosphites, also all need the same care. With the former we wish to keep what is inside from getting out, and with the latter to keep what is outside from getting in.

Powders and other dry drugs you will find very little loss with if they are kept well protected from dust and dirt. This refers, of course, to extra stock that is likely to be kept in barrels and boxes the covers of which become destroyed or lost; and right here let me say that, instead of breaking in the top of a barrel of, say, salts, or destroying the cover to a box of some powdered drug, take just a little more time for the process, and when you have taken out what is wanted leave the container so that the dust will not get in. The only other suggestion I wish to make is, know the condition of your stock. Personally be as familiar with the basement or storeroom as you are with the store proper. Do not depend too much on others to care for your stock.

The loss of water by crystallization in some of the salts is quite considerable. Some of the more common articles, such as sal soda, copperas, borax, Epsom salt, glauber salt, become almost unsalable if kept in too dry a place. Extra stock should be kept in a basement. The loss in weight in quinine, cinchonidine and similar salts is considerable; and, instead of keeping extra stock on high shelves, or perhaps on top of the wall cases, where the temperature is high, it is best to keep it nearer the floor.

The loss on roots and herbs, which are now handled almost entirely in pressed packages, will be but trifling if they are kept in tin herb cans, in an ordinary dry place. These cans come labeled usually on both front and end and prove quite a time-saver in dispensing. Now and then you will find a package of roots or herbs that has become wormy; in such a case there is nothing to do but to throw away the contents of a single herb can, while if the herbs are kept as I have seen them—that is, several kinds in a single drawer—you would probably have to throw away the whole lot. Purchase both herbs and roots in ounce packages; the cost is but a trifle more, it saves weighing, the labeling is already done, and each package is nice and presentable when placed in the hands of the consumer. John D. Muir.

The "Habitat" of Oil of Lavender.

Oil of lavender is distilled in the hills of Dauphine and Provence, and on the Italian frontier. Roure-Bertrand fils of Grasse, France, report they have noticed that, as a general rule, the lavender grown on the highest peaks contains the greatest proportion of ester. The lavender which comes from the highest mountains of the Italian frontier, which they say judges rightly consider to be the finest and to give the highest yield, contains a proportion of ester which rarely exceeds 25 per cent. Spike is gathered in the same districts, but at a lower altitude (500 to 600 meters).

Walked Into Her Trap.

She—They used to say marriage was a lottery, but Uncle Sam doesn't seem to look at it that way.

He—Why?

She—He doesn't bar it from the mails.

Then there was absolutely nothing left for him but to propose.

The Odor of the Onion.

It is interesting to make enquiry into the cause of this unfortunate quality of the onion. It is simply due to the presence of some quantity of another mineral matter in the bulbs—sulphur. It is this sulphur that gives the onion its germ-killing property and makes the bulb so very useful as a medicinal agent at all times, but especially in the spring, which used to be—and still is in many places—the season for taking the brimstone and treacle in old fashioned houses, before sulphur tablets came into vogue. Now sulphur, when united to hydrogen, one of the gases of water, forms sulphurated hydrogen, and then becomes a foul smelling, well nigh fetid compound. The onion, being so juicy, has a very large percentage of water in its tissues, and this, combining with the sulphur, forms the strongly scented and offensive substance called sulphuretted allyle, which is found in all the alliums.

This sulphuretted allyle mingles more especially with the volatile or aromatic oil of the onion. It is identical with the malodorous principle found in asafoetida, which is almost the symbol of all smells that are nasty.

The horseradish, so much liked with roast beef for its keen and biting property, and the ordinary mustard of our tables both owe their strongly stimulative properties to this same sulphuretted allyle, which gives them heat and acridity, but not an offensive smell, owing to the different arrangements of the atoms of their volatile oils.

This brings us to a most curious fact in nature, that most strangely, yet most certainly, constructs all vegetable volatile oils in exactly the same way—composes them all, whether they are the aromatic essences of cloves, oranges, lemons, cinnamon, etc., of exactly the same proportions, which are 88¼ of carbon to 11¼ of hydrogen, and obtains all the vast seeming diversities that our nostrils detect in their scent simply by a different arrangement of the atoms in each vegetable oil.

"Boiled" Linseed Oil.

There are three methods employed in producing "boiled" oil. The first consists in boiling the oil at a temperature varying from 450 to 500 degrees Fahrenheit with red lead and litharge in the proper proportions.

The second method consists in simply mixing raw linseed oil at a moderate temperature with more or less proportion of a concentrated solution of lead and manganese-linoleate.

The third process consists in incorporating the oxidizing agent or the metallic oxides in the oil, under the action of steam heat.

The first method produces the kettle boiled oil.

The second method produces what is known as "bung-hole" oil.

The third method produces what is known in the trade as "steam-boiled" linseed oil.

When the oil is extracted from the seed, whether by pressure or the volatile solvent process, it is not only the pure linolein that is squeezed out or is separated from the seed, but also the substance that is called the mucilage and various other substances, and these all exist in fresh-made linseed oil.

In the kettle-boiled oil where the temperature, as mentioned in first paragraph, is from 450 to 500 degrees Fahrenheit, the mucilaginous and other undesirable matter rises to the top of the oil and is skimmed off.

In the "bung-hole" process all of the mucilaginous matter and the undesirable substances are retained in the oil, to the detriment of its quality as a paint oil.

The third process mentioned, which produces steam-boiled oil, is a quicker

and more economical way of turning out an oil purified by heat, but as the heat is seldom or never over 300 to 325, very much of the undesirable impurities are left in the oil and the steam-boiled oil is, therefore, inferior to the kettle-boiled oil, and is sold at a less price than the genuine kettle-boiled oil.

Novel Method of Advertising Spices.

A Fifteenth street, Philadelphia, druggist noted for his originality of advertising, has hit upon a scheme worthy of being widely copied. He has had printed on heavy cardboard a table showing the length of time required for cooking the principal articles of food, tables of domestic measurement, rules for testing the oven, baking, etc., and a list of the various cuts of meat with their usual weight and best way of cooking—in fact, a complete encyclopedia of domestic information; and between these tables he has a list of the various spices and conditions he keeps with quotations of prices in small amounts and quantity. The advertisement is finished up with brief notes of the times of mail collection in his neighborhood, addresses of doctors, telephone numbers, street car service, and a list of the conveniences at the disposal of the public in his store. The card is one that nine out of ten housewives will hang up in their kitchens and refer to daily, and the store of the clever originator will thus be brought before them all the time.

The Drug Market.

Opium—Is dull and unchanged.

Morphine—Is steady.

Quinine—Is firm and there will be no change in price until after the bark sale at Amsterdam November 7.

Citric Acid—Is weak and has declined 1c.

Balm Gilead Buds—Are in small supply and have advanced.

Codeine—On account of a fight between American and foreign manufacturers, it is unsettled and has declined 60c per oz.

Oil Cubebs—Has declined, in sympathy with the berries.

Oil Wintergreen—Is scarce and has advanced.

Oil Peppermint—Continues firm and is tending higher.

Gum Camphor—Has declined 1c per lb.

Lobelia Seed—Stocks are practically exhausted and what little there is on hand is quoted at \$1.50 per lb.

Linseed Oil—Is steady at unchanged price.

The man who claims to have no memory may be cured by lending small sums to his friends.

Don't Buy Your Wall Papers

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

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

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

Heystek & Canfield Co.

Grand Rapids, Mich.

Michigan Wall Paper Jobbers

WHOLESALE DRUG PRICE CURRENT

Advanced—P. Lobelia Seed.
Declined—Citric Acid, Oil Cubebs, Gum Camphor.

Acidum					
Aceticum	60¢	8	Conium Mac.	50¢	60
Benzoleum, German.	70¢	75	Copaiba	1 15¢	1 25
Boricum	17		Cubebs	1 35¢	1 40
Carbonicum	30¢	42	Exechthitos	1 00¢	1 10
Citricum	45¢	48	Erigeron	1 00¢	1 10
Hydrochlor.	30¢	5	Gaultheria	2 00¢	2 10
Nitroceum	80¢	10	Geranium, ounce	75	
Oxalicum	12¢	14	Gosappil, Sem. gal.	60¢	60
Phosphoricum, dil.	52¢	55	Hedera	1 60¢	1 75
Sulphuricum	1 10¢	1 20	Juniper	1 50¢	2 00
Tannicum	38¢	40	Lavendula	90¢	2 30
Tartaricum			Limonis	1 20¢	1 30
Ammonia			Mentha Piper.	2 10¢	2 20
Aqua, 16 deg.	40¢	6	Mentha Verid.	1 60¢	1 60
Aqua, 20 deg.	60¢	8	Morruha, gal.	1 10¢	1 20
Carbonas	13¢	15	Myrica	4 00¢	4 50
Chloridum.	12¢	14	Olive	75¢	3 00
Aniline			Picea Liquida	10¢	12
Black	2 00¢	2 25	Picea Liquida, gal.	1 00¢	1 05
Brown	80¢	1 00	Ricna	1 00¢	1 05
Red	45¢	50	Rosmarini	1 00¢	1 05
Yellow	2 50¢	3 00	Rose, ounce.	6 00¢	6 50
Baccae			Succini	40¢	45
Cubebs	22¢	24	Sabina	90¢	1 00
Juniperus	60¢	8	Santal	2 75¢	7 00
Xanthoxylum	1 70¢	1 75	Sassafras	55¢	60
Balsamum			Sinapi, ess., ounce.	1 50¢	1 60
Copaiba	50¢	55	Thyme	40¢	50
Peru	1 85		Thyme, opt.	1 60	
Terabin, Canada	60¢	65	Theobromas	15¢	20
Tolutan	45¢	50	Potassium		
Cortex			Bi-Carb.	15¢	18
Abies, Canadian	18		Bichromate	13¢	15
Cassia	12		Bromide	52¢	57
Cinchona Flava	18		Carb	12¢	15
Euonymus atropurp.	30		Chlorate	16¢	18
Myrica Cerifera, po.	12		Cyanide	34¢	38
Prunus Virgin.	20		Iodide	2 30¢	2 40
Quillaia, gr'd.	12		Potassa, Bitart. pure	28¢	30
Sassafras	15		Potassa, Bitart. com.	15	
Ulmus	15		Potass Nitras, opt.	70¢	10
Extractum			Potass Nitras	60¢	8
Glycyrrhiza Glabra	24¢	25	Prussate	23¢	26
Glycyrrhiza	28¢	30	Sulphate po.	15¢	18
Hæmatox, 15 lb. box	11¢	12	Radix		
Hæmatox, 15	13¢	14	Aconitum	20¢	25
Hæmatox, 1/4s.	14¢	15	Althea	30¢	35
Hæmatox, 1/4s.	16¢	17	Anchusa	10¢	12
Ferru			Arum po.	25¢	30
Carbonate Precip.	15		Calamus	20¢	40
Citrate and Quinia	2 25		Gentiana	12¢	15
Citrate Soluble	75		Glycyrrhiza, pv. 15	16¢	18
Ferrocyanidum Sol.	40		Hydrastis Canaden.	75	
Solut. Chloride	15		Hydrastis Can., po.	12¢	15
Sulphate, com'l, by	80		Hellebore, Alba, po.	18¢	22
Sulphate, pure	7		Inula, po.	3 60¢	3 75
Flora			Iris plox.	35¢	40
Arnica	15¢	18	Jalapa, pr.	25¢	30
Anthemlis	22¢	25	Maranta, 1/4s.	22¢	25
Matricaria	30¢	35	Podophyllum, po.	75¢	1 00
Folia			Rhel, cut.	75¢	1 00
Barosma	35¢	38	Rhel, pv.	75¢	1 35
Cassia Acutifol, Tin-	20¢	25	Spigelia	35¢	38
nevelly	25¢	30	Sanguinaria	50¢	55
Cassia, Acutifol, Alx.	12¢	10	Serpentaria	60¢	65
Salvia officinalis, 1/4s	8¢	10	Senega	10¢	12
Uva Ursi			Smlax, officinalis H.	40¢	45
Gummi			Smlax, M.	25¢	30
Acacia, 1st picked	65		Sellie	10¢	12
Acacia, 2d picked	45		Symplocarpus, Foti-		
Acacia, 3d picked	35		du, po.	25¢	30
Acacia, sifted sorts	25		Valeriana, Eng. po. 30	15¢	20
Acacia, po.	45¢	65	Valeriana, German.	14¢	16
Aloe, Barb. po. 18¢	12¢	14	Zingiber a.	25¢	27
Aloe, Cape, po. 15.	12		Semen		
Aloe, Socotri. po. 40	12		Anisum	13¢	15
Ammoniac	55¢	60	Apium (graveleons).	13¢	15
Assafetida	25¢	40	Bird, 15.	10¢	12
Benzoinum	50¢	55	Carui, po. 15	10¢	12
Catechu, 1s	60¢	65	Cardamon	1 25¢	1 75
Catechu, 1/4s.	60¢	65	Coriandrum	80¢	10
Catechu, 1/4s.	60¢	65	Cannabis Sativa	4 1/4¢	5
Camphore	64¢	69	Cydonium	75¢	1 00
Euphorbium	40		Chenopodium	15¢	16
Galbanum	1 00		Dipterix Odorata	1 00¢	1 10
Gamboge	65¢	70	Foeniculum	70¢	9
Gualacum	70		Foenugreek, po.	3 1/4¢	5
Kino	75		Linl, gr'd.	4 1/4¢	5
Mastic	60		Lobelia	1 50¢	1 55
Myrrh	40		Pharlaris Canarian.	4 1/4¢	5
Opil. po. 4.90¢	3 35¢	3 40	Rapa	4 1/4¢	5
Shellac	40¢	45	Sinapis Alba	9¢	10
Tragacanth	60¢	90	Sinapis Nigra	11¢	12
Herba			Spiritus		
Absinthium, oz. pkg	25		Frumentl, W. D. Co.	2 00¢	2 50
Eupatorium, oz. pkg	25		Frumentl, D. F. R.	2 00¢	2 25
Lobelia, oz. pkg	25		Frumentl	1 25¢	1 50
Majorum, oz. pkg	25		Juniperis Co. O. T.	1 65¢	2 00
Mentha Pip. oz. pkg	25		Juniperis Co.	1 75¢	3 50
Mentha Vir. oz. pkg	25		Saacharum N. E.	1 90¢	2 10
Rue	25		Spt. Vini Gall.	1 75¢	6 50
Tanacetum Voz. pkg	25		Vini Oporto	1 25¢	2 00
Thymus, V. oz. pkg	25		Vini Alba	1 25¢	2 00
Magnesia			Sponges		
Calcined, Pat.	55¢	60	Florida sheeps' wool	2 50¢	2 75
Carbonate, Pat.	18¢	20	carriage	2 50¢	2 75
Carbonate, K. & M.	18¢	20	Nassau sheeps' wool	2 50¢	2 75
Carbonate, Jennings	18¢	20	carriage	2 50¢	2 75
Oleum			Velvet extra sheeps'	1 50	
Absinthium	7 00¢	7 20	wool, carriage	1 25	
Amygdale, Dulc.	38¢	40	Extra yellow sheeps'	1 25	
Amygdale, Amara	8 00¢	8 25	wool, carriage	1 25	
Anisi	1 85¢	2 00	Grass sheeps' wool,	1 00	
Aurant Cortex	2 10¢	2 20	carriage	75	
Bergamit	2 60¢	2 75	Hard, for slate use.	1 40	
Cajiputi	80¢	85	Yellow Reef, for	1 40	
Carophylli	75¢	80	slate use.		
Cedar	60¢	65	Syrups		
Chenopadi	1 15¢	1 25	Acacia	50	
Cinnamoni	35¢	40	Aurant Cortex	50	
Citronella			Zingiber	50	

Menthol	5 56	Selditz Mixture	20¢	22	Linseed, pure raw	5¢	61
Morphia, S. P. & W.	2 05¢	Sinapis	18		Linseed, boiled	59	62
Morphia, S. N. Y. Q.	1 95¢	Sinapis, opt.	30		Neatsfoot, winter str	54	60
Morphia, Mal.	1 85¢	Snuff, Maccaboy, De			Spirits Turpentine	41 1/4	46
Moschus Canton	40	Voos	41		Paints		
Myristica, No. 1	65¢	Snuff, Scotch, De Vo's	41		BBL.	LB.	
Nux Vomica	10	Soda, Boras	11		Red Venetian	1 1/2	2 1/2
Os Sepia	35¢	Soda, Boras, po.	11		Ochre, yellow Mars	1 1/2	2 1/2
Pepsin Saac, H. & P.	1 00	Soda et Potass Tart.	23¢	25	Ochre, yellow Ber.	1 1/2	2 1/2
D Co.	1 00	Soda, Carb.	1 1/2	2	Putty, commercial	2 1/2	2 1/2
Piels Liq. N.N. 1/2 gal.	2 00	Soda, Bi-Carb.	3 1/2	5	Putty, strictly pure	2 1/2	2 1/2
doz	2 00	Soda, Ash	3 1/2	4	Vermilion, Prime		
Piels Liq., quarts	2 00	Soda, Sulphas	2		American	13¢	15
Pils Hydrarg.	80	Spts. Cologne	2 60		Vermilion, English	70¢	75
Piper Nigra	18	Spts. Ether Co.	50¢	65	Green, Paris	14¢	18
Piper Alba	30	Spts. Myrcia Dom.	2 00		Green, Peninsular	13¢	16
Plix Burgun	7	Spts. Vini Rect. 1/2 bbl			Lead, red	6 1/4	7
Plumbi Acet.	10¢	Spts. Vini Rect. 10gal			Lead, white	6 1/4	7
Pulvis Ipecac et Opil	30¢	Spts. Vini Rect. 5 gal			Whiting, white Span		90
Pyrethrum, boxes H.	50	Strychnia, Crystal	80¢	1 05	Whiting, gliders		95
& P. D. Co., doz.	75	Sulphur, Subl.	2 1/4	4	White, Paris, Amer.		1 25
Pyrethrum, pv.	25¢	Sulphur, Roll	2 1/4	3 1/4	Whiting, Paris, Eng.		1 40
Quassia	80	Tamarinds	80	10	Universal Prepared	1 10¢	1 20
Quinia, S. F. & W.	31¢	Terebenth Venice	28¢	30	Varnishes		
Quinia, S. German	31¢	Theobroma	60¢	65	No. 1 Turp Coach	1 10¢	1 20
Quinia, N. Y.	31¢	Vanilla	9 00¢	16 00	Extra Turp	1 60¢	1 70
Rubia Tinctorum	12¢	Zinc Sulph.	7¢	8	Coach Body	2 75¢	3 00
Saccharum Lactis pv	20¢	Oils			No. 1 Turp Furn.	1 00¢	1 10
Salacin	4 50¢	Whale, winter	70	70	Extra Turp Damar.	1 55¢	1 60
Sanguis Draconis	40¢	Lard, extra	60	70	Jap. Dryer, No. 1 Turp	70¢	75
Sapo, W.	12¢	Lard, No. 1	45	50			
Sapo M.	10¢						
Sapo G.	15						

Freezable Goods

Now is the time to stock

Mineral Waters,
Liquid Foods,
Malt Extracts,
Butter Colors,
Toilet Waters,
Hair Preparations,
Inks, Etc.

Hazeltine & Perkins
Drug Co.

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

Canned Lobster
Brazil Nuts
Pickles
Brooms

DECLINED

Hand Picked Beans
Imported Currants

Index to Markets

By Columns

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

Index to Markets

By Columns

AXLE GREASE		doz.	gross
Aurora	55	6 00	
Castor Oil	60	7 00	
Diamond	50	4 25	
Frazier's	75	9 00	
IXL Golden, tin boxes	75	9 00	



Mica, tin boxes	75	9 00
Paragon	55	6 00

BAKING POWDER

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



Queen Flake

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

Royal

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

BATH BRICK

American	70
English	80

BLUING

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

BROOMS

No. 1 Carpet	2 65
No. 2 Carpet	2 25
No. 3 Carpet	2 15
No. 4 Carpet	1 75
Parlor Gem	2 40
Common Whisk	85
Fancy Whisk	1 10
Warehouse	3 25

BRUSHES

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

Shoe

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

STOVE

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

BUTTER COLOR

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

CANDLES

Electric Light, 8s.	12
Electric Light, 16s.	12 1/2
Paraffine, 6s.	10 1/4
Paraffine, 12s.	11
Wicking	29

CANNED GOODS

3 lb. Standards	1 00
Gallons, standards	3 25

Blackberries

Standards	80
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Beans

Baked	1 00@1 30
Red Kidney	75@ 85
String	80
Wax	85

Blueberries

Standard	85
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Brook Trout

2 lb. cans, Spiced	1 90
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Clams

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

Clam Bouillon

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

Cherries

Red Standards	85
White	85

Corn

Fair	80
Good	85
Fancy	95

French Peas

Sur Extra Fine	22
Extra Fine	19
Fine	15
Moyen	11

Gooseberries

Standard	90
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Hominy

Standard	85
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Lobster

Star, 1/4 lb.	2 15
Star, 1 lb.	3 60
Picnic Tails	2 40

Mackerel

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

Mushrooms

Hotels	18@20
Buttons	22@25

Oysters

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

Peaches

Ple	1 65@1 85
Yellow	1 25

Pears

Standard	1 00
Fancy	1 25

Peas

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

Pineapple

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

Pumpkin

Fair	90
Good	1 00
Fancy	1 10

Raspberries

Standard	1 15
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Russian Caviar

1/4 lb. cans	3 75
1/2 lb. cans	7 00
1 lb. can	12 00

Salmon

Columbia River, talls	@1 85
Columbia River, flats	@2 01
Red Alaska	1 30@1 40
Pink Alaska	1 10@1 25

Shrimps

Standard	1 50
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Sardines

Domestic, 1/2s	3 1/2
Domestic, 1/4s	5
Domestic, Mustard	5 1/4
California, 1/4s	11@14
California, 1/2s	17@24
French, 1/4s	7@14
French, 1/2s	18@28

Strawberries

Standard	1 00
Fancy	1 25

Succotash

Fair	90
Good	1 00
Fancy	1 20

3

Tomatoes		1 15
Good	1 20	
Fancy	1 25	
Gallons	3 00	

CATSUP

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

CARBON OILS

Barrels		@10 1/4
Eocene	@ 9 1/2	
Perfection	@ 8 1/2	
Diamond White	@ 12 1/2	
D. S. Gasoline	@ 10 1/4	
Deodorized Naphtha	@ 34	
Cylinder	@ 19	
Engine	@ 22	
Black, winter	@ 10 1/4	

CHEESE

Acme	@11 1/4
Amboy	@11 1/4
Carson City	@11 1/4
Elise	@12 1/4
Emblem	@12
Gold Medal	@11
Ideal	@12
Jersey	@12
Riverside	@11 1/4
Brick	@14 1/2
Edam	@90
Leiden	@17
Limburger	@17
Pineapple	@20
Sap Sago	@19@25

CHEWING GUM

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

CHICORY

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

CHOCOLATE

German Sweet	23
Premium	31
Breakfast Cocoa	46
Runkel Bros.	21
Vienna Sweet	21
Vanilla	28
Premium	31

CLOTHES LINES

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

COCOA

Cleveland	41
Colonial, 1/4s	39
Colonial, 1/2s	42
Epps	45
Huyler	12
Van Houten, 1/4s	20
Van Houten, 1/2s	38
Van Houten, 1s	70
Webb	30
Wilbur, 1/4s	41
Wilbur, 1/2s	42

COCOANUT

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

COCOA SHELLS

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

COFFEE

Roasted		
Special Combination	15	
French Breakfast	17 1/2	
Lenox, Mocha & Java	21	
Old Gov't Java and Mocha	24	

6



Vanilla 2 oz. panel. 1.20 2 oz. panel. 75
3 oz. taper. 2.00 4 oz. taper. 1.50



D. C. Lemon D. C. Vanilla
2 oz. 75 2 oz. 1.24
3 oz. 1.00 3 oz. 1.60
6 oz. 2.00 4 oz. 2.00
No. 4 T. 1.52 No. 3 T. 2.08
2 oz. Assorted Flavors 75c.

Our Tropical.

2 oz. full measure, Lemon. 75
4 oz. full measure, Lemon. 1.50
2 oz. full measure, Vanilla. 90
4 oz. full measure, Vanilla. 1.80

Standard.

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

FLY PAPER

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

FRESH MEATS

Beef
Carcass. 6 @ 8
Forequarters. 5 @ 6
Hindquarters. 7 @ 8 1/2
Loins. 9 @ 12
Ribs. 8 @ 10
Round. 6 1/2 @ 7 1/2
Chuck. 5 1/2 @ 6
Plates. 3 @ 5

Pork

Dressed. @ 6 1/2
Loins. @ 9 1/2
Boston Butts. @ 9
Shoulders. @ 9
Leaf Lard. @ 9

Mutton

Carcass. 5 1/2 @ 7
Lamb. 7 @ 7

Veal

Carcass. 6 @ 7

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 1/2s. 3.85

Diamond 3/4s. 3.85

Diamond 1s. 3.85

Worden Grocer Co.'s Brand

Quaker 1/2s. 3.80

Quaker 3/4s. 3.80

Quaker 1s. 3.80

Spring Wheat Flour

Clark-Jewell-Well's Co.'s Brand

Pillsbury's Best 1/2s. 4.45

Pillsbury's Best 3/4s. 4.35

Pillsbury's Best 1s. 4.25

Pillsbury's Best 1 1/2s. 4.25

Pillsbury's Best 2s. 4.25

Ball-Barnhart-Putman's Brand

Duluth Imperial 1/2s. 4.25

Duluth Imperial 3/4s. 4.15

Duluth Imperial 1s. 4.05

Lemon & Wheeler Co.'s Brand

Wingold 1/2s. 4.25

Wingold 3/4s. 4.15

Wingold 1s. 4.05

Ceresota 1/2s. 4.45

Ceresota 3/4s. 4.35

Ceresota 1s. 4.25

Worden Grocer Co.'s Brand

Laurel 1/2s. 4.40

Laurel 3/4s. 4.30

Laurel 1s. 4.20

Laurel 1 1/2s. 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. 40

Car lots, clipped. 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

7

INDIGO

Madras, 5 lb. boxes. 55

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

JELLY

5 lb. pails, per doz. 1.90

15 lb. pails. 38

30 lb. pails. 72

LICORICE

Pure. 30

Calabria. 23

Sticky. 14

Root. 10

LYE

Condensed, 2 doz. 1.20

Condensed, 4 doz. 2.25

MATCHES

Diamond Match Co.'s brands.

No. 9 sulphur. 1.65

Anchor Parlor. 1.50

No. 2 Home. 1.30

Export Parlor. 4.00

Wolverine. 1.50

MEAT EXTRACTS

Armour & Co.'s, 2 oz. 4.45

Liebig's, 2 oz. 2.75

MOLASSES

New Orleans

Fancy Open Kettle. 40

Choice. 35

Fair. 26

Good. 22

Half-barrels 2c extra

MUSTARD

Horse Radish, 1 doz. 1.75

Horse Radish, 2 doz. 3.50

Bayle's Celery, 1 doz. 1.75

OLIVES

Bulk, 1 gal. kegs. 1.25

Bulk, 3 gal. kegs. 1.10

Bulk, 5 gal. kegs. 1.00

Manzanilla, 7 oz. 80

Queen, pints. 2.35

Queen, 19 oz. 4.50

Queen, 28 oz. 7.00

Stuffed, 5 oz. 90

Stuffed, 8 oz. 1.45

Stuffed, 10 oz. 2.30

PAPER BAGS

Continental Paper Bag Co.

Ask your Jobber for them.

Glory Mayflower

Satchel & Pacific

Bottom Square

1/4. 28 50

1/2. 34 60

3/4. 44 80

1. 54 1.00

2. 66 1.25

3. 76 1.45

4. 90 2.00

5. 1.06 2.40

6. 1.28 2.80

10. 1.38 3.50

12. 1.60 3.15

14. 2.24 4.15

16. 2.34 4.50

20. 2.52 5.00

25. 5.50

Sugar

Red. 4 1/2

Gray. 4 3/4

PARIS GREEN

Bulk. 14

Packages, 1/4 lb., each. 18

Packages, 1/2 lb., each. 17

Packages, 1 lb., each. 16

PICKLES

Medium

Barrels, 1,200 count. 7.00

Half bbls, 600 count. 4.00

Small

Barrels, 2,400 count. 8.00

Half bbls, 1,200 count. 4.50

PIPES

Clay, No. 216. 1.70

Clay, T. D., full count. 65

Cob, No. 3. 85

POTASH

48 cans in case. 4.00

Babbitt's. 3.00

Penna Salt Co.'s. 3.00

PROVISIONS

Barreled Pork

Mess. @ 14.00

Back. @ 17.00

Clear back. @ 16.00

Short cut. @ 16.00

Phig cut. @ 20.00

Bean. @ 14.75

Family Mess. @ 17.50

Dry Salt Meats

Bellies. 9 1/2

Briskets. 9 1/2

Extra shorts. 9 1/2

Smoked Meats

Hams, 12 lb. average. @ 11 1/2

Hams, 14 lb. average. @ 11 1/2

Hams, 16 lb. average. @ 11

Hams, 20 lb. average. @ 10 1/2

Ham dried beef. @ 12 1/2

Bacon, clear. @ 9 1/2

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

California hams. 10 1/2 @ 11 1/2

Bolled Hams. @ 16 1/2

Picnic Bolled Hams. @ 13

Berlin Ham pr's'd. @ 9

Mince Hams. @ 9 1/2

Lards-In Tierces

Compound. 7 1/2

Pure. 9 1/2

Vegetable. 8

60 lb. Tubs. advance. 1/2

80 lb. Tubs. advance. 1/2

50 lb. Tins. advance. 1/2

20 lb. Pails. advance. 1/2

10 lb. Pails. advance. 1/2

5 lb. Pails. advance. 1

3 lb. Pails. advance. 1

8

Sausages

Bologna. 6

Liver. 6

Frankfort. 8

Pork. 9

Blood. 6

Tongue. 1

Headcheese. 6

Beef

Extra Mess. 10.75

Boneless. 11.00

Rump. 11.00

Pigs' Feet

1/4 bbls., 40 lbs. 1.65

1/2 bbls., 80 lbs. 2.90

Tripe

Kits, 15 lbs. 70

1/4 bbls., 40 lbs. 1.25

1/2 bbls., 80 lbs. 2.25

Casings

Pork. 21

Beef rounds. 12

Beef middles. 12

Sheep. 65

Butterine

Solid, dairy. @ 13 1/2

Rolls, dairy. @ 14

Rolls, creamery. 17 1/2

Solid, creamery. 17

Canned Meats

Corned beef, 2 lb. 2.50

Corned beef, 14 lb. 17.50

Roast beef, 2 lb. 2.50

Potted ham, 1/4 s. 50

Potted ham, 1/2 s. 50

Deviled ham, 1/4 s. 90

Deviled ham, 1/2 s. 50

Potted tongue, 1/4 s. 50

Potted tongue, 1/2 s. 90

RICE

Domestic

Carolina head. 6 1/2

Carolina No. 1. 6 1/2

Carolina No. 2. 5 1/2

Broken

Japan, No. 1. 5 1/2 @

Japan, No. 2. 5 @

Java, fancy head. @

Java, No. 1. @

Table. @

SALERATUS

12	13	14	15
Protection38 Sweet Burley.....40 Sweet Loma.....38 Tiger.....39 Plug Flat Iron.....33 Crete de Menthe.....60 Stronghold.....39 Elmo.....33 Sweet Chunk.....37 Forge.....33 Red Cross.....32 Palo.....36 Kilo.....36 Hawatha.....41 Battle Axe.....37 American Eagle.....34 Standard Navy.....37 Spear Head, 16 oz.....42 Spear Head, 8 oz.....44 Nobby Twist.....48 Jolly Tar.....38 Old Honesty.....44 Today.....34 J. T.....38 Piper Hedsick.....63 Boot Jack.....81 Jelly Cake.....36 Plumb Bob.....32 Honey Dip Twist.....39 Smoking Hand Pressed.....40 Ibex.....28 Sweet Core.....36 Flat Car.....35 Great Navy.....37 Warp Path.....27 Bamboo, 8 oz.....29 Bamboo, 16 oz.....27 I X L, 8 lb.....27 I X L, 16 oz. pails.....31 Honey Dew.....37 Gold Block.....37 Flagman.....41 Chips.....34 Klin Dried.....32 Duke's Mixture.....38 Duke's Cameo.....40 Myrtle Navy.....40 Yum Yum, 1 1/2 oz.....40 Yum Yum, 1 lb. pails.....38 Cream.....37 Corn Cake, 2 1/2 oz.....24 Corn Cake, 1 lb.....22 Plover Boy, 1 1/2 oz.....40 Plover Boy, 3 1/2 oz.....40 Peerless, 3 1/2 oz.....34 Peerless, 1 1/2 oz.....36 Indicator, 2 1/2 oz.....28 Indicator, 1 lb. pails.....31 Col. Choice, 2 1/2 oz.....21 Col. Choice, 8 oz.....21 TABLE SAUCES LEA & PERRIN'S SAUCE The Original and Genuine Worcestershire. Lea & Perrin's, large.....3 75 Lea & Perrin's, small.....2 50 Halford, large.....3 75 Halford, small.....2 25 Salad Dressing, large.....4 55 Salad Dressing, small.....2 75 TWINE Cotton, 3 ply.....16 Cotton, 4 ply.....16 Jute, 2 ply.....12 Hemp, 6 ply.....12 Flax, medium.....20 Wool, 1 lb. ball.....7 1/2 VINEGAR Malt White Wine, 40 grain.....8 Malt White Wine, 80 grain.....11 Pure Cider, B. & B. brand.....11 Pure Cider, Red Star.....12 Pure Cider, Robinson.....12 Pure Cider, Silver.....12 WASHING POWDER Gold Dust, regular.....4 50 Gold Dust, 5c.....4 00 Rub-No-More Rub-No-More.....3 50 Pearline.....7 75 Sourline.....3 50 WICKING No. 0, per gross.....20 No. 1, per gross.....25 No. 2, per gross.....35 No. 3, per gross.....55 WOODENWARE Baskets Bushels.....85 Bushels, wide band.....1 15 Market.....30 Splint, large.....6 00 Splint, medium.....5 00 Splint, small.....4 00 Willow Clothes, large.....5 50 Willow Clothes, medium.....5 00 Willow Clothes, small.....4 75 Butter Plates No. 1 Oval, 250 in crate.....45 No. 2 Oval, 250 in crate.....50 No. 3 Oval, 250 in crate.....55 No. 5 Oval, 250 in crate.....65 Egg Crates Humpty Dumpty.....2 25 No. 1, complete.....30 No. 2, complete.....25 Clothes Pins Round head, 5 gross box.....45 Round head, cartons.....62 	Mop Sticks Trojan spring.....90 Eclipse patent spring.....85 No. 1 common.....75 No. 2 patent brush holder.....85 12 lb. cotton mop heads.....1 25 Ideal No. 7.....25 Pails 2-hoop Standard.....1 40 3-hoop Standard.....1 60 2-wire, Cable.....1 50 3-wire, Cable.....1 70 Cedar, all red, brass bound.....1 25 Paper, Eureka.....2 25 Fibre.....2 40 Toothpicks Hardwood.....2 50 Softwood.....2 75 Banquet.....1 40 Ideal.....1 50 Tubs 20-inch, Standard, No. 1.....6 00 18-inch, Standard, No. 2.....5 00 16-inch, Standard, No. 3.....4 00 20-inch, Cable, No. 1.....6 50 18-inch, Cable, No. 2.....6 00 16-inch, Cable, No. 3.....5 00 No. 1 Fibre.....9 45 No. 2 Fibre.....7 95 No. 3 Fibre.....7 20 Wash Boards Bronze Globe.....2 50 Dewey.....1 75 Double Acme.....2 75 Single Acme.....2 25 Double Peerless.....3 25 Single Peerless.....2 60 Northern Queen.....2 50 Double Duplex.....3 00 Good Luck.....2 75 Universal.....2 25 Wood Bowls 11 in. Butter.....75 13 in. Butter.....1 00 15 in. Butter.....1 75 17 in. Butter.....2 50 19 in. Butter.....3 00 Assorted 13-15-17.....1 75 Assorted 15-17-19.....2 50 WRAPPING PAPER Common Straw.....1 1/2 Fiber Manila, white.....3 1/2 Fiber Manila, colored.....4 1/2 No. 1 Manila.....4 Cream Manila.....3 Butcher's Manila.....2 1/2 Wax Butter, short count.....13 Wax Butter, full count.....2 1/2 Wax Butter, rolls.....15 YEAST CAKE Magic, 3 doz.....1 00 Sunlight, 3 doz.....1 00 Sunlight, 1 doz.....50 Yeast Cream, 3 doz.....1 00 Yeast Foam, 3 doz.....1 00 Yeast Foam, 1 1/2 doz.....50 FRESH FISH Per lb. White fish.....80 Trout.....80 Black Bass.....10 Halibut.....15 Cliscoes or Herring.....5 Bluefish.....12 Live Lobster.....20 Bottled Lobster.....20 Cod.....10 Haddock.....7 No. 1 Pickerel.....9 Pike.....8 Perch.....5 Smoked White.....11 Red Snapper.....11 Col River Salmon.....12 Mackerel.....15 Oysters Can Oysters F. H. Counts.....40 F. S. D. Selects.....33 Selects.....27 Bulk Oysters Counts.....1 75 Extra Selects.....1 60 Selects.....1 35 Standards.....1 15 HIDES AND PELTS The Cappon & Bertsch Leather Co., 100 Canal Street, quotes as follows: Hides Green No. 1.....7 1/2 Green No. 2.....6 1/2 Cured No. 1.....8 1/2 Cured No. 2.....7 1/2 Calfskins, green No. 1.....9 Calfskins, green No. 2.....7 1/2 Calfskins, cured No. 1.....10 Calfskins, cured No. 2.....8 1/2 Pelts Pelts, each.....50 Lamb.....30 Tallow No. 1.....4 1/2 No. 2.....3 1/2 Wool Washed, fine.....15 Washed, medium.....18 Unwashed, fine.....11 Unwashed, medium.....14 CANDIES Stick Candy Standard.....7 1/2 Standard H. H.....7 1/2 Standard Twist.....8 Cut Leaf.....9 Jumbo, 32 lb.....7 1/2 Extra H. H.....10 1/2 Boston Cream.....10 Beet Root.....8 	Mixed Candy Grocers.....6 1/2 Competition.....7 Special.....7 1/2 Conserve.....8 1/2 Royal.....8 1/2 Ribbon.....8 1/2 Broken.....8 1/2 Cut Leaf.....9 English Rock.....9 Kindergarten.....9 Bon Ton Cream.....9 French Cream.....10 Dandy Pan.....10 Hand Made Cream mixed.....14 1/2 Crystall Cream mix.....13 Fancy-In Pails Champ. Cryst. Gums.....8 1/2 Pony Hearts.....15 Fairly Cream Squares.....12 Fudge Squares.....12 Peanut Squares.....9 Sugared Peanuts.....11 Salted Peanuts.....12 Starlight Kisses.....10 San Blas Goodies.....12 Lozenges, plain.....9 1/2 Lozenges, printed.....10 Choc. Drops.....11 1/2 Eclipse Chocolates.....13 1/2 Choc. Monumentals.....14 Victoria Chocolate.....15 Gum Drops.....5 1/2 Moss Drops.....9 1/2 Lemon Sours.....9 1/2 Imperial.....9 1/2 Ital. Cream Opera.....12 Ital. Cream Bonbons 20 lb. pails.....12 Molasses Chews, 15 lb. pails.....13 Golden Waffles.....12 Fancy-In 5 lb. Boxes Lemon Sours.....25 Peppermint Drops.....25 Chocolate Drops.....25 H. M. Choc. Drops.....25 H. M. Choc. Lt. and Dk. No. 12.....21 00 Gum Drops.....25 Licorice Drops.....25 Lozenges, plain.....25 Lozenges, printed.....25 Imperial.....25 Molasses Bar.....25 Cream Bar.....25 Molasses Bar.....25 Hand Made Creams.....80 Cocoa Buttons, Pep. and Wint.....25 String Rock.....25 Wintergreen Berries.....25 Caramels Clipper, 20 lb. pails.....29 Standard, 20 lb. pails.....29 Perfection, 20 lb. pails.....29 Amazon, Choc Cov'd Korker 2 for 16 pr bx Big 3, 3 for 16 pr bx.....25 Dukes, 2 for 16 pr bx Favorite, 4 for 16 pr bx AA Cream Caramel 3 lb.....25 FRUITS Oranges Florida Russet.....2 Florida Bright.....2 Fancy Navel.....25 00 Extra Choice.....2 Late Valencia.....2 Seedlings.....2 Medt. Sweets.....4 00 Jamaicas.....4 00 Roid.....2 Lemons Verdelli, ex fcy 300.....4 25 Verdelli, ex chco 300.....4 25 Verdelli, fcy 300.....4 Malori Lemons, 300.....4 Messinas 300s.....4 00 Messinas 360s.....3 50 Bananas Medium bunches.....1 50 Large bunches.....2 00 Foreign Dried Fruits Figs California, Fancy.....2 Cal. pkg. 10 lb. boxes Extra Choice, Turk., 10 lb. boxes.....2 Fancy, Trkr., 12 lb. boxes.....2 Pulled, 6 lb. boxes.....2 Naturals, in bags.....2 Dates Fards in 10 lb. boxes.....2 Fards in 60 lb. cases.....2 Hallowi.....5 50 lb. cases, new.....2 Sairs, 60 lb. cases.....4 1/2 NUTS Almonds, Tarragona.....2 1/2 Almonds, Ivica.....2 Almonds, California, soft shelled.....15 1/2 Brazil.....15 1/2 Pistons.....13 1/2 Walnuts Grenobles.....14 Walnut, soft shelled California No. 1.....15 Table Nuts, fancy.....15 Table Nuts, choice.....13 Pecans, Med.....10 Pecans, Ex. Large.....12 Pecans, Jumbos.....13 Hickory Nuts per bu. Ohio, new.....21 75 Cocoanuts, full sacks Chestnuts, per bu.....26 50 Peanuts Fancy, H. P., Suns.....5 1/2 Fancy, H. P., Suns Roasted.....6 1/2 Choice, H. P., Extras Choice, H. P., Extras Roasted.....6 1/2 Span. Shld No. 1 in w.....6 1/2 	STONEWARE Butters 1/2 gal., per doz.....48 1 to 6 gal., per gal.....48 8 gal. each.....54 10 gal. each.....65 12 gal. each.....78 15 gal. meat-tubs, each.....1 20 20 gal. meat-tubs, each.....1 60 25 gal. meat-tubs, each.....2 25 30 gal. meat-tubs, each.....2 70 Churns 2 to 6 gal., per gal.....6 1/2 Churn Dashers, per doz.....84 Milkpans 1/2 gal. flat or rd. bot., per doz.....48 1 gal. nat or rd. bot., each.....6 Fine Glazed Milkpans 1/2 gal. flat or rd. bot., per doz.....60 1 gal. flat or rd. bot., each.....6 Stewpans 1/2 gal. fireproof, ball, per doz.....85 1 gal. fireproof, ball, per doz.....1 10 Jugs 1/2 gal. per doz.....60 1/4 gal. per doz.....45 1 to 5 gal., per gal.....7 1/2 Sealing Wax 5 lbs. in package, per lb.....2 LAMP BURNERS No. 0 Sun.....35 No. 1 Sun.....36 No. 2 Sun.....36 No. 3 Sun.....85 Tubular.....50 Nutmeg.....50 LAMP CHIMNEYS—Seconds Per box of 6 doz. No. 0 Sun.....1 38 No. 1 Sun.....1 54 No. 2 Sun.....2 24 Anchor Carton Chimneys Each chimney in corrugated carton. No. 0 Crimp.....1 50 No. 1 Crimp.....1 75 No. 2 Crimp.....2 48 First Quality No. 0 Sun, crimp top, wrapped & lab. 1 85 No. 1 Sun, crimp top, wrapped & lab. 2 00 No. 2 Sun, crimp top, wrapped & lab. 2 90 XXX Flint No. 1 Sun, crimp top, wrapped & lab. 2 75 No. 2 Sun, crimp top, wrapped & lab. 3 75 No. 2 Sun, hinge, wrapped & lab. 4 00 Pearl Top No. 1 Sun, wrapped and labeled.....4 00 No. 2 Sun, wrapped and labeled.....5 00 No. 2 hinge, wrapped and labeled.....5 10 No. 2 Sun, "Small Bulb," for Globe Lamps.....80 La Bastie No. 1 Sun, plain bulb, per doz.....1 00 No. 2 Sun, plain bulb, per doz.....1 25 No. 1 Crimp, per doz.....1 35 No. 2 Crimp, per doz.....1 60 Rochester No. 1 Lime (65c doz).....3 50 No. 2 Lime (70c doz).....4 00 No. 2 Flint (80c doz).....4 60 Electric No. 2 Lime (70c doz).....4 00 No. 2 Flint (80c doz).....4 60 OIL CANS 1 gal. tin cans with spout, per doz.....1 60 1 gal. galv. iron with spout, per doz.....1 80 2 gal. galv. iron with spout, per doz.....3 00 3 gal. galv. iron with spout, per doz.....4 30 5 gal. galv. iron with spout, per doz.....5 75 3 gal. galv. iron with faucet, per doz.....4 50 5 gal. galv. iron with faucet, per doz.....6 00 5 gal. Tilted cans.....7 00 5 gal. galv. iron Naeefas.....9 00 LANTERNS No. 0 Tubular, side lift.....4 75 No. 1 B Tubular.....7 25 No. 15 Tubular, dash.....7 25 No. 1 Tubular, glass fountain.....7 50 No. 12 Tubular, side lamp.....13 50 No. 3 Street lamp, each.....3 60 LANTERN GLOBES No. 0 Tub., cases 1 doz. each, box, 10c.....45 No. 0 Tub., cases 2 doz. each, box, 15c.....45 No. 0 Tub., bbls 5 doz. each, per bbl.....2 00 No. 0 Tub., Bull's eye, cases 1 doz. each.....1 25 MASON FRUIT JARS. Pints.....6 00 Quarts.....6 25 Half Gallons.....9 00 Caps and Rubbers.....2 25 Rubbers.....25 & 35

Are you not in need of

New Shelf Boxes

We make them.

KALAMAZOO PAPER BOX CO.

Kalamazoo, Michigan

The Imperial Gas Lamp

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

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

Write our

Advertising Department

About your troubles.
We will help you.

C. M. HENDERSON & CO.,

"Western Shoe Builders,"
Market & Quincy Sts. Chicago, Ill.

HOLIDAY GOODS

All our customers who have visited our sample room (25 by 125 feet) this season are

MORE THAN PLEASED

with the display and prices—proving our claim—that we are showing the largest line in Michigan of

SALABLE HOLIDAY ARTICLES

Our Vast Assortment is still complete, but orders should be placed at once to insure prompt shipment. Terms liberal.

Fred Brundage,

Wholesale Drugs and Stationery
MUSKEGON, MICH.

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.

Grand Rapids Business University

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

You ought to sell

LILY WHITE

"The flour the best cooks use"

VALLEY CITY MILLING CO.,
GRAND RAPIDS, MICH.

RED JACKET AXE.

Advertisement Which Appeared a Third of a Century Ago.

Geo. F. Foster, son of the late Wilder D. Foster, now Treasurer of the Frederick A. Stokes Company, book publisher at New York, recently wrote Wilder D. Stevens as follows:

George Murphy, who worked in Baxter's store, is here studying music. The other day, in looking through some books of his landlady, he picked up an old magazine of 1869. He discovered an advertisement in it of the Red Jacket Axe, which quoted a letter from my father. He induced the landlady to give him this page and I enclose it to you. I thought possibly you might care to have it mounted or even framed for your office. It was published, he says, in Pearson's Magazine. I think it must be Peterson's. The date on which it was published was February, 1869. It certainly is quite a curiosity. I can re-

from active business and are living in comfort on the proceeds of timber cut with the old "Red Jacket Axe."

I presume the sight of this advertisement will recall many memories to the Hon. D. A. Blodgett, who used it extensively in his lumbering operations at that time. But there was another celebrated axe in this part of the country, ante-dating and contemporaneous with the "Red Jacket." I refer to the "Hathaway Axe," made by Charles Hathaway in this city. Mr. Foster supplied the iron and steel for its manufacture, and every night "Charley" Hathaway would bring to the store in a wheelbarrow, hot from the forge, all the axes made during the day. In the rear of the store was a table with upright pegs set into it, sufficient for holding three or four dozen axes. There Mr. Hathaway would paint with black asphaltum the poll of each axe and, placing it on its peg to dry, go home for his well-earned rest. The same programme was repeated day after day.

more than
I. Miller & Co.
give entire satisfaction
our customers
Ex-Gov. James V. Smith, of Providence, R. I., says:
"any Flavoring Extracts she ever used."
Ex-Gov. Wm. A. Buckingham, of Connecticut, says:
and find them very fine."
First-Class Hotels, Confectioners and Ice Cream
DEALERS IN CHOICE FLAVORS TREBLE THE
SOLD BY GROCERS AND DRUGGISTS, WHOLES
J. W. Colton's N. Y. Depot, care of DICKINSON &

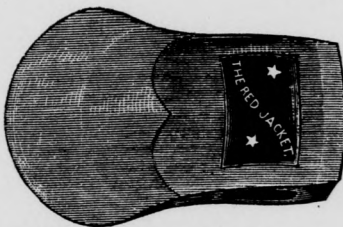
GRAND RAPIDS, MICH., Sept. 10, 1868.

LIPPINCOTT & BAKWELL:

The people seem to be crazy about your RED JACKET AXES. Please send me twenty dozen more.

Yours truly,

W. D. F.



CAUTION.—Unprincipled dealers are selling Axes painted red, as the RED JACKET AXE. The good qualities of this Axe consists in its superior cutting qualities not in the Red Paint.

The "RED JACKET" is for sale by all responsible hardware dealers and the manufacturers.

LIPPINCOTT & BAKWELL,
Pittsburgh, Pa.

WANTED, AGENTS, \$75 to \$200 per month, everywhere, male and female, to introduce the GENUINE IMPROVED COMMON SENSE FAMILY SEWING MACHINE. This machine will stitch, hem, fell, tuck, quilt, cord, bind, braid and embroider in a most superior manner. Price only \$18. Fully warranted for five years. We will pay \$1000 for any machine that will sew a stronger, more beautiful or more elastic than ours. It makes the "Elastic Lock Stitch" can be cut cloth cannot be torn.

member myself the old Red Jacket Axe.

The matter happened to be brought to the attention of the Tradesman, which caused a fac simile of the advertisement to be made for the anniversary edition and requested Wilder D. Stevens to write something relative to the subject, which request he cheerfully complied with, as follows:

The above letter, signed "W. D. F." and used as an advertisement by Lippincott & Bakewell, was written by our predecessor and the founder of our business, Wilder D. Foster, thirty-three years ago. This explanation would have been unnecessary at the date of the letter, as every one who used an axe in this part of the country knew what "W. D. F." stood for. How many readers of the Tradesman, we wonder, will remember the old "Red Jacket Axe?" Not many, I fear, as the wood-choppers and loggers of that early date are through with their work. Many have passed away, some have retired

This axe might well have been labeled the "Black Jacket," but Hathaway's name as maker of axes and other edge tools went much further and meant more than Red or Black paint.

Refreshing Modesty.

An unsuccessful candidate for a party nomination being met by a friend the morning following his disappointment, the following conversation ensued:

Friend—Well, how do you like the nominations?

Rejected Candidate—Excuse me, but I take no interest whatever in this election.

Friend—No more do I, except to wish that the best man may win.

Rejected Candidate—Well, he won't.

Friend—And why not, pray?

Rejected Candidate—Because he wasn't nominated.

The chief of man is his foot—especially when he has to foot his wife's bills.

Hardware Price Current

Ammunition			
Caps			
G. D., full count, per m.	40		
Hicks' Waterproof, per m.	50		
Musket, per m.	75		
Ely's Waterproof, per m.	60		
Cartridges			
No. 22 short, per m.	2 50		
No. 22 long, per m.	3 00		
No. 32 short, per m.	5 00		
No. 32 long, per m.	5 75		
Primers			
No. 2 U. M. C., boxes 250, per m.	1 20		
No. 2 Winchester, boxes 250, per m.	1 20		
Gun Wads			
Black edge, Nos. 11 and 12 U. M. C.	60		
Black edge, Nos. 9 and 10, per m.	70		
Black edge, No. 7, per m.	80		
Loaded Shells			
New Rival—For Shotguns			
No.	Drs. of Powder	oz. of Shot	Size Gauge
120	4	1 1/2	10
129	4	1 1/2	9
128	4	1 1/2	8
126	4	1 1/2	6
135	4 1/4	1 1/2	5
154	4 3/4	1 1/2	4
200	3	1	10
208	3	1	8
236	3 1/4	1 1/2	6
265	3 1/2	1 1/2	5
264	3 1/2	1 1/2	4
Discount 40 per cent.			
Paper Shells—Not Loaded			
No. 10, pasteboard boxes 100, per 100.	72		
No. 12, pasteboard boxes 100, per 100.	64		
Gunpowder			
Kegs, 25 lbs., per keg.	4 00		
1/2 kegs, 12 1/2 lbs., per 1/2 keg.	2 25		
1/4 kegs, 6 1/4 lbs., per 1/4 keg.	1 25		
Shot			
In sacks containing 25 lbs.			
Drop, all sizes smaller than B.	1 75		
Augurs and Bits			
Snell's.	60		
Jennings genuine.	25		
Jennings' imitation.	50		
Axes			
First Quality, S. B. Bronze.	6 00		
First Quality, D. B. Bronze.	9 00		
First Quality, S. B. S. Steel.	6 50		
First Quality, D. B. Steel.	10 50		
Barrows			
Railroad.	12 00		
Garden.	29 00		
Bolts			
Stove.	60		
Carriage, new list.	60		
Plow.	50		
Buckets			
Well, plain.	\$4 00		
Butts, Cast			
Cast Loose Pin, figured.	65		
Wrought Narrow.	60		
Chain			
1/4 in. 5-16 in. 3/4 in. 1 in.			
Com. 7 c. 6 c. 5 c. 4 c.			
BB. 8 1/2 7 1/2 6 1/2 5 1/2			
BBB. 8 3/4 7 3/4 6 3/4 5 3/4			
Crowbars			
Cast Steel, per lb.	6		
Chisels			
Socket Firmer.	65		
Socket Framing.	65		
Socket Corner.	65		
Socket Sicks.	65		
Elbows			
Com. 4 piece, 6 in., per doz.	75		
Corrugated, per doz.	1 25		
Adjustable.	40 & 10		
Expansive Bits			
Clark's small, \$18; large, \$26.	40		
Ives' 1, \$18; 2, \$24; 3, \$30.	25		
Files—New List			
New American.	70 & 10		
Nicholson's.	70		
Heiler's Horse Rasps.	70		
Galvanized Iron			
Nos. 16 to 20; 22 and 24; 25 and 26; 27, List 12 13 14 15 16.	28		
Discount, 60	17		
Gauges			
Stanley Rule and Level Co.'s.	60 & 10		
Glass			
Single Strength, by box.	80 & 20		
Double Strength, by box.	80 & 20		
By the Light.	80 & 20		
Hammers			
Maydole & Co.'s, new list.	33 1/2		
Verkes & Plumb's.	40 & 10		
Mason's Solid Cast Steel.	30 c list		
Hinges			
Gate, Clark's 1, 2, 3.	60 & 10		
Hollow Ware			
Pots.	50 & 10		
Kettles.	50 & 10		
Spiders.	50 & 10		
Horse Nails			
Au Sable.	40 & 10		
House Furnishing Goods			
Stamped Tinware, new list.	70		
Japanned Tinware.	20 & 10		
Iron			
Bar Iron.	2 25 c rates		
Light Band.	3 c rates		
Knobs—New List			
Door, mineral, jap. trimmings.	75		
Door, porcelain, jap. trimmings.	85		
Lanterns			
Regular 6 Tubular, Doz.	5 00		
Warren, Galvanized Fount.	6 00		
Levels			
Stanley Rule and Level Co.'s.	dis		
70			
Mattocks			
Adze Eye.	\$17 00.		
dis	65		
Metals—Zinc			
600 pound casks.	7 1/2		
Per pound.	8		
Miscellaneous			
Bird Cages.	40		
Pumps, Cistern.	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 c per pound extra.			
Planes			
Ohio Tool Co.'s, fancy.	40		
Scotia 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		
20 to 60 advance.	Base		
10 to 16 advance.	5		
8 advance.	10		
6 advance.	20		
4 advance.	30		
3 advance.	45		
2 advance.	70		
Fine 3 advance.	50		
Casing 10 advance.	15		
Casing 8 advance.	25		
Casing 6 advance.	35		
Finish 10 advance.	25		
Finish 8 advance.	35		
Finish 6 advance.	45		
Barrel 1/2 advance.	85		
Rivets			
Iron and Tinned.	50		
Copper Rivets and Burs.	45		
Roofing Plates			
14x20 IC, Charcoal, Dean.	7 50		
14x20 IX, Charcoal, Dean.	9 00		
20x28 IC, Charcoal, Dean.	15 00		
14x20 IC, Charcoal, Allaway Grade.	7 50		
14x20 IX, Charcoal, Allaway Grade.	9 00		
20x28 IC, Charcoal, Allaway Grade.	15 00		
20x28 IX, Charcoal, Allaway Grade.	18 00		
Ropes			
Sisal, 1/4 inch and larger.	10		
Manilla.	13		
Sand Paper			
List acct. 19, '86.	dis		
50			
Sash Weights			
Solid Eyes, per ton.	25 00		
Sheet Iron			
Nos. 10 to 14 com. smooth. com.	\$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.	4 40		
Shovels and Spades			
First Grade, Doz.	8 00		
Second Grade, Doz.	7 50		
Solder			
1/2 @ 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—Allaway Grade			
10x14 IC, Charcoal.	9 00		
14x20 IC, Charcoal.	9 00		
10x14 IX, Charcoal.	10 50		
14x20 IX, Charcoal.	10 50		
Each additional X on this grade, \$1.50.			
Boiler Size Tin Plate			
14x56 IX, for No. 8 Boilers, per pound.	13		
14x56 IX, for No. 9 Boilers, per pound.			
Traps			
Steel, Game.	75		
Onelida Community, Newhouse's.	40 & 10		
Onelida 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.	60 & 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, Nickeled.	80		
Coe's Genuine.	80		
Coe's Patent Agricultural, Wrought.	70		

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 are larger this week than they were last, owing to the shutting down of some of the creameries for the winter.

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—Cold storage goods command 17c and fresh range from 18c for case count to 19c for candled. Few buyers will take storage goods at any price so long as fresh are to be had.

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

Dates—5@5½c per lb.

Game—Dealers pay \$1@1.20 for rabbits.

Grapes—\$5@6 per keg for Malagas.

Honey—White stock is in ample supply at 13@14c. Amber is in active demand at 12@13c, and dark is in moderate demand at 10@11c.

Lemons—Verdellis range from \$4.50 for 300s to \$4.75 for 360s. Majoris command \$5 for 300s. Californias, \$3.75@4 for either size.

Lettuce—12½c per lb. for bothhouse.

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. Floridas are now in market, commanding \$3.75@4 per box.

Parsley—20c per doz.

Pears—Keepers are in fair demand at \$1@1.25.

Potatoes—The market is stronger and higher, paying prices in Grand Rapids having jumped to 65@70c to-day; at Morley and other buying points north of the city the price has moved up to 52@56c per bu.

Poultry—The market is without particular change. Dressed hens fetch 8c, spring chickens command 9@10c, turkey hens fetch 10@11c, gobblers command 8@10c, ducks fetch 9@10c. Geese are not wanted until the weather gets colder. Live pigeons command 50@60c and squabs are taken at \$1.20@1.50.

Quinces—\$1.40 per bu.

Squash—Hubbard commands 2c per lb.

Sweet Potatoes—Virginias have advanced to \$1.90. Baltimores command \$2 and genuine Jerseys \$3 per bbl.

The Kind of Cattle Packers Look For.

The first thing that should be looked to is the general beef form—low, broad, deep, smooth and even, with parallel lines. No wedge shape is wanted for the block. Next in importance is a thick, even covering of the right kind of meat in the parts that give the high priced cuts. This is a very important factor in beef cattle that is often overlooked. The high priced cuts are the ribs and loins. These parts on an average sell for about three times as much per pound as the others. Good, broad, well covered backs and ribs are absolutely necessary to a good carcass of beef, and no other excellencies, however great, will compensate for the lack of this essential. It is necessary to both breed and feed for thickness in these parts, but mere thickness and substance are not all. Animals that are soft and patchy or hard and rolled on the back are sure to give defective and objectionable carcasses, even although they are thick, and they also cut up with correspondingly greater waste. The men

who buy cattle and fix their market value are shrewd enough to know almost at a glance how much and just what kind of meat a steer or a carload of steers will cut out, and if the producer overlooks any of the essential points he is compelled to bear the loss. A certain amount of size is necessary in beef cattle, but it should be obtained without coarseness. The present demand exacts quality and finish rather than size. Besides these qualities and above all it is necessary to have vigor and constitution.

C. F. Curtiss.

Feminine Finesse.

"Charley dear," said young Mrs. Torkins, "do you think we shall ever be rich enough to own a yacht?"

"I shouldn't be surprised."

"When we can afford it, you will buy me a yacht, won't you?"

"Certainly."

"Well, Charley, dear, I know you are a business man, and I know you want me to be a business woman. If you will give me a new hat and a new gown and a new coat now, I won't say a word about the yacht. Isn't that a lovely discount for cash?"

Business Wants

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

BUSINESS CHANCES.

WANTED—SECONDHAND GROCERY DELIVERY WAGON. Must be in good repair. Address Lock Box 11, Shepherd, Mich. 125

WANTED—UNDERTAKING AND FURNITURE BUSINESS. Will pay spot cash. Address No. 124, care Michigan Tradesman. 124

CONDUCT A BUSINESS OF YOUR OWN; turn your spare time into cash; forty kinds of business requiring little or no capital; practical books, money-making recipes, trade secrets, formulas. Write to-day. Davis & Co., Dept. 14, Mansfield, O. 127

MAKE MONEY COLLECTING BAD DEBTS by our unfailing method. Convert your poor accounts into cash. Trial set 25 cents. Send to-day. Davis & Co., Dept. 14, Mansfield, Ohio. 128

FOR SALE—A DESIRABLE DRUG STOCK in a thriving town; no competition. Write for particulars. Postoffice Box 115, Sherwood, Mich. 121

FOR SALE—GOOD STOCK OF SHOES AND men's furnishing goods; invoices \$1,600; good paying business; rent cheap; will accept \$1,200 cash. If taken at once. Good reason for selling. John Schondelmayer, Middleville, Mich. 122

FOR SALE—STOCK OF GENERAL MERCHANDISE (\$6,000) in town of 1,000 population; oldest and best location in town; doing a cash business; no book accounts; have sold this year to Oct 1, \$14,680. Will take part real estate and give plenty of time on balance. J. F. Weisinger, Sycamore, Ohio. 123

CHOICE 80 ACRE FARM FOR SALE OR trade for merchandise. Address Box 33, Epsilon, Mich. 119

FOR SALE—COMPLETE SET OF TINNER'S tools, all in good condition. Address Wm. Brummeler & Sons, 249-253 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

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 Weidman, Mich., Isabella county. Write to John S. Weidman, Weidman, Mich. 108

FOR SALE—A GOOD PORTABLE SAW-mill and about 250,000 feet of logs and standing timber. A bargain if taken at once; situated six miles from Dexter and five miles from Hamburg Mich. Address D. Hitchingham, Dexter, Mich. 96

OUR SYSTEM REDUCES YOUR BOOK-keeping 85 per cent. Send for catalogue. Eureka Cash & Credit Register Co., Scranton, Pa. 95

FOR SALE—A LIVE, UP-TO-DATE CHINA, crockery and house furnishing store, carrying a brand new well-bought stock of china, crockery, glassware, tinware and a general line of house furnishings and notions; located in the best and busiest city in the Northern Peninsula; the only store of its kind in the city; satisfactory reasons for selling; a splendid chance for some person. Address Queensware, care Michigan Tradesman. 101

FOR SALE—GROCERY STORE OF E. J. Herrick, 116 Monroe street, Grand Rapids. Enjoys best trade in the city. Mr. Herrick 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 \$1,500 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

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—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, \$295. Five barrel kerosene tank in cellar with measuring pump. Pear and apple trees between store and barn. For particulars or for inspection of photograph of premises address or call on Tradesman Company. 99

FOR 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

FINE OPENING FOR DRY GOODS BUSINESS. Now occupied by small stock, for sale cheap. Address No. 97, care Michigan Tradesman. 97

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—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 \$60. Employs four clerks and one bookkeeper; gas and electric light in store, and both Bell and Valley phones. Stock new and in the best of condition. Will invoice at \$5,000, including horses and wagons. Will sell for part cash, balance on time, if secured for the sum of \$4,500. Enquire of Geo. E. Newall, Flint, Mich. 92

FOR SALE—CONFECTIONERY STOCK, fixtures, utensils and all tools necessary for making candy; also soda fountain on contract, and all apparatus for the manufacture of ice cream; situated in thriving town of 3,000 inhabitants; the only store of its kind in the town. The owner, a first-class candy maker, will agree to teach the buyer for one month in the manufacture of candy. Reasons for selling, other business. Address No. 62, care Michigan Tradesman. 62

I WILL SELL WHOLE OR ONE-HALF INTEREST in my furniture business. The goods are all new and up-to-date; located in a town of 7,000; has been a furniture store for thirty years; only two furniture stores in the town. Address all correspondence to No. 63, care Michigan Tradesman. 63

MERCHANTS DESIROUS OF CLOSING out entire or part stock of shoes or wishing to dispose of whatever undesirable for cash or on commission correspond with Ries & Guettel, 12-128 Market St., Chicago, Ill. 6

MISCELLANEOUS

WANTED—A POSITION IN A GENERAL store in the North or Northwest by a man who has for twelve years successfully conducted for himself a general store. Has good capital to invest if after thorough trial he is suited. First-class references given and required. Address B. O., care Michigan Tradesman. 120

EXPERIENCED SALESMAN AND STOCK-keeper wants position in dry goods, clothing or general store. Good references. Address No. 118, care Michigan Tradesman. 118

WANTED—SITUATION BY A MAN OF large experience in a general or hardware or grocery or shoe store. Can furnish references. Address No. 129, care Michigan Tradesman. 129

WANTED SITUATION BY ASSISTANT pharmacist of fifteen years' experience. Can give good references. Address L. E. Bookes, Central Lake, Mich. 126



Money-making is a science; within the reach of every young man and woman who has character enough to desire it and ambition enough to work for it. Detroit Business University teaches the science of money-making; is the only Business College in Detroit and about the only one in the United States that maintains at all times a large corps of experienced men teachers. Individual instruction. Write for illustrated catalogue.

DETROIT BUSINESS UNIVERSITY

11, 13, 15, 17, 19 Wilcox St.

WILLIAM F. JEWELL, President. PLATT R. SPENCER, Secretary.

THIS LETTER IS ONLY FOR POULTRY SHIPPERS

For fancy yellow dressed (scalded) poultry we feel safe in stating Buffalo will equal any market—no exception—for Thanksgiving and Christmas.

We are not prophets, but predict just the same, as we have for years, that no market excels us on holiday poultry this season, because Buffalo has places for it. First, its always regular big holiday demand; second, the packers who want very large quantities; third, the cold storage packers and speculators use large quantities; fourth, (for live), raffling trade use carloads; fifth, the great factory proprietors' trade, who use thousands as gifts for employees, which is an old, well established custom in Buffalo.

Hence no danger of sticking us on poultry. It's true our packers, canners and cold storage men have paid fair prices every season—why not this?

For Thanksgiving we can do justice to a very liberal amount of fancy turkeys and ducks, and as many more alive at as good prices, as a rule, as anywhere. Pay conservative prices—better have sure margin on moderate shipments than loss on large ones. We assure unsurpassed service, promptness, integrity, responsibility, conservative quotations and we believe an unexcelled poultry market; light freight, etc.

References: New shippers to old ones and Western shippers to Berlin Heights Bank, Berlin Heights, Ohio, or Third National Bank, Buffalo; or anywhere on demand. Please advise at once your prospective shipments if any and oblige.

BATTERSON & CO.

92 MICHIGAN STREET, BUFFALO, N. Y.
OPPOSITE BUFFALO'S WHOLESALE MARKET

Prompt, reliable and responsible poultry commission merchants for 33 years