

# MICHIGAN TRADESMAN

Nineteenth Year

GRAND RAPIDS, WEDNESDAY, NOVEMBER 13, 1901.

Number 947

## WILLIAM CONNOR

WHOLESALE  
READYMADE CLOTHING

for all ages.

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

## Grand Rapids Business University

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

## Aluminum Money

Will Increase Your Business.



Cheap and Effective.  
Send for samples and prices.

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44 S. Clark St., Chicago, Ill.



Offices: Widdicomb Bldg, Grand Rapids.  
Detroit Opera House Block, Detroit.  
**L. J. Stevenson, Manager**

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

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

## THE MERCANTILE AGENCY

Established 1841.

**R. G. DUN & CO.**

Widdicomb Bld'g, Grand Rapids, Mich.  
Books arranged with trade classification of names.  
Collections made everywhere. Write for particulars.  
**C. E. McCrone, Manager.**

## National Fire Ins. Co. of Hartford

Successor to

**The Grand Rapids Fire Ins. Co.**  
CAPITAL, \$1,000,000

## ELLIOT O. GROSVENOR

Late State Food Commissioner

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

1232 Majestic Building, Detroit, Mich.

## Tradesman Coupons

### IMPORTANT FEATURES.

Page.

2. Window Dressing.
3. Undertakings for Women.
4. Around the State.
5. Grand Rapids Gossip.
6. Getting the People.
8. Editorial.
9. Taxation of Mortgages.
11. Hardware.
12. Shoes and Rubbers.
14. Clothing.
15. Dry Goods.
16. The Meat Market.
17. The Wrong Tea.
18. The New York Market.
19. Village Improvement.
20. Woman's World.
22. Butter and Eggs.
24. Clerks' Corner.
25. Commercial Travelers.
26. Drugs and Chemicals.
27. Drug Price Current.
28. Grocery Price Current.
29. Grocery Price Current.
30. Grocery Price Current.
31. The Automobile Problem.
32. Boys Behind the Counter.

### A TIGHTENED SCREW.

Without loading upon sin-stricken New York the wickedness of the whole country, there is no doubt about her being guilty of most of the charges laid at her door. The undoubted metropolis of the Western Hemisphere, the trade of the country centers there and, as that great city condones crime, so her sister municipalities are inclined to look leniently upon the "ways that are dark." For years past that city has not been behaving herself. So long as she played the part of injured innocence, assuming a virtue when she had it not, and flaunted the togger of her frailty in the daylight, that pitied and despised her, she was not dangerous; but when, believing that outraged public opinion approved or was powerless, she openly boasted of her partnership with crime, self-preservation, the first law of nature, asserted itself and at the polls tightened the screw that corruption had not only loosened, but had kept loose until it was ready to drop out.

With the political affairs of Manhattan this journal has nothing to do; with its influence upon the trade of the country everything is of interest; and when last week New York announced to Christendom that she has freed herself from political corruption; that within her limits law and disorder have been divorced; that decency and uprightness have assumed control, it is ready to affirm that there was not a trading post in all the land, however far from the nearest center of commercial activity that did not instantly feel safer and with renewed confidence in itself bend every effort to its self-appointed task. The tightening of the main screw strengthened the trade organization everywhere and results, instant and wholesome, may be confidently expected.

Look at it as we may, the lavish expenditure of ill-gotten gain can not be other than demoralizing. It affects all classes alike, and none quite so much as the young man in commercial life, irrespective of the line he follows. From childhood, if he has been well brought up, "honesty is the best policy" has been made the essence of his life.

He has been trained to live by it and to die by it and he goes out into the world determined to stand by it. There he receives his first shock. He finds men with the same income as his own spending tripple what they receive and he wonders at it. Finding at last how it is done he consoles himself with the fact that the wages of sin is death and that an early death may be looked for; but it does not come. The strictest economy compels him to live an honest life, while at the next counter the personification of vice lives, the pet and the admiration of the whole establishment who looks down upon him as a well-meaning young man who lacks the brilliant qualities of his prodigal brother. Too often the almost inevitable downfall is merely a question of time, and Crime, strengthened by another recruit, exultantly asks, "What is to be done about it?"

Municipal life is only a reflex of the individual with larger means and responsibilities. Indifference to public affairs enables vice to walk boldly into public positions and, strengthening itself, carry on there the corruption that always brings ruin. Checked by the officers of the law, it simply displaces them by creatures of its own and thereafter has everything its own way. What follows need not be stated. Wrong rules and every undertaking is affected.

Money is the only requirement and Iago's "Put money in thy purse" is the only idea heeded. Trade, whose legitimate object is gain, becomes especially susceptible to the influence of unbridled prodigality and as the moral sense weakens, public opinion weakens, too, and, laughingly conceding that there are tricks in every trade, pats the successful cheat upon the back as the fellow he is especially proud of. New York, however, is our metropolis and with a zeal worthy of a better cause the cities of the United States are copying her. There is no need of writing down the names of those following notoriously in her footsteps, the one thought in regard to them being a hope that they too will "follow their leader" and tighten the screw that has become dangerously loose in all of them.

With the New York screw tightened comes the wish that that municipality will remember that the task of keeping it tight is no less an undertaking than the tightening has been. If Hercules was called for to clean the Augean stables he is also needed to keep them clean, a fact that the imitators of New York methods should remember. Unquestionably a great gain has been made in that great commercial center, and just as unquestionable is the statement that this effort of reform will be imitated by every ganglion and nerve in the trading world throughout the United States. A general cleansing will follow and as a result healthier things commercial will stand on a better footing than they have had for years.

Turkey appeared to recognize the fact that France would not be so easy a mark as Greece was.

### TIME FOR VIGILANCE.

There are good grounds for the position taken by the Michigan Telephone Co. that it can not afford to furnish telephone service at the rates charged by the independent companies. The reports of the Michigan Co. show that the average cost per phone is \$248, based on statements of the company that it has 50,000 phones in this State and that its bonded and stock indebtedness is \$12,390,000. If the reports of the company are correct, every phone is subject to an interest charge alone of \$7.44, which is more than it is receiving for telephone service in many places. To this sum must be added the annual rental paid the American Telegraph and Telephone Co., which is about \$2 per year, and the expense of doing business.

The independent companies, on the other hand, have been able to equip their plants with superior phones—which they own outright, while the Bell phones are only leased—and more modern equipment for from \$80 to \$90 per phone. The reorganization of the Michigan Telephone Co., which will probably wipe out the stockholders and floating indebtedness and probably compel the bondholders to scale down their holdings, will probably result in reducing the investment per phone to a point that will enable the new company to furnish service at a reasonable price and still leave a margin for the stockholders.

When this is accomplished, the independent companies will have a foe worthy of their steel—providing the property happens to fall into the hands of men who are capable of conducting a telephone business successfully, which the present managers of the Michigan Telephone Co. are not—and it would seem to be the part of wisdom for the independents of the State to form an alliance and purchase the property when it is offered for sale, in order that the present duplication of service may be done away with. So long as the Michigan Telephone Co. is under the present management and hampered by entangling contracts and alliance with the parent Bell company, this evil can not be abolished, but a foreclosure sale would possibly enable the purchaser to bring about a consolidation on an equitable basis. The independent companies should keep in close touch with the situation and be able to avail themselves of the opportunity which is likely to confront them on short notice.

Levy Mayer, who has been engaged by the Illinois Manufacturers' Association to secure an injunction, enjoining the Chicago Telephone Co. from increasing the price of exchange service in that city from \$125 to \$175 a year, asserted in the course of his argument in court last Saturday that the Chicago end of the Bell institution is "a fox in stealth, a wolf in greediness, a dog in madness and a lion in prey."

Chinese honors—a great many of them—are like life insurance; one has to die to get them.



## Window Dressing

Trims Appropriate to Thanksgiving and Pumpkin Time.

The approaching Thanksgiving festival gives the trimmer an opportunity to interest passers-by and to attract purchasers by playing on the traditional interest in this great day of feasting and gratitude to generous Providence. Almost anything connected with the occasion, from a turkey's feather to a pumpkin pie, will serve to draw desirable attention to the display. In arranging Thanksgiving displays, the colors of the draperies used and of the articles displayed must, so far as possible, be in sympathy with the occasion. Yellow, orange and shades of green will provide ample and appropriate choice of color. Pumpkin blossoms fashioned of tissue paper could be easily made and could be obtained at trifling cost from any large department store in your city, or could be ordered by mail. A background of green cloth, festooned with chains of pumpkin vines and flowers, would furnish a charming setting for white or light colored merchandise. Chains of the blossoms could with advantage be draped across the roof of the window.

\* \* \*

All over the country football enthusiasts are thinking and talking of their strenuous game. On Thanksgiving Day there are always important football battles to be fought, so that separate football displays, or some suggestions of the subject in the Thanksgiving window are still timely and necessary. A simple idea for an inexpensive window might be carried out as follows: A dummy man is seated on a pumpkin facing somewhat toward the back of the window. A basket is placed in front of him to receive the ears of corn from which the shucks have been removed. The dummy should be posed as naturally as possible and dressed in overalls or other clothing usually worn by persons when engaged in agricultural pursuits. Arrange stacks of corn in the background and hang ears of corn at suitable points all over the back and sides of the window. Two or three pigs, made of white cotton flannel turned nap side outward and stuffed with waste, could be posed as if rooting for stray grain. Make the figure the center of a display of winter clothing and neckwear. Show cards used in displays of this nature should be lettered in green, with a pumpkin-colored border. The card might bear this legend:

To be truly thankful  
Take turkey and pumpkin pie inwardly  
And apply  
Our clothing outwardly.

\* \* \*

Another display could be founded on the great popularity of the pumpkin pie on this day of gastronomic feats on the part of even the most dyspeptic persons. Tie a white cloth around an extra large washtub, as is done with old-fashioned pie dishes which have become slightly soiled in cooking. Smear the edge of the tub all around with mucilage and lay cotton along the edge so smeared. Then cover this cotton tightly with some white material which is capable of being colored so as to simulate, as nearly as possible, the delicate brown crust of a pie, and fasten it with very small tacks inside and outside of the tub. Possibly some housewife of the trimmer's acquaintance might be able to manufacture a real crust which would be endur-

ing enough for the purpose. Fit a cover of brown card just below this crust and support it with a few strips of wood laid across the top of the tub. Spread mucilage on this card cover and sprinkle grated pumpkin and powdered sugar generously over it, trying to make it look as pie-like as possible. A large triangular opening (in the usual shape of a large slice of pie) should be cut in the cover and fastened underneath with slips of cloth glued to the cover, and to this triangular slip fasten a fine wire to the farther bottom corner of this slip and pass it over a small roller fixed in the roof, and out behind the back of the window, so that some unseen person can at intervals pull the wire and raise the slip, disclosing the contents of the tub. Arrange collars and neckwear on hooks around the sides of the tub and fix a small stand hung with gloves in the center. The tub should be placed near the glass of the window and slightly tilted forward so that the contents may be easily observed. The window display should be varied and calculated to appeal to the generous purchasers at holiday time. Fasten a card around the front of the tub on which is printed:

Our pie contains  
"Some pumpkins"  
In furnishings.

Standing on the back edge of the tub there might be a shirt easel supporting another card having printed on it a parody on the old nursery rhyme, after this fashion:

Sing a song of sixpence,  
A pocket full of rye;  
Wait until you see within  
This mighty pumpkin pie.  
What you see inside the pie  
We've got inside the shop,  
And prices, too, are well inside,  
But values are on top.

Apparel Gazette.

### Honesty as a Foundation to Success.

Foundation digging at the best is not exhilarating work. It means toil and getting down to mother earth. But if it has its difficulties, it also has its rewards. The clear eye, the steady muscle, the trained mind all receive their greatest stimulus from contact with hard work, and the first principles of solid success, although as old as the hills, must be mastered by each candidate who would succeed. Lessons improperly learned will be accounted for with big interest later in life.

The foundation on which success should be built to withstand the storms of life I would name "Honesty," and this I would divide into three distinct classes:

Honesty towards God.  
Honesty towards man.  
Honesty towards self.

A man can be honest towards either or both of the other two and cheat the other one. A full rounded and complete life that will stand the test of time must do justice to all three.

First of all we will take honesty towards God. The Good Book tells us that man was made in the image of his Maker and to that extent partakes of divinity. To be honest towards God means that we must acknowledge Him as the Supreme Ruler of the Universe, and shape our wills and actions to accord with the divine plan as near as our imperfect understanding will allow us to. The struggle between good and evil has been going on from time immemorial. It matters not under what name we are enrolled—Jew, Gentile, or Pagan—if we are striving with the good to make the world better. A life, spent in driving humanity further from the perfection it is striving for and

which it will ultimately attain, could not be called successful no matter how much riches and power fell to its lot.

The second is honesty towards man. This used to mean that a man must not take from another what was actually in another's possession, but if nothing else proves that the world is getting better another kind of honesty is coming into view as a possibility, viz., the kind of honesty that makes the stronger man feel that he owes a duty to the weaker. Examples of this are seen in the large gifts given to hospitals, colleges, churches, etc. They are merely the acknowledgments of the debt the wealthy owe to the common humanity.

The man who would be strictly honest with his fellows must not take advantage of another's ignorance to gain profit to himself. Lots of practices that are called good business and that are possibly used against himself must be dispensed with. It may mean fewer dollars and cents, but the right to look every man in the face and say, "I have taken nothing from you that I have not given you full value in return," will amply repay such loss.

Third and last is honesty towards self.

There are lots of men who are cheating themselves. A full rounded and complete life demands that a man do himself justice as well as God and his fellows.

How many men have turned themselves into mere moneymaking machines, leaving nobler and more worthy parts of their nature to die from disease. To tired from their grinding at their money making to enjoy what the money they are making would obtain for them, music, art, reading, the study of humanity, all these are allowed to pass unheeded until after they have got tired of making money and try to enjoy it, they find that they have lost the capacity for enjoyment.

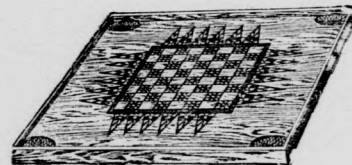
Most of us have to work hard to get a bare living, but if we can not spare the time to pluck a big bunch of flowers we can at least get a few.

A man who follows consistently this policy of honesty will find solid satisfaction during life and near its close will not feel the regrets of a life mispent.—Grocers' Review.

The most curious thing in the world is a woman who is not curious.

## "Combinola" Game Boards

10 to 50  
Games  
played on  
one  
Board



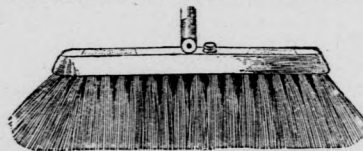
Everybody  
wants  
the  
"Combinola"  
Board

The most popular and best "Home Amusement" in the world. They are fully described in our "Holiday Catalogue No. 162," which will be mailed to dealers on request. Ask for colored circular showing the different styles.

H. Leonard & Sons, Grand Rapids, Mich.

## STORE NEWS

Sweep your Floors with the World's Only Sanitary Dustless Floor Brush



Better than a broom to sweep with because dust simply can not rise. Sweeps better, cleaner, faster than a broom—kills the deadly germ. You will want it. Write for circular.

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

WORLD'S BEST

# S.C.W.

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

## KATE NOBLES

the only

WOMAN GUM MANUFACTURER ON EARTH  
makes

WILD CHERRY AND CINNAMON FLAVORS



**Undertakings Through Which Women Can Make Money.**

A large number of women are now engaged in various branches of commercial life, many from country places and interior towns, attracted to the nearest large city by the possibility of finding employment, where it is supposed that abundant opportunities are offered, paying in proportion to good fortune, ability or influence. One naturally wonders why they do not undertake enterprises on their own account for which women are eminently fitted.

Because of their patience, determination, application and painstaking care women should be foremost in one particular industry, that of raising animals of various kinds, either to be used as pets or for food or fur. It is conducted in a quiet place, away from the mad bustle and strife of city life; gives ample time for household duties and leisure; is free from insults, bickerings and domineering employers, is not arduous, and when conducted on a large scale, the heavy labor can be performed by men or boys hired for the purpose.

Never for an instant, however, must the woman lose sight of the fact that she must oversee every detail, and know for an absolute certainty that all work has been done at the proper time and as it should be. If commenced properly the risk is slight, and the way to begin is on a small scale, with only a pair or two of the cheapest animals of the kind you desire to raise. Experiment with these, and if they are lost your loss is small, whereas if you succeed, you will then be able to purchase the finest stock, and, as a rule, the best stock pays best.

Women in various parts of the country are now successfully breeding fine

animals and making money at the business. Several in Chicago are raising Angora cats, and there are others in Louisville, St. Louis, San Francisco and in places about New York City. In Indianapolis a woman is raising toy poodles, Angora cats and cavies, or guinea pigs; near Chicago a school teacher has an extensive and profitable business in Belgian hares and cavies; in Denver, Los Angeles and various Western towns, and also in New England, women are making money raising Belgian hares and Angora cats, and in all parts of the country, as is perhaps better known, women are doing the same by raising poultry.

In addition to the animals above mentioned, birds, for which there is a growing demand, may also be raised, such as pheasants, with but little if any more trouble than poultry. Their rare beauty makes it easy to dispose of them at high prices, while the fact that they are a delicious food adds to the market value.

The Belgian hare is in greatest demand, but there are also many other paying varieties, fine specimens of which sell readily at fancy prices, including odd and beautiful Dutch and the Himalayan rabbits, both curiously marked, and, besides these, the Angora and lop-eared rabbit. Then there are the cavies in three distinct and handsome kinds in various colors, and in active demand at profitable prices. To this list may be added fancy mice and waltzing mice, selling readily at \$3 to \$5 a pair; ferrets used by warehousemen for catching rats and by hunters for driving rabbits out of their holes; dogs of various kinds, bringing from \$10 to \$1,000 each; also canary and other caged birds. American raised

birds, when properly handled, are of better quality than imported stock, and bird-rearing is certainly a delicate and pleasant occupation, at which women naturally excel.

Raising frogs is no work at all, and land suited for this purpose, that is, wet and swampy, or land surrounding a pond, usually can be used for nothing else. By having proper buildings they can be marketed when the price is high. Frogs' legs are always in demand, frequently at surprisingly large prices, as they are considered a great delicacy.

Probably the queerest, and one which at first thought seems the most objectionable, is skunk farming. This little animal is really very interesting and inoffensive when understood and properly handled. The scent sacs can be removed without trouble from the young, and old animals will not use their scent unless badly frightened. Skunks are possessed of more than ordinary animal intelligence, soon learning to know their keeper, eating from the hand and following him about quite like a dog.

Like frogs, skunks are particularly suited to raising on land useful for no other purpose. A rough, stony, stumpy piece of ground that can be used neither as pasture nor for cultivation can be turned to profitable account by utilizing it in this way.

Skunks are bred for their fur, which is valuable. The skins are sent to England, there dyed and dressed and returned to this country as marten.

Near almost any large city dogs can be taken to board, as their owners desire to place them out while away from home or to give them proper air and exercise, and a dog boarding-house can be handled by any enterprising woman. In a city aquariums can be equipped

and kept in order under contract. In New York an enterprising young woman exercises dogs, giving each an hour or so a day, her time being fully occupied in this way, at a good price, by special arrangement with aristocratic owners of valuable animals.

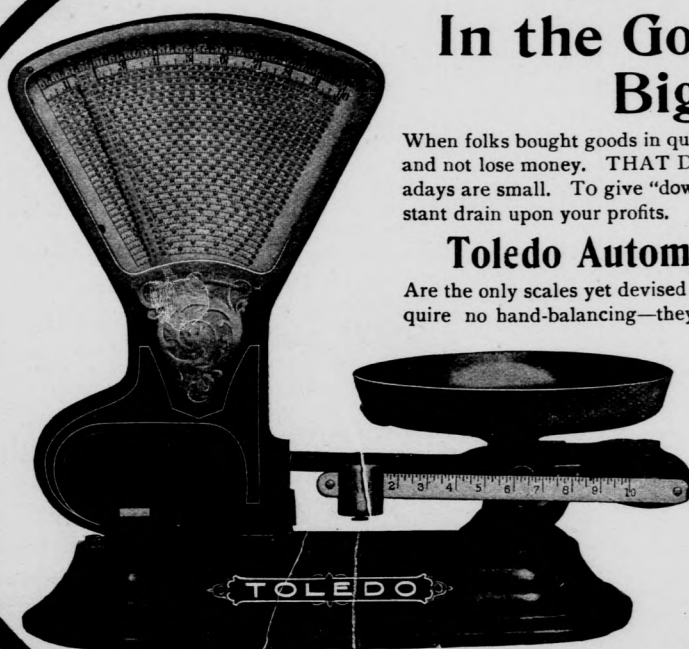
Then there is taxidermy, which is profitable. Spare time can be nicely used teaching birds to pipe a tune and training parrots to talk, as a bird that can whistle a tune is valuable, and one having a repertory of several tunes is quite out of the reach of an ordinary purchaser, and the same is true of a good talking parrot.

**To the Front in Trade.**

The prevalence of the woman buyer is, like many other innovations in the world of trade, chiefly attributable to the development and immensely wide distribution of department stores. These beehives of universal supply are no longer features of the great cities alone. Every town of any pretensions throughout the length and breadth of the country has one department store or more, and every department is conducted like a special business. One establishment of this character in the West had thirty-seven buyers from its various branches registered in New York a week ago. Most of them were women and all were conducting their business without the slightest indication of regard for what the rest were doing.—Harper's Weekly.

**An Apt Answer.**

"Father," said the small boy, "what is a pessimist?"  
"A pessimist, my son," was the answer, "is a man who deliberately turns out the light so that he may look on the dark side of things."



## In the Good Old Days of Big Profits

When folks bought goods in quantity, it was possible to give "down weight" and not lose money. THAT DAY IS FOREVER PAST. Retail sales nowadays are small. To give "down weight" on every sale means a steady, constant drain upon your profits.

### Toledo Automatic Computing Scales

Are the only scales yet devised which absolutely stop "down weight." They require no hand-balancing—they balance themselves instantly, automatically.

Computing hand moves right along, indicating the slightest fraction of an ounce and showing the exact total value in dollars and cents. RELIABLE IN ALL WEATHER. No springs to contract in cold weather and force you to give overweight. Thousands of satisfied users proclaim it the greatest time and money-saving scale ever invented. A scale upon which bankbooks thrive. Can we send descriptive circular and full particulars?

**Toledo Scale and Cash Register Co.**

Capital, \$1,000,000.

Toledo, Ohio, U. S. A.



## Around the State

### Movements of Merchants.

East Tawas—D. G. Lowe, jeweler, has removed to Onaway.

Holland—Al. Vandenberg has opened a grocery store in the Hall block.

Pontiac—Alfred Webb, of the meat firm of Alfred Webb & Sons, is dead.

Benton Harbor—Dr. J. C. Cole has opened a drug store on West Main street.

Ogden Center—Johnson & Co. are succeeded by Lutes Becker in general trade.

Quincy—Michael & Spalding have purchased the hardware stock of James Pope.

Dundee—Bordine & Sanderson have purchased the meat market of Winfield Scott.

Montgomery—W. S. Prevost has sold his general merchandise stock to Oliver Filley.

Linden—Ed. Wrigglesworth has purchased the grocery stock of Geo. P. Wiltsie.

Riverdale—J. C. Birdsall, of Pentwater, has engaged in the meat business at this place.

Fremont—C. M. Gibson, furniture dealer and undertaker, has sold out to F. P. Merrill.

Reading—Albert Walls continues the hardware business of Walls & Spaulding in his own name.

Ovid—W. J. Johnson has purchased the W. D. McCormick harness stock of Eaton & Munson.

Detroit—The Wayne Fuel & Feed Co. has filed articles of incorporation, with a capital stock of \$10,000.

Grand Haven—Jos. Klaussens has engaged in the grocery business and will handle produce, butter and eggs.

Vassar—G. W. DeWitt has engaged in the furniture and undertaking business, having purchased the stock of C. J. Buck.

Lawrence—Frank W. Curtis has sold his drug stock to Geo. W. Fisher, who will continue the business at the same location.

Stanton—J. L. Weaver, who recently purchased the meat market of Thos. Evans, is now installed in his new quarters.

Walkerville—P. Beyer has exchanged his drug stock for the 26-acre fruit farm of Dr. Salmon, of Shelby, and will put in a new stock of drugs.

Kalkaska—H. Howe, formerly landlord of the Kalkaska House, will remove to Boyne City, where he will engage in the furniture business.

Port Huron—C. C. Lowry has sold his Huron avenue confectionery stock to Chris. Lamlein, the Griswold street grocer, and will remove to Dallas, Tex.

Albion—E. C. Lester has purchased an interest in the meat market of Geo. Howard. The firm will be known as the Howard Meat Co. Mr. Lester will have charge of the business.

Kalamazoo—Peter Datema has purchased the grocery stock of the branch grocery store of the L. Hoekstra Co., at 139 Parsons street and will continue the business at the same location.

Vassar—C. J. Buck has sold his furniture and undertaking stock here to Geo. W. DeWitt, of Belding, who has already taken possession. Mr. Buck retires from business on account of poor health.

Vassar—J. E. Buck & Son have sold their bicycle stock and repair shop to Durham & Mesnard, who will continue the business under the style of S. A. Durham & Co. They will also handle hunters' supplies.

Port Huron—H. V. Sink, who has been with the wholesale and retail fancy goods firm of J. W. Goulding & Co. for several years, has purchased a grocery stock at Memphis and will engage in business at that place.

Mulliken—A. E. Lawrence has purchased the interest of his partner in the grain and produce business of Burroughs & Lawrence. Mr. Burroughs will devote his entire attention to his farm property near this place.

Stanton—Eli Epley, who recently purchased the Pakes meat market, has taken possession of the business. Mr. Epley is a well known business man of this place, having formerly been engaged in the grocery and meat business here.

Fenton—E. G. Curtis has filed a petition in the United States District Court, asking to be adjudged a bankrupt. The liabilities are less than \$1,000 and the nominal assets are about \$900. His drug store is now closed, pending the hearing of the petition by the court.

Ovid—Dr. W. P. Beach will shortly sell his dental practice and, on January 1, will engage in the manufacturing business under the style of the Ovid Veneer Works. He will manufacture egg crates and other lines of thin wood goods. He has already purchased the necessary machinery.

Holland—Henry R. Brink and Bert Slagh have purchased the New York Racket Store stock of W. B. Brockway, and Mr. Slagh will remove his stock of paint and wall paper from Central avenue to the new location. Mr. Brink has for some time been engaged in the book business.

Adrian—Don C. Hoag, who has been engaged in the meat business here for about a year, has voluntarily closed his doors. He hopes to be able to pay his creditors 75 or 80 cents on the dollar. This result was brought about in a great measure by his having a large number of accounts on his books that were not collectible.

Traverse City—Fay S. Hamilton has issued a letter to the creditors of Robinson & Hamlin, stating that his brother, Frank Hamlin, of Monroe Center, offers to advance him sufficient funds to secure a settlement with the creditors and re-establish himself in business, providing the creditors will accept 20 per cent. in full settlement of their claims. Mr. Hamlin states that the total indebtedness is \$6,100, of which \$5,100 is secured by the trust mortgage, and estimates that the \$3,879 assets will not bring over \$2,426 at forced sale. The largest creditor is the Musselman Grocer Co., whose claim is \$2,477.

Ishpeming—The Carpenter-Cook Co. has opened for business in the wholesale grocery line, with W. M. Boaz as manager. Mr. Boaz formerly traveled on the road for the wholesale grocery house of Wulffing, Dieckriede & Co., of St. Louis. He was born in 1865 at Vandalia, Ill., and was reared in Fayette, Effingham and Wayne counties. He has been engaged in the grocery business fifteen years, both wholesale and retail, and the experience he has gained, together with his wide acquaintance with the grocery trade of the country, will undoubtedly result in a successful outcome of the business.

### Manufacturing Matters.

Dowagiac—Ward H. Taylor succeeds the Taylor Bros. Paint Co.

Saginaw—Frank Miller succeeds the Stevens-Miller Lumber Co. here and at Rose City.

Detroit—The Detroit Brick & Tile Co. has engaged in business with a capital stock of \$75,000.

Detroit—The style of the Marr & Stevens Shoe Co. has been changed to the Dr. Reed Cushion Shoe Co.

Detroit—The Granville, Wood & Son Pipe Organ Co., Limited, succeeds the Wood, Granville & Son Co. in the manufacture of pipe organs.

Saginaw—Wellington S. Morse has engaged in the cedar business on his own account, having purchased the interest of his partners in the Porter Morse Co.

Detroit—McClure & Zimmer and McClure, Kelsey & Co. have merged their hardwood lumber business into one concern under the style of the McClure-Zimmer Co.

Kalamazoo—John Frielink and David Walton, Jr., have formed a copartnership under the style of the Frielink Candy Co. and engaged in the manufacture and sale of confectionery at 140 South Burdick street.

Howard City—A. W. Messenger is erecting an addition to his feed mill, 25x50 feet in dimensions, which will be equipped with the necessary machinery for conducting a woolen mill. Operations are expected to begin early in March.

Saginaw—The Porter Cedar Co. has been organized here with a capital of \$30,000. The company owns saw and shingle mills in Missaukee county and several thousand acres of cedar lands and yards in Missaukee and Clare counties. The main office of the company will be in Saginaw.

Paw Paw—The Challenge Churn Manufacturing Co. has recently been organized with a capital stock of \$10,000. The officers are as follows: W. H. LaSuer, President; F. P. Grimes, Vice-

President; George M. Harrison, Treasurer; M. O. Rowland, Secretary; W. L. Miller, Manager; F. R. Bassett, Superintendent. The concern expects to begin operations at once and by spring will employ a large force of workmen.

Attention is directed to the advertisement of H. Leonard & Sons on page 2 of this week's issue. This house always does as it advertises.

Read an important Holiday Poultry Special on page 23 of this week's paper.

Get your  
**ANN ARBOR**  
**Quick Lighting**  
**=Gasoline Lamp=**

FOR

**Christmas Trade**

at once. There is going to be a fine trade in lamps this year and we have a fine lamp to meet it. All styles. Order early.

**The Superior Mfg. Co.**

32 South Main Street, Ann Arbor, Michigan

*Michigan's Greatest School  
of Business and Night School Training  
The Michigan Business University  
Grand Rapids, Mich.*

## POTATOES WANTED

Will pay cash; write or see us before selling.

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

## WROUGHT IRON PIPE

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

**GRAND RAPIDS SUPPLY COMPANY**

20 Pearl Street, Grand Rapids, Michigan

## Buy the Most Perfect Talking Machine Made

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

**POST MUSIC CO.,**  
Lansing, Mich.



"HIS MASTER'S VOICE"

**THE NULITE**  
**VAPOR GAS LAMPS**

**For Home, Store and Street.**

The Nearest Approach to Sunlight and Almost as Cheap.

**ARC ILLUMINATORS 750 CANDLE POWER.**

**7 HOURS TWO CENTS.**

Make your stores light as day. A Hardware house writes us:

"We like your lamps so well we are now working nights instead of days."

We also manufacture **TABLE LAMPS, WALL LAMPS, CHANDELIERS, STREET LAMPS, Etc.** 100 Candle Power seven hours ONE CENT. No wicks. No Smoke. No Odor. Absolutely safe. **THEY SELL AT SIGHT.** Exclusive territory to good agents. Write for catalogue and prices.

**CHICAGO SOLAR LIGHT CO., DEPT. L, CHICAGO.**





## Grand Rapids Gossip

### No Telephone Consolidation at Present.

The proposition of the Erie Telephone Co. to sell a controlling interest in the Michigan Telephone Co. to the Citizens Telephone Co. of Grand Rapids has been carefully considered by the directors of the latter corporation and declined. Before taking this action the directors spared no pains or expense to post themselves thoroughly on the situation, going into every detail with a degree of thoroughness which enabled them to ascertain the exact facts connected with every department of the Michigan Telephone Co. and its relation to the Erie Co. and the parent Bell Co. A representative of the Citizens Co. was sent to Boston to interview the manager of the parent Bell Co. and experts were employed to take up other phases of the company's business and prepare detailed statements regarding its condition. The reports thus received were, on the whole, so unfavorable that the directors of the Citizens Co. were reluctantly compelled to decline the proposition to assume the obligations and management of the Michigan Telephone Co.—although a controlling interest was offered at 35 cents on the dollar—on the ground that it would be impossible to assume a bonded and bank indebtedness of \$7,390,000 and make the investment a paying one. The outcome of the negotiations was undoubtedly a severe disappointment to L. H. Withey, Clay H. Hollister and Dudley E. Waters, who were interested in the option obtained from the Erie Telephone Co., but as they are all public spirited gentlemen, they will cheerfully acquiesce in the decision of the directors of the Citizens Telephone Co., because they would not willingly permit a local enterprise to be crippled and the interests of 600 local stockholders to be jeopardized by consolidating a corporation which is incapable of paying dividends under existing conditions with a company which has long been on a dividend paying basis.

### The Produce Market.

Apples—Fancy Spys readily command \$5. Baldwins are in demand at \$4. Other varieties range from \$3.25 to \$3.75. Cooking stock fetches \$2.50 to \$2.75.  
Bananas—Prices range from \$1.25 to \$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 not so large as a week ago.  
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 \$7@7.25 per bbl. Cade Cods range about 50c per bbl. higher.  
Eggs—Cold storage goods command 17c and fresh range from 18@19c for case count to 19@20c for candled. Receipts are so small that jobbers are compelled to solicit shipments.  
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 hothouse. Maple Syrup—\$1 per gal. for fancy. Onions—The market is stronger and higher than a week ago. Yellow Danvers fetch \$1.05@1.10 and Red Globes command \$1@1.05.

Oranges—Jamaicas command \$3.50@3.75 per box. Floridas are now in market, commanding \$3.25@3.50 per box.

Parsley—20c per doz.

Potatoes—The boom is on and no mistake. From every quarter comes the clamor for shipments, due to the fact that there is a scarcity in many consuming and distributing markets. Dealers meet with no difficulty in obtaining 65c on track and are paying 60c.

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 9@10c. Live pigeons have advanced to 60@75c and squabs to \$1.50.

Winter Squash—Hubbard fetches 1½c per lb.

Sweet Potatoes—Virginias have advanced to \$2. Baltimores command \$2 and genuine Jerseys \$3@3.25 per bbl.

### The Grain Market.

Wheat has experienced a steady advance. Cash winter has advanced again 3c per bushel, while December options for spring are up 2c. Receipts at initial points in the Northwest have been very large during the week, but exports were also at top notch, being 6,000,000 bushels for the week, which kept the visible from increasing, as it was but 767,000 bushels. State wheat is not in abundance. Receipts from farmers are only a trifle to what we naturally would expect them to be at this time of the year. The farmers seem to hold onto wheat in preference to any other market commodity. Trading in wheat also seems to be developing a broader market. Investors seem to think that wheat has seen bottom. Well, let the good work go on, it is time the agriculturalists were getting a fair value for wheat. We look for a still further advance. We might add that clearances to-day were 600,000 bushels.

Corn was in demand at an advance of 2c per bushel. It looks as though it will stay up and may even look cheap later on at present prices.

Oats made a jump of 3@4c per bushel, and are not plenty at that. They are taken as fast as offered and more are wanted.

Rye, not to be outdone, also scored an advance of fully 3c per bushel. The exporters are taking it as fast as offered.

Beans, likewise, are strong at an advance of 6@8c, so the whole list of cereals is up, all of which will help the farmers, and when the farmer does well, all other merchandise will be in demand.

Flour is exceptionally strong, with an advance of 10@15c per barrel, owing to the firmness in wheat.

Mill feed has made another advance. Jobbers' prices are \$18 for bran and \$19 for middlings, and \$19 and \$20 for smaller lots.

Receipts during the week were as follows: wheat, 68 cars; corn, 7 cars; oats, 10 cars; rye, 1 car; flour, 4 cars; beans, 5 cars; hay, 2 cars; straw, 1 car; potatoes, 28 cars.

Millers are paying 74c for wheat.

C. G. A. Voigt.

Geo. Seamon has engaged in general trade at Bailey. The Lemon & Wheeler Co. furnished the groceries, Rindge, Kalmbach, Logie & Co. supplied the shoes and P. Steketee & Sons sold the dry goods.

Read an important Holiday Poultry Special on page 23 of this week's paper.

### The Grocery Market.

Sugar—The raw sugar market is quiet and rather weak, 96 deg. test centrifugals showing a decline of 1-16c, making the present price 3¼c. Offerings are light and there is very little inclination to make purchases. Buyers' views are below quoted prices and, being practically out of the market for the present, business is at a standstill. There is very little pressure to make sales, as holders are confident of obtaining higher prices a little later. The world's visible supply of raw sugar is 1,040,000 tons, against 440,000 tons at the same time in 1900. The refined sugar market is rather demoralized. Hard sugars have been reduced 10 points and to-day a reduction of 10 points on softs was reported. The demand is rather light, except for the Michigan beet granulated, which is being taken about as fast as it is manufactured. The future of the refined market will depend largely upon the changes in the raw market.

Canned Goods—The canned goods market is active in almost all lines. Tomatoes are, as usual, the most active article on the list and some packers have advanced their prices 5c per dozen. Prices advanced during the past week on a lighter volume of business, instead of a heavier one, as is usually the case, and the long-looked-for reaction from the present high level is, apparently, as far off as ever, but the conditions governing the tomato market are of such a character as to sustain values, even although the buying should drop off more than it has. There is one feature about the tomato market which strengthens the views of the holders, as well as the buyers, and that is the lightness of the stocks held by both the packers and the jobbers. They are, unquestionably, the lightest on record and it is a question whether there will be sufficient, even if the market does advance to the highest figure, to last until the new pack of 1902 is ready for delivery. There is a continued scarcity of gallon tomatoes, even among those packers who usually make a specialty of this size. Prices have been climbing up on these goods, having advanced 25c per dozen during the past week, and are almost sure to advance still further. There is an improved demand for corn and this article showed considerable activity. Prices are unchanged, but are fully maintained. The pea market is very strong and will probably continue so, as stocks are very light, particularly of the better grades. Peas are wanted, and wanted badly, but many of the trade are delaying purchases of these goods until they actually need them, and when that time comes they will be surprised to find that they can not get what they want. There is an excellent demand for peaches, especially for gallon goods, and stocks are rapidly being cleaned up, many packers having sold their entire output of gallons. As a rule, the peach market is quiet at this time of the year. The heaviest buying takes place during February and March, but this year conditions in many lines are changed and past experience can not always be relied upon in the canned goods business. Pumpkin continues very scarce and anything of desirable quality is readily sold at good prices. String beans are quiet. Limas also are dull. Stocks are light, but the demand is also light and holders will let the goods go at a slight concession. Gallon apples are meeting with a good demand. The market is exceedingly firm and is rapidly cleaning up. Sar-

dines and salmon are both quiet and easy.

Dried Fruits—The dried fruit market is in good shape. With the colder weather, demand is considerably improved. Prunes are in good request and going out well. Prices are firm, especially for 70-80s, 80-90s and 90-100s, which are very scarce. Dealers report stocks ample for present requirements. Unless an active demand manifests itself during the first half of November, dealers do not look for other than a hand-to-mouth business until after Feb. 15. The demand is only fair for loose muscatels, but seeded are moving out well at full prices. Currants of all grades are in very good demand and prices have advanced ½c. Everything points to a good active demand during the winter for this article, of which large quantities are consumed every year. There is some demand for both peaches and apricots at full prices. Dates are in somewhat larger supply now and are a trifle easier. The demand, however, is fair and stocks are moving out very well. Figs are very firm and show an advance of ½@1c per pound over the better grades. There is a good demand for evaporated apples and prices are fully maintained. Stocks, however, are daily growing less and will soon be entirely cleaned up in this State.

Rice—The rice market continues firm and prices for all grades are strong. Dealers report trade rather quiet and orders principally for small lots of domestic, for which full prices are obtained. Receipts of new crop rice are light and advices from New Orleans report that the larger planters are apparently in no hurry to market their crop, having confidence in the future market. Spot stocks are moderate, and all indications point to a continued firm market.

Tea—The tea market remains firm, with a fair business in all lines. Green teas remained strong and, as the available supply is small, holders were firm, refusing to make any concessions of importance. There is no reason to look for any lower prices in the near future and it is expected the demand will gradually increase.

Molasses and Syrups—The molasses market is firm, with an advance of 2c per gallon on some of the better grades. Buyers show much more inclination now to make large purchases and business for the week was very good, especially for molasses in cans, for which there is a constant demand. Advices from New Orleans note small arrivals of new crop and a scarcity of the better grades. The molasses crop, it is estimated, will be as large as last year, which was about 375,000 barrels. The corn syrup market is very firm, with a very active demand. Prices show an advance of 1c per gallon and 6c per case, with the probability of a still further advance shortly. Refiners claim to be oversold two weeks.

Nuts—Nuts are going out freely and a good business is being done in this line. Brazil nuts and walnuts are both very firm and full prices are obtained. Almonds, however, are somewhat easier and prices show a decline of ¼c. The same applies to filberts, of which there is a large supply. Peanuts are selling well at previous prices.

Rolled Oats—The market is very strong and prices show an advance of 15c per bbl. and 10c per case for competitive cases.

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



## Getting the People

Visible Operations as a Means of Advertising.

I presume there is nothing that more generally interests people than seeing the actual work of manufacturing. They are attracted by witnessing any industrial operation, partly from the natural desire to see how things are made, partly from the interest excited by exhibitions of dexterity and partly from the general interest of seeing people busy, without much regard as to what they are doing. People will stand to watch a laborer shoveling dirt not because the operation is especially interesting, but they like to see people busy. It is to some extent on this account that it is better for a customer to come into a store and find everyone doing something, even if he is the only customer, rather than find all hands holding down the counters and things, waiting for the buyers. A busy man is attractive—there are cases where the other kind is not.

I know of two cobbler shops not far from each other, both about equally well situated for custom. One has elaborate signs on building and in windows. The front room is nicely fitted up for a reception room, while the operator plies his calling behind a partition hiding him from the street. The other shop is not especially elaborate as to signs, but in the front window sits the mender of shoes, frankly plying his calling in sight of everyone. The location of this shop is known to everyone and its proprietor is kept busy. The other is wondering why his more stylishly managed place for doing the necessary, but not especially esthetic, work on dilapidated footwear is passed without notice. A shoemaker plying his trade is an interesting sight, not alone on account of the dexterity of his movements, but for the reason that people like to see one busy. The most effective advertising the shoe mender can have is the plying of his trade where all the world can see.

Occasionally this principle is employed in some lines where the operations are reasonably manageable, as cigarmaking and the like. In such cases the advertising is found to be effective, but when the operations are more varied than in rolling tobacco there is correspondingly more interest. Thus in a glove store having an extensive show window the entire operations, from the rough kid to the finished product, are carried on in plain sight of the public. More people are attracted, many times over, than by the most elaborate exposition of the goods the most skillful window-dresser could devise.

Of course it is not always practicable to use this scheme; but the principle is of such value it is worth while to take advantage of any opportunities of the kind even at the expense of a good deal of time and trouble, rather than to plan to keep all industrial operations in back rooms or attics.

\* \* \*

F. A. Kramer & Co. present a clothing advertisement which has some elements of smartness. The first feature is the questionable pun with which they start out in the picture. This may sell goods, but I am rather inclined to doubt its value. The other pun is not so bad and yet it is a little too much of a good thing if we admit the first. The price feature is the most valuable and will serve to help out what would otherwise be rather a poor effort. The



### ALL YOUR OWN WAY

**We Push Our Business Right Your Way.**

We have the FALL and WINTER STOCK to do it. The tripple alliance of low prices, latest styles and best quality are behind us. We want to tell you something. It has been unreasonable, but we've sold lots of.

**OVERCOATS AND SUITS THIS FALL.**

We didn't stick fancy prices on them, expecting cold weather. We marked them at bargain figures, which temperature don't affect. The price, like a Watch's works, regulated to heat and cold. Overcoats and Suits are going to be needed; they can be had here at one price if it rain or blow, shine or snow, and that price is always below the actual value of our clothing.

**OVERCOATS** | **\*S.U.I.T.S.\***  
\$6, \$8, \$10, \$12, \$15. | \$7.50, \$10, \$12, \$15.

Examine our clothing before you buy your outfit for Fall.

## F. A. KRAMER & CO.

COMPLETE STOCK **WM. DeKRUIF & CO.,** PRICES RIGHT.  
LEVERING, MICHIGAN

**FOR BUSINESS OR PLEASURE,  
COMFORT OR CONVENIENCE.**

If you are preparing for the winter's work we can aid you very materially. If "on pleasure bent" we can add to your comfort. Here are a few of the things you may need. You will find it to your advantage to get our prices before buying elsewhere:

**LUMBERING HARNESS,  
FARM HARNESS,  
DRIVING HARNESS,  
SINGLE HARNESS,  
HORSE BLANKETS,  
ROBES,  
WHIPS,  
FUR COATS,  
HARNESS SUPPLIES,  
GUNS OF ALL KINDS.**

**LUMBERMEN'S SUPPLIES A SPECIALTY**

## THINK OF SMOKING

**And You Think of The City Drug Store.**

We have distanced all competition on pipes, tobacco, and the numerous little conveniences that appeal to lovers of the weed.

**Our Stock of Cigars is Not Excelled in the City.**

Drop in when waiting for a car.  
Or Any Other Time.

## CITY DRUG STORE

## You Are Invited

**TO CALL and inspect a large assortment of rugs which we have just received, and which we will display for a few days only. The shipment includes many beautiful**

**AXMINSTER, WILTON,  
and SMYRNA RUGS**

and it is a pleasure to see them. Those not selected will be sent back next Monday, so do not fail to call early. By securing this shipment on approval we are able to offer our patrons the largest assortment ever brought to the city. The prices will stand comparison with those of any reliable house.

## F. W. CRON

## If You Want

A Good Coffee for a small sum of money, ask for Hosmer & Co.'s Special Blend Coffee at 18 cents.

We also sell the Famous F. M. C. COFFEES. None Better.

**S. E. Hosmer & Co.**

Phone Orders Promptly Attended to

## H-O

Your attention is called to the large line of

### H-O Cereal Foods

we are carrying—they never disappoint the eater. We can suit your taste, too, in other good things. Try our

**Korker Teas,  
Spurr's Coffee,**  
and you'll not regret it.

**DUFF & THORN,**  
North Washington St. Grocers.

## Where Experience Counts.

We have filled thousands of prescriptions during the past year, and doubtless a good share of the number were for serious cases where much depended on purity of drugs and accuracy of compounding. We never forget.

**Our Responsibility**

in this matter and we don't want you to forget that skill and accuracy comes by long experience. Our experience is of a 36 years' quality. You can avail yourself of it without extra cost.

**Central Drug Store,  
H. M. Church Drug Co.**

printer's work is not badly proportioned, but the type is somewhat mixed. So black a border needs more room.

Wm. DeKruif & Co. offer an exceptionally good harness advertisement which the printer has handled well. The use of white space brings out his display well. I would have omitted the comma after the name of the firm, thus giving it more room in the panel, and would have omitted many pauses elsewhere. The line "Guns of all kinds", I would have given a different display, as it is a change in the kind of articles.

The City Drug Store writes an effective smokers' goods advertisement, which is displayed rather black for the business. It is well written and the plan of composition is good.

Another good advertisement is that of rugs by F. W. Cron. I like the candid, dignified manner in which the statements are made, especially the closing sentences. The printer's work is fine; the only suggestion I should make would be to give the border a nonpareil more room.

Another simple, well-written advertisement is that of S. E. Hosmer & Co., which is well handled by the printer.

Duff & Thorn make a plain statement which is handled as simply as possible by the printer. The reader may be at a loss as to whether the apparently coined name "Korker" is intended for the name of the brand, or for a modifying adjective. It is my impression that a more dignified and effective name could have been devised.

The H. M. Church Drug Co. writes an attractive and interesting notice of its prescription department, which is well handled by the printer—an exceptionally good advertisement.

**Florida's Oranges and Sugar Hopes.**  
From the Florida Times-Union.

The pioneer sections of the orange industry are asserting themselves as they did eight years ago. The oranges are moving and the good times must come again. The world will demand more sugar every year and there will be a place on the market for all that can be produced on the Florida lands suited for it. We have immense areas fit for little else, and the reclamation of such lands in this State means so much clear gain.

A woman is a great deal better than her neighbor and she always knows it, too.

## Getting Wet?

Serves you right.  
Get an H. M. R.  
Brand

## Ready Gravel Roof

and keep dry.

Made by

**H. M. Reynolds & Son**  
Grand Rapids, Michigan



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.

## Buckwheat

Flour is ground by most mills, first by crushing the whole kernel, hide and all, then separating the outside (black hull) and a part only of the inner (yellow hull). This process makes more flour than our way, but it impregnates the flour with enough poison from the inner hull to make you feel, soon after eating it, as if you'd been in a cedar swamp infested with Michigan mosquitoes.

### The Muskegon Milling Co.

discovered a way to separate "buckwheat poison" from the buckwheat meat, producing a pure, wholesome flour, which can be eaten any season of the year with no injurious effect. Sell our flour and create a demand for a good thing.

Mills at Muskegon, Mich.

QUALITY IS A SILENT  
SALESMAN  
AND MAKES PERMANENT PATRONS

THAT'S

## F. M. C. Coffee

FREEMAN MERCANTILE CO.  
COFFEE ROASTERS  
GRAND RAPIDS MICHIGAN

## Welsbach Lights Welsbach Mantles

Incandescent Gas Light and Gasoline Lamp Supplies  
of all kinds.

Authorized Michigan Supply Depot for the genuine goods.  
Write for illustrated catalogue and wholesale prices to

A. T. KNOWLSON, Detroit, Michigan  
233-235 Griswold Street.

## DeBee & Son

Dealers in

Groceries, Provisions, Country Produce, Etc.

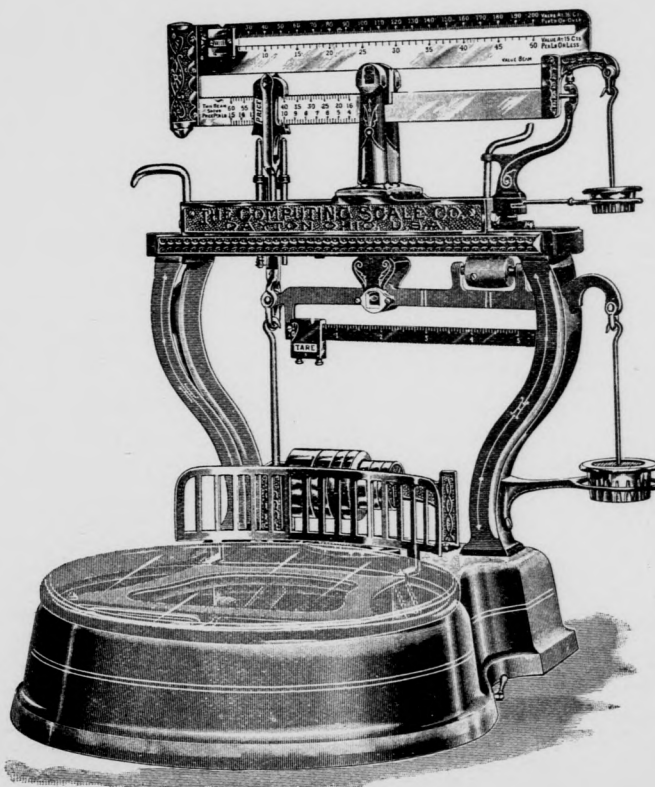
East Liverpool, Ohio,  
Oct. 23, 1901.

The Computing Scale Co.,  
Dayton, Ohio.

Gentlemen—

We have used your Standard Market Scales for over four years, and have been so much pleased in their wonderful utility as money savers that we have added to our business one of your finest "Majestic" No. 40 scales. We consider this the handsomest and finest scale we have ever seen or used. We want to thank you for bringing this great money saving system to our notice. We are,

Yours respectfully,  
DeBee & Son.







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 arrears 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 13, 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 November 6, 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 ninth day of November, 1901.

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

#### LACK OF FRANKNESS.

Most of the troubles which arise between employe and employer nowadays can be traced to the lack of a good understanding and the absence of frankness between the two. Nothing is more conducive to ill feeling than lack of sincerity and a disposition to ignore the rights of others by either employer or employed, and the sooner both come to realize this and act in accordance with this knowledge the better it will be for both.

Nothing is more demoralizing to business or exasperating to the business manager than uncertainty. The clerk who absents himself without leave or who is compelled to remain at home by reason of illness or other good cause without notifying his employer of his intention has only himself to blame if he does not receive a cordial greeting on his return and finds himself discriminated against when future favors are distributed or wages are increased. The employer who leaves his store or office without informing his executive staff or head clerk where he may be found does himself an injustice, possibly injures his business and places his office associates in an embarrassing position in case they are called upon to pass on a question which requires his sanction or advice. The manager who persists in this policy has only himself to blame if his business shows a shrinkage or his clerks appear to lose interest in their work. The man who shirks his duty or remains away from his place of business when he is needed is not the best type of business man.

Strange as it may seem, one of the most fruitful sources of ill feeling centers around the subject of vacations. Where there is no general rule or established custom, vacations are a matter of negotiation and the employe has no more right to assume that he is entitled to

take a vacation on his own volition than he has to take money from the cash drawer with which to pay his expenses while he is away. If vacations are taken at the expense of the employer—in other words, if the clerk accepts pay for services not rendered during his absence—it is the privilege of the employer to indicate when the vacation shall be taken, because he can probably select a time of the year or the week when the absence of the clerk will work the least injury to his business. To take a vacation on another's time—to draw pay for services not rendered—and then to arbitrarily dictate when the vacation shall be taken, without consulting the convenience of the employer or considering the exigencies of the business, is not only selfish but hovers on the border line of dishonesty.

#### GENERAL TRADE REVIEW.

The fact that the elections were promptly followed by a general rise in stock quotations tends to show that the unusual interest in municipal affairs, especially in New York, engrossed the attention which would otherwise have been given to on Wall Street. The last of the week showed a considerable rise in most leading lines, which is continued still more decidedly this week. The general strength in all industries is such that temporary causes can not operate long in restraint of trade.

There is still complaint that there is not enough cold with the stormy weather now so seasonable, but really there is no cause for complaint. Two or three severe days might give a gratifying rush in heavy wear, but a longer period of more steady demand is of more value. Distribution is reported good at all points and the lack of cars is still a manifest evidence of the tremendous movement.

With the rise in speculative values has come a decided advance in all leading staples except cotton. This is the most favorable situation as the latter staple is now as high as is compatible with the best interests of the cloth industry. Corn is close to its top record for many years past. The crop is not as large as in some seasons, but at present prices it looks as though it would bring as great returns to the growers. Other grains are also showing advances.

Iron and steel are still maintaining their condition of strength and intense activity. Prices are at the top and orders are being booked for delivery far into next year. Lack of cars has interfered with the operation of some furnaces which are not able to get fuel, but in general production is going on at a tremendous rate.

The threatened interference of strikes and undue changes in prices are finally out of the field as disturbing elements in the cotton goods trade. Woolens are on the whole in a more satisfactory condition than at any time since 1892. Shipments of boots and shoes from Boston show an increase of over half a million cases, as compared with 1900, and surpass all previous records. Consideration of the fact that there is a proportional increase all over the West and South, where the industry is new, gives an idea of the astonishing boom enjoyed by footwear. Prices are maintained at the recent rise, which does not yet bring them to a parity with the raw material.

Prisoners in the Xenia, Ohio, workhouse have struck for pie and the management is considering the advisability of feeding them on prunes until they show a proper spirit of submission.

#### THE GREATEST QUESTION YET.

The Citizens Telephone Co. stock has always commanded par and has paid 2 per cent. quarterly dividends during the past five years with the regularity of clockwork. The company has never authorized or issued any bonds and its floating indebtedness has always been kept within reasonable limits.

Michigan Telephone Co. stock is going begging at 35 cents on the dollar, with no takers. No dividends have been paid for a long time and the company has a bonded indebtedness of \$5,590,000 and a floating indebtedness of \$1,800,000.

The underlying causes of these conditions are not difficult to trace:

The Citizens Telephone Co. and most of the other independent companies of the State have been managed by business men in a businesslike manner. Exchange service has been furnished at about 60 per cent. of the rates formerly charged by the Bell company and toll service at an even greater reduction. Notwithstanding the absolutely free service given by the Bell company in some localities, and the ruinously low rates maintained in towns where there is independent competition, the Citizens Co. has been able to maintain a remarkable ratio of growth, increase and replace its equipment, improve its service, pay its employes promptly, disburse 8 per cent. dividends to its stockholders and increase its surplus until it amounts to a comfortable figure.

The Michigan Telephone Co., on the other hand, has been managed on the Vanderbiltian theory of "The public be damned." When the project of independent telephone service was first broached in Grand Rapids, a leading jobber and manufacturer was told by the local manager of the Bell company that such a thing as competition was an impossibility; that there were no phones available; that the Bell company owned all the patents on telephone appliance, and that any attempt on the part of

Grand Rapids people to establish a competing company would result in their paying dearly for their experience later on—that it would be simply a question of book-keeping and good interest. This position and prediction are in keeping with the policy of the Bell management in all parts of the State. It has been a policy of extermination—cruel, remorseless and inhuman—but it has reacted on the Bell company by wrecking an investment of ten million dollars, ending in one of the most humiliating surrenders ever witnessed in this country. Not since the days of the B. & O. fiasco under the junior Garrett has a corporation been so wretchedly mismanaged. Failure to forestall local competition by threats and bluffs—by industrial boycotts, temporary injunctions and entangling legal proceedings—the management resorted to cajolery and sought to win people over by free telephone service, which was maintained for nearly two years. Such tactics proving to be unavailing, as well as unremunerative, the price of exchange service was increased to about half what it cost the company to maintain it, with the result that the company now finds itself in a bankrupt condition, as shown by the present price of the stock and the fact that the receipts the first six months of this year lacked \$235,907.53 of meeting expenses.

The moral to be drawn from this situation is obvious: No corporation can ultimately succeed which continues to run counter to public opinion. Large capital alone, in the hands of incompe-

tent men, is powerless in dealing with people who can not be bought or bribed or seduced from the path of duty. The glitter of gold may corrupt legislators and aldermen, boards of public works and city attorneys, but the rank and file of business men, who constitute the most important portion of the telephone users of any community, can not be swerved from their allegiance to local interests by bluff, bluster, cajolery, flattery or unbusinesslike methods. The old story of David and Goliath finds here a fitting illustration. But the greatest problem the independent companies have ever had to face now presents itself:

What is to be done with the dead body of Goliath?

#### Hides, Pelts, Tallow and Wool.

The hide market shows a decline in price from a week ago. Small receipts prevent accumulation on a strong demand. Values are still high for tanners' use, but they are forced to pay. Trade is all one could wish, but indicates lower prices.

Pelts are in fair demand at full value, although there is no accumulation.

Tallow is in larger offerings, with demand only normal. Values remain fairly strong. No advance is indicated.

Wools have been in large sales and dealers are busy sacking out. The demand is good at old prices, but any advance is checked. Manufacturers have a full supply from recent purchases, but they are, also, working up large quantities of wool. What little advance has been obtained by dealers is strongly held, as supplies have been drawn on heavily to fill sales; in fact, some dealers find they have oversold and are obliged to go into states' holdings to fill and, naturally, have been obliged to pay higher prices. Large quantities have gone and are still going forward to fill the gap.

Wm. T. Hess.

#### Advantages of East Jordan to Be Advertised.

East Jordan, Nov. 11—Our business men have organized a Board of Trade, the principal objects being to advertise the advantages now offered to manufacturing at East Jordan and South Arm and to develop the agricultural interests. East Jordan has been a good business town for years, without any railroad facilities. Having now two roads, connecting the town with the Pere Marquette, G. R. & I. and the M. C. systems, opening up an immense amount of standing timber, for which this is the natural outlet, and having good deep water shipping facilities, make it possible to offer the advantages of low freight rates and an abundance of raw material in the line of timber; besides which there are extensive beds of marl and clay yet undeveloped. The land surrounding the towns is first-class for agriculture, stock raising and fruit growing, fruit from this locality having taken first prize at the last State fair.

W. A. Loveday.

Detroit—There is some talk along Griswold street to the effect that the proposed increase of capital stock of the Michigan Stove Co. to \$3,000,000 is in line with the long-expected formation of a combination of stove manufacturers. It is said that the local stove men have stipulated that in any combination they would have to be given ten shares of stock for every one held in the companies as now organized. It is significant that the proposed increase of stock in the Michigan Stove Co. is from \$300,000. As it is also announced that the other Detroit companies will follow the lead of the Michigan in the stock raising matter, the idea that the plan is in line with the combination idea seems reasonable.



## TAXATION OF MORTGAGES.

Direct Fixed Tax for State Purposes Most Desirable.  
Written for the Tradesman.

The taxation of mortgages and other securities is a subject of commanding interest in all American states. In our own State it has attained special importance at this time. There is great divergence of practice in such taxation among the states. In Michigan, mortgaged property is taxable at its full valuation to the mortgagor, without deduction of indebtedness, while the mortgage is taxable at its full value to the mortgagee. A like method is pursued in many other states where the general property tax obtains. Efforts have been made by state legislatures to devise a more objectionable method for the taxation of mortgages than the one now in vogue in Michigan, but none have succeeded. This method is generally regarded as double taxation in the extreme, although some eminent authorities on the subject contend, more or less plausibly, that it is not, in the true sense, double taxation. On the other hand, some states have adopted the method of taxing mortgaged property to the owner, without deduction of debts, and exempting mortgages entirely from taxation. The result of this method, while an improvement on the Michigan system, is inadequate taxation. Still other states, in trying to adapt the general property tax to this class of property, attempt, by varied modifications of these methods, to mitigate the injustice of double taxation on the one hand and avoid inadequate taxation on the other. None of the methods involving the application of the general property tax to mortgages have proven satisfactory in practice and states have gone from one to another in despair. The fallacy of these various methods consists in the consideration of the property, rather than the property owner. The state desires to reach the individual primarily. It imposes a tax upon his property because it is regarded as a test of his ability to pay. The inherent error in all the methods referred to lies in the attempt to apply the general property tax to forms of property unlike in character; in other words, to subject intangible property like mortgages, and tangible property like land, to like valuations and rates, for both state and local revenue.

Under the property tax system, which regards property as a true measure of ability to pay taxes, it must be conceded that, theoretically, the mortgagor should be allowed to deduct from the assessed value of his land the amount of the mortgage upon it, for the reason that his ability to pay taxes is reduced by the incumbrance which absorbs a portion of his profits in interest. Theoretically, also, the interest of the mortgagee in the property, as represented by the security, should be taxed to him. If the interest of each could be taxed to the owner upon like valuations and like rates and neither could shift his burden to the other, this method would obviously be equitable and just, based upon their respective ability to pay taxes. In practice, however, the method is a failure. The character of these respective property interests is different, giving to the mortgagee the advantage in the process of taxation. He can and does shift the burden. He can and does escape taxation. The mortgagor can not shift or escape. In valuation, under the property tax, the land gets the advantage, making a positive incentive to the mortgagee to take advantage in other

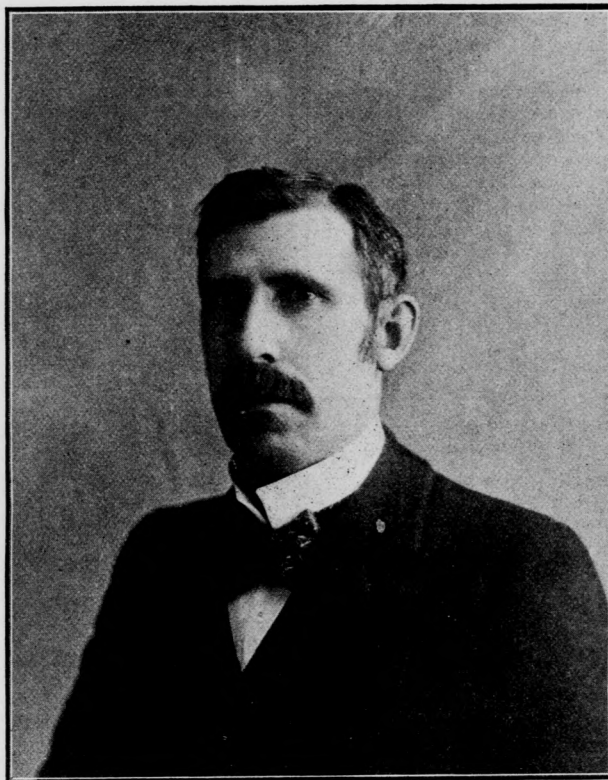
ways. The privilege of deduction of indebtedness is abused and through it many escape just taxation.

In order to avoid these difficulties and secure equitable taxation of the respective interests of the mortgagor and mortgagee, various modifications have been adopted in states that cling to the property tax for securities as well as tangible property. In Massachusetts, for instance, where it is designed to impose but one tax upon the entire interest in the land, whether mortgaged or not, the value of the land is assessed to the owner, but he can offset the amount of the mortgage debt against it, which, in turn, is assessable as realty to the mortgagee in the place where the land is located. If the whole tax is paid by the mortgagor, he can recover from the mortgagee to the extent of his interest. The mode of payment or adjustment of this one tax, however, is, under the law, left to agreement between the mortgagor

and the mortgagee. The result is that substantially all mortgages in that State contain an agreement on the part of the mortgagor to pay the whole tax upon the land; and, further, to pay all tax upon the mortgage in the event of the repeal of the law as to this agreement. The mortgagee is, therefore, virtually exempted from taxation on the mortgage. This method was adopted in Massachusetts in 1881. Prior to that time, the mortgage and the mortgaged property were taxable for their full values to their respective owners, as is now the case in Michigan. It is pointed out by the State Tax Commission in Massachusetts that, under the former method, the taxation of mortgages was carried out with great uncertainty and the larger proportion of mortgage securities held by private lenders were not, in fact, taxed, the rate of interest, however, being increased by the risk of taxation. The result of the practical exemption

of mortgages from taxation by the law of 1881, providing for the taxation of mortgaged real estate once for all, and permitting mortgagor and mortgagee to arrange between themselves for payment of the taxes, was a reduction of the rate of interest, not by the average rate of taxation, but about three-fourths of 1 per cent. The competition in mortgage investments was greatly increased, and there was a general and substantial decline in interest rates.

The vigorous attempts to bring about the actual assessment and taxation of full land values and mortgages, such as have been made in Ohio and Indiana, have produced no substantial or permanent improvement. A similar attempt is now being made to enforce this double taxation in Michigan. The result can not be satisfactory to either borrower or lender. It will be detrimental to both. The borrower will get the worse of it. He will get the short



end of the whiffletree. In this regard, we quote from the able report of the Board of State Tax Commissioners of Michigan, for the year 1900, as follows: With the tools and facilities in possession of the State Tax Commission, a most heroic effort has been made to secure the taxation of mortgages, and no branch of our work has received more attention, at greater expense to the State, than the assessment of mortgages. While returns have been most gratifying and have brought at the least a hundred dollars for every dollar expended along that line, the system is far from being complete, and will prove less satisfactory as time advances. The ways of evasion are so many and easy that assessing officers have made little attempt to follow the escaping mortgage or credit. It is also safe to predict that, should our laws for the assessment of credits remain unchanged, a very large portion of the mortgages now being taxed, and that have been found for assessment this year, will hereafter secrete themselves beyond reach of the assessor.

In this respect, the Michigan State

Tax Commission is having the experience that other states have passed through in vain attempt to enforce a bad system of taxing mortgages. California has a somewhat similar law to that of Massachusetts, fortified by enactments making all agreements between mortgagor and mortgagee as to taxes void and seeking to compel the taxation of these separate interests to their respective owners. These legal enactments, however, are rendered ineffective by the inexorable operation of economic laws. It is said by prominent authorities on the subject of taxation that, as a matter of fact, the average interest rates in California are increased in consequence of the law referred to, not only to the extent of the tax, but something in excess, as compensation for the trouble and risk of the lender. It is said that mortgages in that State usually bear 2 per cent. additional interest, as compared with other loans and investments. The method does not seem to work satisfactorily in practical operation.

The taxation of realty, as already stated, to be strictly just, should be accompanied by debt exemption. On the other hand, deduction of mortgage debts is pernicious and unjust in its operation and state taxing officials, from experience, almost universally condemn it.

As already stated, if the realty is taxed at full value and the mortgage at full value, there is double taxation. If the mortgage indebtedness is deducted from the value of the realty, and the mortgage debt escapes, the state loses a revenue which it should have.

The difficulties encountered in actual experience have led to the adoption of the method of taxing realty at full value and the exemption of mortgages from taxation by law. This we understand to be the method embodied in the bill introduced in the last State Legislature of Michigan by Senator Loomis of this city. It is a method advocated by many eminent authorities. It is more simple and direct than the Massachusetts method which produces substantially the same result in a more complicated way. It is doubtless preferable to the method now in vogue in Michigan or even to the Massachusetts method. It is based upon the theory that, by reason of exemption from taxation, capital will be loaned more readily and at cheaper rates and the benefits of exemption thereby become diffused among both borrowers and lenders.

It is urged, on behalf of this method, that, under our system, property only should be taxed, that mortgages are not property, but mere evidences of property and should not be taxed. The fallacy of this statement is apparent, at least to those who do not own mortgages. Mortgages are property for every purpose other than taxation. They constitute as accurate a measure of ability to pay as realty or any other form of property. This method of absolute exemption by law usually commends itself to those who loan money on mortgages; but in the very nature of things, does not receive the approval of the public generally, who believe that mortgage owners should be subjected to direct tax, so far as practicable, under existing conditions. Public opinion is an important factor in any method of taxation.

Perhaps the soundest argument in favor of mortgage exemption is that, if the mortgage is taxed, the mortgagee will shift the burden to the mortgagor, through agreement, as in Massachusetts, or by way of increased rates. To the



extent that this could or would be done, in practice it is perhaps good policy to exempt mortgages from taxation, because the owner of property can then borrow money more cheaply and the taxation of tangible property is more certain and simple; but, while the mortgagee will thus attempt to shift the burden and impose it upon the borrower, in practice he does not always succeed, and the effort to do so is troublesome and expensive and, to the extent that he fails, it is, perhaps, unwise to exempt the mortgage. In the exemption of mortgages from taxation, the interest rate is not always reduced by the full amount of the tax, and the lender therefore derives more benefit from it than the borrower. Careful investigation by tax commissioners has led to the conclusion that, while mortgages taxable by law generally escape taxation under the property tax system, the liability to tax affects the interest rate to the extent of one-half of 1 per cent. It may also be assumed that those who loan money would comply with a certain amount, of direct tax, rather than undertake the trouble and expense of shifting the burden to the borrower.

All things considered, therefore, the simple expedient of exempting mortgages by law is doubtless preferable to the more complicated method in vogue in Massachusetts and California, but either is greatly preferable to the method pursued in Michigan which taxes the mortgagor on the full value of the realty and the mortgagee on the mortgage. Under the Michigan method, when the mortgage is discovered, the local tax rate upon a high valuation operates with undue severity and subjects the mortgage to many times the tax actually paid by

personal property in general. It subjects those who are taxed upon mortgages composed largely of women, wards and those not capable of shifting the burden to the gross injustice of a tax equal to one-third or one-half the income thereon, while the great mass of mortgages and unsecured credits escape entirely.

Under existing conditions, therefore, we believe it to be unwise to exempt the mortgagee entirely from taxation. A tax should be imposed at least to the extent that he can not shift it or to the extent that it would be troublesome and unprofitable to shift it. The man who owns the mortgage should not be permitted to escape the entire burden of taxation, for his ability remains the same, whether his property is in mortgages or more tangible form.

Under existing conditions, we believe that a better method and one that would be more satisfactory to both borrower and lender, would be to tax the realty at full value for local purposes, without deduction of indebtedness, and impose a direct fixed tax for state purposes, upon all mortgages alike, which would yield substantial revenue and be universally applicable.

Some of the more advanced states are pursuing this method. In Pennsylvania mortgages are exempt from local taxation, but a tax of four mills on the dollar is imposed for State purposes—a method which has resulted in greatly increased revenues over the old system, and appears to be more satisfactory in every way.

A special committee appointed by the Legislature of New York recently, after most careful investigation, taking into consideration the revenue needs of the

State, the effect upon the rate of interest and the condition of borrowers, recommended, in lieu of other taxes, a State tax of five mills on the dollar upon all indebtedness secured by mortgage upon corporate and individual real property, estimating the State revenue that would be derived therefrom at ten millions of dollars and concluding that such a tax would produce no substantial change in the average rate of interest in the State, where, as in Michigan, mortgages are taxable, but in fact not generally taxed.

We believe that such a method in Michigan would yield a substantial revenue, much larger than can possibly be realized from mortgages by any other method, and thereby afford substantial relief to realty; that it would meet the approval and acquiescence of those who loan money and be easily enforced. It is a simple, certain, inexpensive method, applicable to this form of property. It would comply with the universally verified truths laid down by the Michigan State Tax Commission in the report referred to, viz.:

First. That all property can not be taxed alike or by like methods.

Second.—That the machinery for taxation must be suitable to the kind of property to be taxed.

Third. That taxation, to be effective, must be certain.

Fourth. That, as far as possible, the State should provide a system whereby it may not have to rely solely upon the statements of persons to be assessed either for the extent or value of property.

We are not unmindful of the difficulties in the way of the adoption of such a method in Michigan through unwise constitutional restrictions, which can not here be discussed. If such a method could not be adopted, or while efforts should be made to bring it about, the

exemption of mortgages from taxation would doubtless be advisable and in the interest of both borrowers and lenders and of the industrial welfare of the State.

George Clapperton.

#### His Word Backed Up By His Looks.

From the Boston Herald.

This amusing story is told by the President of a New Bedford bank. One day not long ago he and other officers and directors were engaged in a business meeting, held in the directors' room of the bank, and as they believed themselves secure from intrusion they were much surprised to see a poor little waif enter the room—something which any man of business affairs would not dare to do under such conditions. The little girl, shabbily clothed and pinched-looking, had all unconsciously entered on forbidden ground, but this she didn't realize, and at once went to the men, seated about the big table, offering them small cakes of soap for sale.

The first director whom she approached shook his head, impatient at the interruption of business, and said, sharply: "I never use it." The tiny peddler, unabashed, went from man to man—all the others, out of pity for her wan little figure, buying of her. As she started to leave the room, after thanking each purchaser, the girl hesitated a moment in front of the director who never used soap, according to his own declaration, and looking him over from head to foot, said, disdainfully: "Well, yer look it!" and then she swept out like a Duchess.

The Department of Agriculture is anxious to encourage the growing of flowers for perfume making in this country, and attention is called to the fact that conditions in the Southern States, and particularly in Southern California, are exceptionally favorable for industries of this kind. It is believed that in California the essential oil, or attar, of roses might be produced on an extensive scale to great advantage.

## SCOTTEN-DILLON COMPANY

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INDEPENDENT FACTORY

DETROIT, MICHIGAN

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

Bigger Box.  
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# 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.



## Hardware

### The Gas, Gasoline and Oil Stove Trade.

The manufacturers of gas, gasoline and oil stoves have hardly gotten through with winding up the business of the summer season, yet they are now busily engaged in getting their lines in condition for the next campaign. There seems to be no exception to the general conclusion that the trade of the past season has been very good, and although it is early to correctly read the future the opinion is freely expressed that promises for a good trade are very bright. Equally strong is the idea that the market will be firm and that an advance in prices is a reasonable expectation. To justify such a step there is a general report, not only of substantial improvements in old goods, but of many new goods being brought out by different houses and of the extension of lines that are already popular.

In gas stoves there is evidence that there has been some reduction in prices beyond what is considered advisable, and the opinion is quite generally manifest, not only that there should be an advance in prices, but that there will be. One manufacturer points out that the trouble with the gas stove business is that there is absolutely no agreement among manufacturers and that some manufacturers are weak in maintaining their prices. Because orders do not come in during the winter months they become afraid of being left with more stock on their hands than they desire to carry, and cut their prices in order to dispose of their output. This year has shown that many orders were booked at cut prices during the winter months by manufacturers, who learned, as spring opened, that the orders which flooded them could readily have been obtained at a better margin of profit. They were forcibly reminded through the season that the very meager profits secured in consequence of their early scare were not only a disadvantage to themselves, but to their confreres in the business.

Labor of all kinds, it is pointed out, is scarce, and from the small boy to the expert mechanic wages have been materially advanced. With these facts before them it would seem that the gas stove manufacturers should be about ready to meet and discuss questions of so much importance to them, with a view to reaching an agreement in regard to the marketing of their product. Some gas range manufacturers hold to the opinion that the methods followed by the vapor stove manufacturers might be adopted in the gas stove trade with advantage, and that thereby a steady market might be maintained at a profitable selling price. This action, it is believed, would meet with no serious objection by those who do the work of distributing the goods. Some difficulty, however, might be met with in reaching this conclusion, inasmuch as the retail stove dealer does not effect the final disposition of this class of goods, for the gas companies throughout the country have been large purchasers of these stoves and their method of selling at practically cost price to the retail dealer has seriously crippled a very valuable medium for the introduction and sale of gas goods. The report is quite general of difficulty in securing planished iron and sheets for manufacturing these goods.

Improvements in the construction of burners and of stoves is a marked feature of the outlook as well as a declara-

tion of intentions to bring out new and desirable patterns of gas ranges and other lines of gas goods. "The prospects for new business have never been better," is the expression of one manufacturer, and this statement measurably reflects the opinion of many others. It is further stated that prices are fair, although hot competition has materially cut down profits. The gas stove trade of the present year is looked upon in a general way as fairly satisfactory, when taken in comparison with that of other years. There seems to be evidence that each year the gas stove business has a tendency to open earlier and extend over a longer period, all of which is very gratifying to the trade.

For many years the gasoline stove has been a large factor in the consumption of the gasoline produced, and it is pointed out by some that the advent of the gasoline motor and the scarcity of the supply may have some effect on the price of this fuel. This, however, is not looked upon as likely to have any serious influence on the sale of gasoline stoves. The high temperature attainable with gasoline burners and the fact that the operation of the stoves is now so widely understood as to give them an established popularity, together with the perfection obtained in the construction of the burners, valves and every part, promise well for the coming season's business. Nevertheless, it is reported by some manufacturers that new and valuable improvements, suggested by the experience of last year, will be embodied in new constructions and manufacturers are vying with each other to put on the market more attractive goods than ever before. Reports from various sources for the current season disclose a very satisfactory increase in the general demand for gasoline stoves and there is a growing feeling of confidence that the coming year will be a very profitable one. Although this sentiment is quite general, it is, however, too early as yet to give anything like a conclusive opinion on this head.

Evidently the cabinet style of stove continues in popularity, as new lines of these goods are to be put on the market. Complaints are quite general with reference to the impossibility of securing some material, more especially sheet steel and pipe, within a reasonable time, and it is possible that sales have been curtailed owing to this fact. It is probable, however, that this may have been a factor of strength in the market. Owing to the higher price of many materials and labor employed in the construction of these goods, the probability of an advance in prices is very strong. Some houses go so far as to say that their plans are fully formulated and that there will be a slight advance in the list prices of gasoline goods to compensate for the advance in the cost of production. Conservatism and competition, however, evidently will have an effect on the proposed advance, as it is understood that the advance will be by no means commensurate with the increase in the cost of the goods. In the opinion of one prominent manufacturer in this field the prospect for the coming year's business is far better than it has been for the past two years, and there will be more activity in the industry than there has been for some time.

In connection with the oil stove trade the fact is brought out that oil producers are vigorously pushing the sale of all oil consuming goods, owing to the fact that the demand for gasoline bears an excessive proportion to the natural pro-

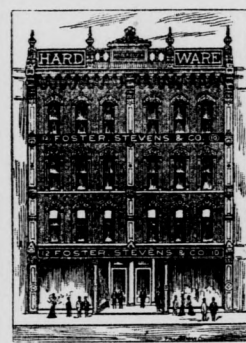
duction of gasoline and coal oil. The manufacturers seem to be working in harmony with this effort, and new oil stoves are to be brought out by a number of different houses. During the past year the wickless blue flame oil stove of the newer construction, equipped with what is known as the student lamp tank, has demonstrated a high efficiency, and it is probable that this style will be favored in many of the new lines of cooking apparatus. This type of construction has also won favor in connection with oil heating stoves, and new patterns of this type of stove are also to be added to the constructions to be brought to the attention of the trade by the different manufacturers. Apparently, the oil stove trade is divided into two classes, characterized by some manufacturers as cheap stoves and high grade goods. Evidence of competition in these goods is not wanting, and it is probable that while the past season is reported as having been a very good one, the profits were not as large as they would have been had competition been less sharp.

In this line of goods the prospect for the future is said to be excellent, and the trade is not confined to the United States. It is claimed that quite a considerable foreign demand for oil stoves has been created, with a promise of substan-

tial increase, if it is given the consideration which it merits. Some difficulty has been experienced in securing material used in the construction of oil stoves, and the impression is quite general that prices will be slightly advanced, probably sufficiently so to cover the increased cost of labor and materials. Others, however, are of the opinion that the market will hold firm at the present level. The prevalence of these views is an indication that buyers may have to pay higher prices to secure their needed stock. These conclusions reflect a very satisfactory condition in this line of trade, particularly as to the manufacturer, and it is doubtful if the dealers, when thoroughly conversant with them, will raise any material objection.

It is worthy of note that, so far as gasoline and oil stoves are concerned, the distribution is left to the regular stove dealer, and there is no competition, as in the gas stove trade, to market these goods practically at cost and thus interfere with the regular trade.—Metal Worker.

There is nothing in this world to equal the love of a good woman, unless perchance it is the love of two good women.



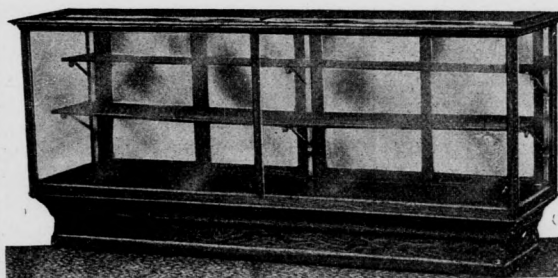
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first  
class  
freight  
rate.

**Grand Rapids Fixtures Co.**

Bartlett and S. Ionia St., Grand Rapids, Mich.



## Shoes and Rubbers

### The Impending Advance in the Price of Shoes.

That which has long been anticipated has at last arrived. Manufacturers are beginning to advance the prices on shoes all along the line. This does not apply alone to men's and women's, but to misses' and children's shoes. The trade has been looking forward to such an increase for some time, and when one considers that leathers of all kinds have gone up from 1 to 3 cents a foot, also that the supply of heavy bottom stock is limited, it is not to be wondered at that an advance is imminent.

The question now arises, What is the retailer going to do in order to protect himself? Can he afford to buy cheaper grades of shoes and sell them at the same prices, or is his trade of such a character that he can arbitrarily advance the figures in proportion to what the manufacturers may add to the cost in the wholesale? Many retail merchants will be found to follow the first method, and in doing this they will make a serious mistake. We do not say that all retail merchants can make an increase of from 10 to 25 cents, because there are men in the business who have been sailing close to the wind and have educated their customers in such a manner that they anticipate twice the consideration that they would receive from other dealers. Thus the moment they add to the retail price of shoes they will be bound to lose trade.

Merchants of this character are not to be pitied, and the sooner they are driven out of the trade the better it will be for all concerned. Shoe retailing is a legitimate industry, and the merchant is worthy of a fair profit, without which it is utterly impossible for him to make any kind of a showing. Men who are willing to take 10 and 15 per cent. as a margin on a pair of shoes are simply working their lives out, and doing good neither to the industry nor to the trade in general, for this class of education makes the trade narrow minded and instills into them the necessity of always buying shoes at cost. This class of education brings the trade to the bargain shops, introduces in a community a sect of people commonly known as "bargain-hunters," and steals from the business every semblance of the legitimate. These bargain-store merchants are going to feel this rise keenly. They will be affected by it far more than any one else, and it will be necessary for them to reorganize their stores and to do business on business principles. The retail merchants who have been going along, working on a legitimate margin, will not find it such a task to increase the price of their shoes from 10 to 25 cents. They have the confidence of the trade, and an explanation to the customer will be all that is necessary. This rise in shoes has been predicted many times during the last year. It is not a matter of a day, a week or a month, but it is the result of actual conditions, and is bound to materialize.

To produce leather in the United States at present it costs much more than it did six months ago. The oils, etc., used in the tanneries have been increased in price and the supply of kid stock is becoming scarcer. Merchants have to draw on India and other foreign countries where in years past the domestic stock was almost equal to the demand. This is the second rise that we have had within a year, and in many ways

it can be attributed to the desire of shoe manufacturers throughout the country to steal trade from their neighbors, and in so doing they have cut prices until now many makers are running their factories on their discounts and not making one cent on the product itself. This competition among the manufacturers has been transmitted to the retail merchants, and the only people making money now are either the very high-class merchants or those manufacturers who handle their product themselves.

That this condition of affairs should not exist we all know, and the sooner it is rectified the better it will be for all concerned. Let us make a substantial raise in prices, assist the manufacturers in turning out good goods and not squeal, for if we do it in unison no one is going to be hurt. The local merchants' association will be of assistance to retailers in towns where they are organized, and it will consequently be much easier for them to meet an advance when it comes than those who insist on staying outside of the fold.

Of course, we would not wish the trade to infer that there will be any advance when it does come on 'plow shoes or nailed brogans and other coarse work. There may be a slight increase, but in speaking of the shoe industry as a whole we omit this small fraction of it. There has been an advance of 2½ and 5 cents in the works on this grade of goods, and there may be an advance of 10 and 15 cents in the stores, it being the only class of shoes which is sold at odd prices, and retail merchants will not of necessity be compelled to ask what they would on regular goods.

Should an advance take effect in women's and men's fine shoes it will undoubtedly be to the retailer's benefit, as these goods are always sold either by the half or the even dollar. When manufacturers raise the price 15 or 20 cents, retailers are bound to raise it to 25 cents. Should manufacturers raise it 25 cents, retailers almost invariably will be found to raise it an extra 25 cents. Thus you see that no matter how an advance might come it will not be the retail merchants who will suffer.—Shoe Retailer.

### Shattered Traditions on Both Sides.

"You young scoundrel!" exclaimed the unwilling father-in-law, when the eloping couple presented themselves for parental forgiveness and a place to live. "You conscienceless scamp! You stole my daughter away and disregarded all the conventionalities of society. And yet you ask for forgiveness!" "You old scoundrel, what did you do?" retorted the new son-in-law. "What did you do? You let us elope, and did not pursue us on horseback with a shotgun. You have shattered all the traditions of elopements and have blasted all the romance of the affair for us. We might as well have got married to the rumty-tum-tum of the church organ, and let you pay the bill. You haven't a spark of appreciation in your makeup!"

Crushed by the merited criticism, the father-in-law invited them in to supper, for they were rather hungry.

### The Truth in Jest.

"I wanted to go out shopping today," sighed young Mrs. Maddox, "but I couldn't on account of the rain." "Wanted to try to get something for nothing, as usual, I suppose," said her husband, attempting to be facetious. "Well, I did think of getting you a necktie," replied Mrs. Maddox, innocently.

## Double Wear Rubbers

### Lycoming Brand

Extra Heel and  
Toe on  
Boy's, Youth's  
Misses'  
and Child's



Extra Heel  
on  
Men's  
and  
Women's

For durability they have no equal. Write for them to

**Geo. H. Reeder & Co.**

28-30 S. Ionia Street

Grand Rapids, Michigan

## Preparedness in Boston Rubbers

Means that you are able to give your customers good rubber satisfaction.

How about leather tops? Ours have proved themselves long wearing and thoroughly practical. The rubbers are rolled edge Bostons and the shoemaking we put into their, o l grain tops makes them set smooth, fit snug and allows that free play of calf and ankle that goes to lessen the fatigue incident to hard walking in bad weather. Made high and low cut.

How about all other kinds of rubbers? Of course you have bought. At present low prices you could not afford to do otherwise. But have you a plentiful sufficiency of widths and sizes? You always run shy of something the day after the first snow falls.

Our stock of Bostons and Bay States is very large and in the hour of need we can fill your order. But when people want rubbers they want them quick. Better let us complete your assortment now and you will lose no sales.

**Rindge, Kalmbach, Logie & Co.,**  
Grand Rapids, Mich.

## We Make a Line of Goodyear Welts

at  
\$2.00  
\$2.25  
\$2.50



In  
Latest  
Styles and  
Leathers

**Bradley & Metcalf Co.**

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

## 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





### Make People Realize that Findings Cost Money.

Very few customers of the retail shoe store have any conception of the size and importance of the findings branch of the shoe business. The writer personally has met many people who had a vague idea that the manufacturer "threw in" a box of laces and a box of polish with every dozen or so pairs of shoes, and, consequently, the shoe dealer should give them away to his customers. Others realize that he pays for them, but think it is only a trifle, and that he should supply his trade with those little things free, never considering that even in a small business it would amount to a few hundred dollars every year.

To the shoe retailers who are supplying customers with laces and polish free we have one word of advice which we wish to put in capital letters—DON'T. It isn't necessary, and, considering the small retail profit nowadays, it is unjust. It is doing one branch of your business at a loss when you should be making a good profit. To help change this condition of things we have the following suggestions to offer: Impress upon the mind of your trade the importance and size of the findings business. The easiest way to do this will be to get up a small folder devoted to that alone.

Illustrate the folder with the cut of some large findings concern, and mention the fact that they carry nothing else. An alphabetical list of all that comes under the head of findings, printed in small type, will give readers an interesting glance at the range and variety of the small things a shoe store needs. Also put in cuts of some of the fancy brands of shoe laces you carry and of the different kinds of polish you have, etc., and price all these things. Revise it carefully and have it printed neatly. Then put one in every package that leaves your store and you will find it one of the best-paying small investments you ever made. It will make the trade which you would have had in any event more willing to pay for these things, and it will bring you business you never would have secured otherwise. Try it.

### Good Way to Arrange Cheap Shoes.

Do you have boxes or tills in front of your store filled with cheap goods and bargains? If your town has any farming trade, or any other class of trade, which often buys shoes or rubbers because they are cheap, you should have some. They will change passing pedestrians into customers and old stock into money.

They can be quickly constructed at slight expense. Take two or three boxes of the same size and nail them together; nail a long board across the bottom and a good, strong board on each corner for a leg. Put an odd price on each compartment and start in by filling them with genuine bargains from the odds and ends in your stock, or with some line which is moving slowly.

It is safe to say that nine shoe stores out of ten have some stock which it would be more profitable to give away than to keep any longer. Bargain-counters in the store are a very good thing, but boxes in front will sell goods to strangers who would not have come inside otherwise. It is true it gives your store a cheaper appearance, but a neat window trim will overcome that to a great extent, and the good results to be attained are worthy of some sacrifice. It is also true that the cheap trade often comes on days when the swell trade is light, and vice versa. You can use the boxes

where they will do the most good and the least harm.

We know one man who had a very amusing experience on account of some bargain-boxes in front. He conducted a reliable one-price store, and had a competitor who asked all he dared and took what he could get. Among his occasional customers was one Ben Brown, a terrible stutterer, who often priced goods, offered 10 to 25 cents a pair less than asked, was always refused and generally went out. In filling the trays one morning the clerks accidentally put a pair of \$1.50 arctics into the 98-cent box. Just then Ben came along, his eyes "peeled" for bargains, his hands lovingly squeezing the change in his pockets. He picked up the \$1.50 arctics, which happened to be his size. The proprietor stepped out, expecting that for once he would be easy to sell to. "Do you want that pair, Mr. Brown?" "N-n-n-not for that price. I'll give you s-s-s-seventy-five." "Oh, no, you won't," said the shoe retailer very brusquely, as a man is apt to when an extra good offer is turned down.

Mr. B. started for the other shoe store. "Good-by, Mr. B-b-b-b-brown," said Mr. Shoeman, imitating Mr. B.'s impediment of speech, receiving a glare in reply. Ten minutes later Mr. B. returned and wanted "that p-p-p-pair of arctics." "All right, sir; \$1.50, please." "How's that?" "The boy put them in the wrong box. They've been taken out of there." Mr. B. pleaded and stuttered in vain and finally paid the \$1.50, and since then has bought more goods and with less trouble.

One thing more. When you have boxes in front, always keep an eye on them and go out and assist any one who stops to find what they want, and if it isn't there tell them you have something inside to show them, for the boxes can not always sell goods without a little help.

The above advice relative to exterior bargain-tables does not apply to general stores, nor to up-to-date shoe houses in large cities, for such a display would tend to stamp the store as a bargain-shop.

### Shoes Without Lining.

Here is a chance for some bright shoeman in this country to make a coup. This applies especially to large cities and mining communities, or to any place where you find men are continually on their feet and want something soft and easy. If some shoeman with a little nerve is willing to strike out for himself, open up a store and stock it with shoes the greater portion of which would be without linings, and advertise the same to the trade, he will be bound to make money. You know how many ills are to be attributed to linings in shoes. Now when a man has an unlined shoe that he can offer to such retail trade as policemen, letter-carriers, collectors, etc., and makes his advertisement strong enough he will have installed a feature in his store which will overshadow all the rest of his stock.

It will require a little judicious advertising, but when it is once brought before the public this character of a store will advertise itself. I do not mean that a man who would put in a stock of unlined shoes in all the narrow toes or of styles to which you could trace every ill that is attributed to the human foot would make a success, but I believe a line devoted to men's especially, and perhaps one or two styles of women's, with good, broad toes, mock tips and

with a dearth of inner seams, would be an enterprise which would pay him a good revenue.

### Names of New Colors.

Orchidee—soft toned magenta.  
Bishop—purple.  
Phloxine—dark dahlia red.  
Coroucon—deep green.  
Tolstoi—another dark green.  
Paon—bird's egg blue.  
Napoleon—rich blue.  
Ferraille—dove gray.  
Delft—a pale purple—not a blue.  
Mulot—light gray with a bluish tinge.  
Automobile—red.  
Java, Marron, Mouflon, Modore, Automme, Racine and Othello—a few of the new browns.  
Coquelicot—red.  
Bengaline—a tender pink.  
Palmier—green.  
Cyclamen—heliotrope.  
Beryle—green.  
Baltique—a blue, lighter than Russian blue.  
Myosotis—blue, very light, but a shade darker than "sky."  
Brahmine—dull orange.  
Lobelie—lilac.

### Just a Few Figures.

A Cambridge University professor, who dreams in figures, has done the following atrocity:

1 times 9 plus 2 equals 11.  
12 times 9 plus 3 equals 111.  
123 times 9 plus 4 equals 1111.  
1234 times 9 plus 5 equals 11111.  
12345 times 9 plus 6 equals 111111.  
123456 times 9 plus 7 equals 1111111.  
1234567 times 9 plus 8 equals 11111111.  
12345678 times 9 plus 9 equals 111111111.  
1 time 8 plus 1 equals 9.  
12 times 8 plus 2 equals 98.  
123 times 8 plus 3 equals 987.  
1234 times 8 plus 4 equals 9876.  
12345 times 8 plus 5 equals 98765.  
123456 times 8 plus 6 equals 987654.  
1234567 times 8 plus 7 equals 9876543.  
12345678 times 8 plus 8 equals 98765432.  
123456789 times 8 plus 9 equals 987654321.

## The Celebrated "lone" Shoe for Men



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

The Western Shoe Co., Toledo, Ohio  
Distributors

## The Stamp of Approval

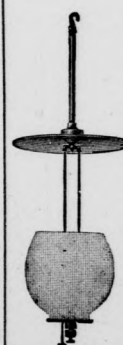
When good old reliable merchants buy our own make shoes year in and year out, buy them over and over again and keep right on buying them, that shows the Stamp of Approval.

## Herold-Bertsch Shoe Co.

Makers of Shoes,  
Grand Rapids, Mich.

## The Imperial Lighting System

Patents Pending



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

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



THE IMPERIAL GAS LAMP CO., Sole Manufacturers

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



## Clothing

### Care and Conservatism in Making Spring Purchases.

The fall season has been one of strain and anxiety for the wholesaler. It has been difficult to make deliveries, difficult to get goods, difficult to have the garments made. The retailers have suffered some inconvenience because of delayed deliveries, but we do not think that anyone, wholesaler or retailer, would be willing to have these conditions replaced by the demoralization incident to the overproduction of a few years ago.

To-day there is no overproduction—almost the reverse. There are no goods thrown on the market at the end of the season at ruinous prices, resulting in upsetting the retailers' calculations and eating into his profits. This happy condition of affairs has not been caused entirely by the determination of the mills not to accumulate stock, nor alone by the conservatism of the wholesalers who have bought few piece goods unless they had orders requiring them actually at hand. The retailers themselves have helped to produce these conditions by the carefulness with which they have bought.

It is very possible that there may be a temptation on the part of the dealers to depart from this wise policy in making their spring purchases. They may think to avoid trouble in getting deliveries by anticipating all their requirements in their first order, and they may easily overestimate these requirements. Should they do this and keep the goods they will only succeed in overloading themselves. On the other hand, if they order exceedingly liberally at first, afterward become afraid that they have over-

shot the mark and proceed to cancel, they will upset the wholesaler's calculations and cause him to cancel piece goods. If he afterward finds that the causes were insufficient which led him to reduce his estimate of demand, as was the case with the drouth scare of the past season, goods will be hard to get later on and deliveries delayed far more than they would be otherwise.

It is now assured that the salesmen will reach their trade with spring lines later than usual. It is not at all likely that any number of them will be able to start before the 10th and the prospects are that the majority will leave anywhere from the 15th to the 20th. We know of quite a few coast salesmen who have fixed their date of leaving for the 15th and 16th. The result can be imagined. Many, at least, confronted with the necessity of crowding their work into a much less time than usual, will use every argument in their power to induce the retailers to order liberally, and will probably work to the utmost the argument that the dealer must place his orders early if he wishes to get the goods, or, at any rate, secure prompt delivery. While the dealer has this season unquestionably been seriously inconvenienced by slow deliveries, we have our serious doubts whether anyone has lost or will lose any trade as a result.

In view of all the foregoing, we feel justified in saying that the dealer would do well to "go a little slow" in placing his spring orders. We do not wish to be misunderstood. In view of the conditions of the market, the dealer should by all means place orders for such goods as he is absolutely convinced, after considering everything involved, he will be

able to use, and he should place them early. This applies, of course, particularly to staples, but in the case of untried patterns or extreme styles, it will be wise for him to adopt a very conservative policy.

The head of one of the largest clothing houses on the Chicago market, and who has the reputation of being a thoroughly enterprising as well as a thoroughly conservative man, was interviewed on this subject. He said: "When our men start out for spring they will have positive instructions from the house not to encourage overbuying. They will be told to refuse to allow a man to purchase more goods than they really think he can use. We shall also give our trade thoroughly to understand that they will not be allowed to plunge and then cancel later on. In fact, we will not allow cancellations this season unless for reasons that appeal to us as thoroughly satisfactory in every respect. The clothing trade is in the most wholesome condition to-day that it has been for years, and this house, for one, propose to do everything in our power, for the good of our customers, as well as ourselves, to keep it there."

While not as emphatic by any means in their declaration of policy, quite a few other houses speak much in the same vein. They were in favor of our telling the retailers to go slow. Other houses thought that there was not the slightest probability of merchants overbuying for spring, and others said that if anyone wanted to overstock the conditions of the market were such that he would be unable to do so. From the talk of a few houses it is evident that their salesmen will use every argument in their power to induce the dealers to

buy as liberally as possible at the start.

On the whole, however, while aware of the fact that if this spring's trade develops in any such measure as it promises, there may be, if not a shortage, some delay in delivery, we feel that we are speaking for the interests of the dealer, serving the best interests of the wholesale trade and expressing the views of the greater majority of the latter when we advise the dealer to not depart the coming season from a policy of care and conservatism in making his purchases.—Apparel Gazette.

### Sixty-Dollar Overcoats For Soldiers.

From the Minneapolis Journal.

Just at present a buffalo overcoat is a very scarce article, and yet the humblest of Uncle Sam's soldier boys may have one of these highly-prized garments for the asking. All he has to do is to include the item in his requisition for supplies, and the coat will be issued to him, although it will still belong to the Government, and if he loses or destroys it he must pay \$60 for his carelessness.

The coats in the possession of the War Department are relics of the days when no man living in the Northwest was thought to be properly equipped without a buffalo coat. All of them have been worn, but they are still in fair condition and are issued annually to those soldiers who may want them.

### Ask to see Samples of

### Pan-American Guaranteed Clothing

Makers

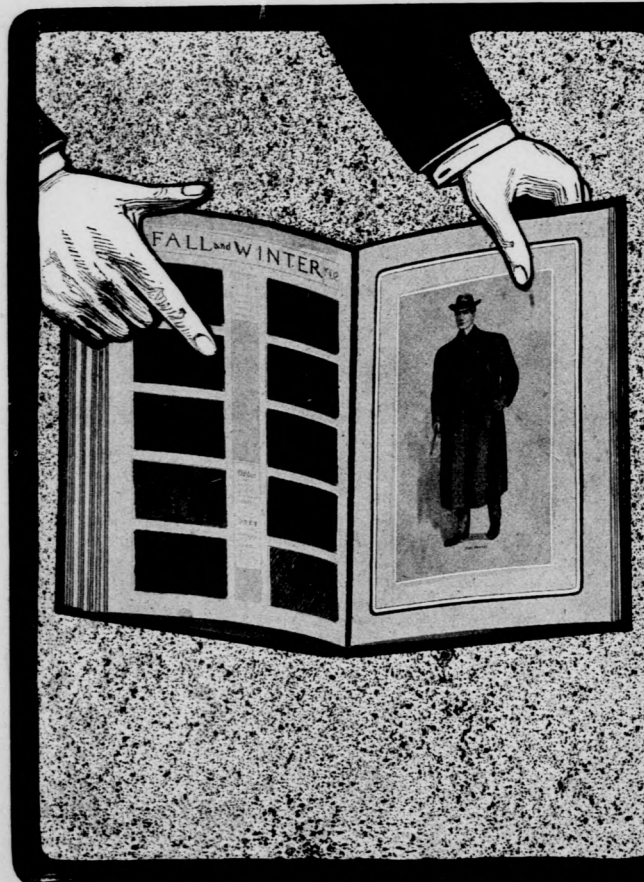
Wile Bros. & Weill, Buffalo, N. Y.

## M. Wile & Co.

Famous Makers of Clothing

Buffalo, N. Y.

Samples on Request Prepaid



## 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.



## Dry Goods

### Weekly Market Review of the Principal Staples.

Staple Cottons—Bleached cottons are selling moderately without any special feature to note. Prices are held firmly. Wide sheetings are firm as to prices, but trading is slow. Cotton flannels and blankets are steady at previous prices and the market is quiet. Coarse, colored cottons are firm with scarcely an exception. Denims are in small supply, the product being absorbed practically as fast as it appears. Ducks and brown Orna-burbs show no change since our last report.

Prints and Gingham—The situation in printed cottons has shown little, if any, alteration this week, but buyers have been in evidence. They are anxious to secure goods which agents are not willing to sell. Perhaps if indications of a strike do not become more evident, they will relax a little in the stand they have assumed. In several sections advances have been made, and it is very probable that other tickets that were not changed may now be. Even if it becomes evident that a strike will not take place, it is probable that the prices will be advanced to the same basis. There is very little in the way of spot goods to be found, anything that makes its appearance being taken up almost immediately. Goods that are being delivered now on back contracts look pretty cheap in the face of prices that rule to-day. Standard percales are well sold ahead and quite firm. Printed flannelettes and domets are quiet at previous prices, which are held firmly. Gingham, both dress and staple lines, are very strong and no ready supplies of account are to be found.

Dress Goods—The developments of the dress goods demand continue along the lines of current heavy-weight business for immediate delivery, rather than for spring goods. The jobbing trade are carrying on their preparations for the spring season, and in some instances have their collections in a condition approaching completion. In the meantime they are getting some good business on heavyweights. There is, of course, more or less of the usual price inducement in the business that is being done on fall goods, but at the same time goods that are of a desirable character are well held. The demand extends along the same channels as has been indicated in recent reviews. The cheviot has its admirers, and its detractors; likewise has the zibeline, and there is somewhat of a contest for supremacy between them. The fact that the zibeline is a fabric that can not be evolved at a price suited to the cheap trade is against its chances of general popularity. This fact, however, is calculated to increase its popularity in exclusive circles. Fabrics have been brought out, however, for the low grade trade which have certain of the characteristics of the zibeline, having a rough, hairy face, but being really of a cheviot order. There is a continued demand for cheap waisting fabrics for quick delivery. The coming to the fore of the corduroy as a waisting fabric is not without its effect on the demand for wool and worsted waisting cloths.

Underwear—As far as lightweight underwear is concerned, it is a between-seasons period. The initial spring season is practically over, albeit there are a few straggling buyers to be found who are not through with their preliminary purchases, while it is too early for the

supplementary season to commence. This being the case, interest naturally centers upon heavy and medium weight underwear. The situation of these goods is rather peculiar, because weather conditions do not affect the market to as great an extent as is usually the case at this time of year. Within the last month or so, jobbers and retailers have placed many good orders for quick delivery, in spite of the fact that the weather has been the opposite of favorable. The retailers had bought in such light quantities that a brisk demand among their customers was not necessary in order to cause big gaps to appear in their underwear line, and the jobbers, not being loaded with stock were unable to meet the demand. Hence the number of orders marked "rush" that the mills are now receiving. As they had not manufactured any fall goods for stock to speak of, it can readily be seen what a scarcity of desirable goods there is at first hands. As far as the number of orders are concerned, a brisk business is being done by the roadmen. One effect of this large amount of late buying will be a late 1902-1903 fall season. While it is true that agents are at present receiving all the business (if not more) that their mills can handle, it must be remembered that they still have two very dull months to make up, and they are going to continue the present season as long as they find a demand among jobbers. A short cold snap will end the season with a rush, and many buyers will find themselves out of it when they look for men's heavy ribbed and flat wool underwear at \$4.50 or so. Consequently, although agents are receiving their new fall samples, they are by no means anxious to show them. As goods are scarce, and the demand large, it would naturally follow that prices would stiffen somewhat, especially as manufacturers have been steadily declaring that prices were much too low. As far as the materials being cheaper, that has no bearing upon the present season's business. But what one would naturally expect and what really takes place are two entirely different matters, and agents are not asking any more for their mills' production than when the demand was half as great.

Hosiery—The feature of the fall trade is the unprecedentedly large demand for fancies. A number of agents say that they can not remember a time when fancies held as great a sway for fall as at present. Naturally this cuts into the sale of wool, cotton and merino staple hosiery. In some cases we were shown letters cancelling orders for the latter, and ordering fancies instead. Prices remain about the same. In lightweight hosiery, the mills are still receiving additional orders for lace hosiery. The trade, in fact, seems to have gone lace-hosiery mad. Prices for same are somewhat more firm. Domestic mills manufacturing open-work hosiery are now seeing busy times, and the machinery in same is running on full time. Importers find the Chemnitz mills pretty well sold up, especially in open-work hosiery for both women and men. In fact, some report that they are unable to place any more orders for any earlier than June delivery. It is going to be a great black and white year, as there is more demand for these than for any other colors.

Carpets—The large carpet mills of the country running on ¾ goods are still busy on duplicates and will be as long as mills are placed in a position where they do not know which way to turn. As

soon as the Smith Company open up the season by announcing prices, the turning out of spring goods will be commenced at once. Manufacturers of ingrain, as a rule, have their plants idle waiting patiently for the Bigelow and Hartford companies to give the signal to start off on the new season. As soon as that time comes, it may be assured that no time will be lost in endeavoring to make the coming season as profitable as possible. The situation with the ingrain manufacturers, as a whole, wears a much brighter aspect than in previous seasons, and it is hoped that the favorable outlook will materialize into some good business. The jobbing end of the carpet trade are beginning to find business a little quiet, now that all the large orders for the retailers have about all been filled. The bulk of the fall business is over with them and such additional business as can be expected will come in in smaller orders or where retailers find it necessary to piece out their lines. The wholesale cut-order trade are doing a very satisfactory business with the small country merchants in the fine and medium grades of carpets as well as rugs, art squares and the cheaper grades of carpets such as the ingrain and the rag carpets.

Smyrna Rugs—Manufacturers of Smyrna rugs still continue to keep all hands well employed on orders that will last for some months yet. The demand continues good for the large and carpet-sized rugs. Wilton rugs are also in good request.

### Not Much Costume Needed.

"She's decided to go to the masquerade as Cleopatra, I understand?"  
"Yes; she always was an economical girl."

## There is Every Indication

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

\$4.50 to \$7.00  
per dozen.

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

\$4.00  
per dozen.

All orders by mail receive prompt attention.

**Voigt, Herpolsheimer & Co.**

Wholesale Dry Goods,  
Grand Rapids, Mich.

## Gloves and Mittens

Now is the time when you should have a good line of Gloves and Mittens. We have a good assortment left in:

Canvas Gloves and Mittens.  
Moleskin Gloves and Mittens.  
Calfskin Gloves and Mittens.  
Buckskin Gloves and Mittens.  
Fur Back Gloves and Mittens.  
Fur Lined Gloves and Mittens.  
Goat Gloves, Golf Gloves.

Golf Gloves and Knit Mittens for men, women and children. Ask our traveling men to show you their line.

Wholesale Dry Goods

**P. STEKETEE & SONS**  
Grand Rapids, Mich.

## Our Specialty: Mail Orders

**G. H. GATES & CO.**  
Wholesale Hats, Caps, Gloves and Mittens  
143 Jefferson Ave., Detroit, Mich.



## The Meat Market

Reaping the Benefits of Refrigerated Meat Exhibit.

The Department of Agriculture is about to issue a bulletin on meats and meat products at the Paris Exposition of 1900, by Major Henry E. Alvord, the chief of the dairy division. The bulletin is one that is indeed interesting, describing the difficulties which the department encountered in securing ample room for its exhibit of meats and the arrangements perfected whereby there could always be on hand at Paris a supply of refrigerated beef, pork, lamb, eggs and poultry.

How difficult this was, Major Alvord states, no one can imagine until he takes into consideration that in many parts of Europe domestic refrigerators are unknown, and merchants are almost equally ignorant of refrigeration as a means of preserving perishable food products. In Paris during the unusually severe summer of 1900 the losses of butchers' meats were enormous simply from the lack of ordinary refrigeration methods. On one Saturday in July, 30,000 pounds of fresh meat were condemned by the sanitary inspectors at a single large market in Paris. As a result of this experience, combined with the lessons of the Exposition, of which this American meat exhibit was a potent factor, a government commission has been constituted by the French Ministry of Agriculture, to investigate and report upon the economy of refrigeration and cold storage as related to producers, commerce and consumers. In addition to the exhibit of fresh meats, etc., there was a large display of meats lastingly preserved by salting, smoking, drying, cooking and canning. No other country exhibited meats or meat products which could at all compare with the displays from the United States. There were a few exhibits of smoked meats, one from England being particularly creditable and the best of its kind in the Exposition.

The result of our comprehensive exhibit at the Paris Exposition, Major Alvord continues, must be of material benefit to the export trade of this country in meats and meat products. Almost every day merchants from various countries could be found making minute examinations, taking notes of particular products or forms of products, and the addresses of packers. Applications were numerous from persons who wished to form business connections with an American house for the purpose of introducing their goods. The effect at the French capital itself was marked and quite unexpected. Among the many instances, examples may be cited: An order was given for a trial lot of several hundred hams, with the assurance that if these proved equal to the samples examined at the exhibit a contract would be made whereby five thousand a month for a couple of years could be sent to a Paris house. A Chicago firm closed an agreement with a Paris buyer for 50,000 cases of sausage, or over 5,000,000 pounds. The commissary-general of the French army visited the United States animal food exhibit twice, accompanied by experts from his department, and spent several hours in closely examining various products and preparations. In this, as in numerous other cases, the surplus exhibit material and sample packages, generously and wisely contributed by exhibitors, were used as specimens to very great advantage.

But with American fresh meats the

conditions were different. While [the wholesale merchants and retail butchers paid much attention to it and acknowledged the superiority of our beef, and were even willing to purchase, yet the cattle growers of the republic and the government of France, ever watchful for her agricultural interests, is so opposed to the introduction of fresh meats and all food animals that everything possible, short of absolute prohibition, is done to prevent this traffic.

Guy E. Mitchell.

### Giving Presents to Customers Not Wise.

A gentleman signing himself "an enterprising butcher" has written us asking for advice. It seems that for several years he has made it the practice to give presents to his customers on New Year's Day, or so close to that day that those who receive the presents know they are intended for a New Year's greeting. He does not say whether or not the practice has resulted profitably to him, but the inference is that it has not, because it is plain that he is in a quandary as to what he shall do about it this year. He writes: "These presents cost me about \$150 a year. Do you advise me to spend that much money this year on my customers?" The position the Advocate holds on the "giving away habit," is well known, and we say without any "ifs" that we do not advise an enterprising butcher to spend \$150 for merchandise to be given away to people who trade with him. If they did not think he was giving them better service than the other butchers in his neighborhood, they would quickly go to the other butchers. The thought that by changing stores they would lose the New Year's present would not cause them to hesitate a moment before taking action and making the change. The presents do not create any sentiment in the customers' minds. They are thinking of their own pockets at every stage of the game of life, and laud the merchant who spends his cash on them as "a good thing." I know a butcher who gives every customer a bottle of wine and a large cake for Christmas. They drink his wine and eat his cake, and buy the Christmas turkey at the market that sells them cheapest. The present game has been a losing one for him. Two temperance families to whom he sent wine cut him on the spot. They said he was encouraging the liquor traffic, and consequently they could not encourage him. "An enterprising butcher" can put his \$150 to a better use. If he is bound to spend that much money on advertising—and that is what present giving is really intended for—let him spend \$25 on calendars. They will keep his name before the customers as long as the calendars last. The other \$125 could be used in providing Christmas dinners for the poor. Let him advertise in his local paper that on a certain day he will distribute 100 turkeys free to as many poor families deserving of charity. The application for a turkey, let him state, must be signed by a minister, priest or reputable citizen of the town. That would cause "an enterprising butcher" to be talked of in a desirable way by the best people in his city, and the newspapers would be placed in a position of having to report the scenes at the distribution. It would be a valuable advertisement, would bring him trade, and better than all, he would be doing an act of charity that would make him feel satisfied with himself, which he would not do if he spent

\$150 for presents and earned the reputation of being "a good thing."

The Thanksgiving turkey is now taking on the finishing touches. In a few days he will have ceased to strut, and will find himself stripped of feathers, packed in boxes, and rushing by rail to the cities throughout the country. Every butcher will make a specialty of turkey on the Monday, Tuesday and Wednesday preceding Thanksgiving Day, and some will do a better turkey business than others, even with conditions equal. Two shops of the same size, in the same block, will not do the same amount of business. The reason will be that the proprietor of the one shop will not make a play to get the bulk of the trade, while the other will. The one who does the best turkey advertising will do the best business.

The retail butcher should have his advertisement on every package that leaves his shop. This can be done at so small an expense that it hardly counts. A machine is made that can be attached to the roll holding the wrapping paper, and as the paper is pulled off the roller, the machine automatically prints the advertisement on the paper.—Jonathan Price in Butchers' Advocate.

### They Went Their Way.

A couple of young men were out fishing the other day, and on returning were going past a farm house and felt hungry. They yelled to the farmer's daughters: "Girls, have you any buttermilk?" The reply was gently wafted back to their ears. "Yes, but we keep it for our own calves." The boys calculated that they had business away—and they went.

The farm products of the United States this year are worth about \$400,000,000 more than last year's outturn.



Get our prices and try our work when you need

## Rubber and Steel Stamps Seals, etc.

Send for Catalogue and see what we offer.

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

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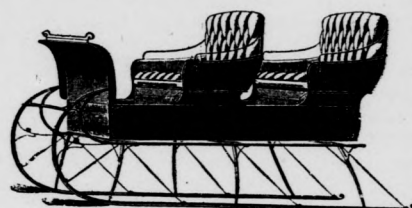
The leader of all Bond Papers. Made from new rag stock, free from adulteration, perfectly sized, long fiber. A paper that will withstand the ravages of time. Carried in stock in all the standard sizes and weights by

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

## The Kalamazoo Wagon Co.,

Ransom Street, Kalamazoo, Mich.

### Twenty-Second Season



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

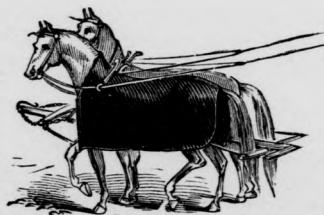
## Waterproof Horse and Wagon Covers

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Paints

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Pipe Covering

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### Mill Supplies

THE M. I. WILCOX CO.,

TOLEDO, O.



THE WRONG TEA.

Mistake Made by the General Merchant at Wayback.  
Written for the Tradesman.

Uncle Danny Briggs, the lone merchant of Wayback, was deep in a game of checkers. He and Granpap Wheelan had been hard at it since supper time and it was then 9 o'clock. Around them were scattered boxes and bags and cans. They sat on inverted nail kegs and played with black and white buttons on a home-made board.

The merchant had been getting rather the worse of it and was not in very good humor. Several people had come in and watched the game for a time, but Uncle Danny was too busy to ask what was wanted, so they gradually drifted out, saying that they'd come in the next day or that they didn't want much anyway, and so the play went on without interruption.

Each time a game was won the successful contestant made a mark on his end of the board, and Granpap had nineteen scores against six on the opposite side. He who first had twenty games to his credit was to be the winner of a 10 cent package of smoking tobacco, and Granpap, with the light of coming victory gleaming in his eyes, played carefully, feeling for every point, and did not waste a chance.

But the merchant, growing desperate as the play went against him, made several reckless moves and was worsted, calmly and systematically, by his cool-headed opponent. It was evident that in the end—pretty soon, too—Uncle Danny would have to "set up the smokin'."

It had come to the last turn. The game was pretty even. The players sat, their heads close together, moving or watching the moves with absorbing interest. Granpap played calmly and confidently, smiling with satisfaction and seeing far ahead into the game.

The merchant was rattled and he was mad. He shoved the checkers about by jerks, growling ominously when he lost a man, or giving vent to his emotions in gleeful chuckles if he made a successful play. But finally, when he thought he had Granpap safely cornered, and the old gentleman coolly jumped five of his men, Uncle Danny was too overcome to speak. Words failed him.

It was at this inopportune moment that Si Green entered the store. Si is a man who has but small regard for anyone outside his own family and regards merchants as an especially baneful class of men, set on earth for the sole purpose of annoying honest folks. He considers Uncle Danny a particularly obnoxious sample of the breed, and buys of him only when in pressing need of some small item that he has neglected to get from the mail order houses or hasn't time to procure from the stores in the neighboring villages. And as Uncle Danny has but little use for any of his neighbors who do not do a good part of their trading with him, it is not very queer that the social relations between the two, even at the best, are somewhat strained.

Si stalked up to where the players were sitting and, with considerably more force than seemed necessary, threw a paper package upon the board, scattering the checkers in all directions and remarking as he did so:

"There's that cussed tea!"

"What tea?" roared Uncle Danny, blazing up like a fagot.

"That stuff yo' p'tend to charge 60 cents a pound fer. It's no good."

"'Tis, too, some good—too dog gasted good fer the likes of you," cried the merchant, angrily. "The's plenty of folks what thinks that's the only tea the's is."

"Aw, g'wan. You think you've got the only tea an' the only store in Michigan. Just because you're the whole thing at Wayback's no sign I'm goin' to put up with highway robbery like this 'ere. A hog couldn't drink that tea."

Uncle Danny's caustic tongue seldom misses a shot in a war of words.

"I hain't never recommended it fer hogs," said he, "but of course if you've tried it you otter know. The trouble is it's better tea 'n you're used to. What you want is some o' that air tea dust stuff they sell over to Central Lake, ten pounds fer half a dollar, an' that I wouldn't dirty my scales with. I reckon that'd just about tickle yer palate."

"They know enough over there to treat folks decent, anyway," said Si, "and they pay 2 cents a dozen more fer eggs 'n you do. I want my money back fer that air tea."

Now, whatever may be said of the condition of Uncle Danny's temper, no one could ever justly accuse him of the reckless expenditure of funds, and when it comes to a matter of holding in his wrath in order to save his shekels, he is the sweetest mannered man in the township.

"Say," said Uncle Danny, pulling himself together with an effort, "layin' all jokes aside, what ails that air tea, anyhow?"

"That's what I want to know. Everything ails it. It steeps up red an' it tastes like doctors' medicine. The' can't no one to our house drink it, an' it's sp'iled our teapot so the woman says she'll hafter git a new one. What yo' be'n doin' to it anyhow?"

"Hain't done nothin' to it," said the merchant, untying the parcel.

"Then by Gee you otter. If it was mine I'd throw it out of doors. It'll pizen the hull shebang if you keep it here much longer."

"Wall, by Gum!" exclaimed Uncle Danny, as he examined the contents of the package. "I don't wonder ye didn't like this 'ere tea. Say, that's what I've be'n a lookin' fer every sence 3 o'clock."

"What is it? What is it?" asked Si excitedly, taking sudden alarm at the merchant's remarks. "Hain't nothin'—hain't nothin' dangerous, be it?"

"You hain't dead yit, air ye?" asked the storekeeper, gazing calmly at his customer.

"No, but what is it?" repeated Si, with some agitation.

"Don't feel no peccoliar sensations ner nothin' in the region o' yer sery-bellum?"

"No, no, not much—that is, not yit. Is it—"

"None o' yer folks ailin'?"

"Dunno. Would I better send fer the doc?"

"House hain't blowed up er the barn ketched afire er the hosses had pewmony or the cows gone dry?"

"Say, you let up," said the customer, reaching for an ax helve. "Tell me what's the matter or I'll brain ye surer'n guns."

"Don't git narvous an' do nothin' ye'll be sorry fer," said Uncle Danny, with a grin. "Ye see, that air Sol Wiggins that's jest moved onto the Winthrop farm's been a kickin' fer black tea every sence he come here, an' I got

him some t'other day, an' I had it done up an' laid it on the counter fer him when you was in after yurn. He's got your 60 cent tea, an' you took home his Oolong at \$1 a pound. I was kinder put out when you broke up our game o' checkers, but I'm glad you done it now. Here's yer 60 cent Japan, an' if yo'll be reel careful an' not expose yerself to the wet fer a few weeks, I guess the' won't nothin' very bad come of what black tea ye tried to drink fer yer supper."

Geo. L. Thurston.

Wrinkle in Apple Packing.  
From the Morning Oregonian.

"There is a knack in doing everything," is an old saying, and the truthfulness of it was brought to mind yesterday by a gang of men engaged in wrapping and packing apples. Each man had a full box of apples, a pile of thin paper cut into wrappers and an empty box. An apple was taken from the full box, a wrapper put around it and it was put in the other box. It is not an easy thing to pick up a wrapper of thin paper from a pile without missing one occasionally and in doing this the men adopted different schemes. A new hand wet his thumb on his tongue for every wrapper. One who had been longer in the business and found that it was unwholesome to be wetting his thumb on his tongue, had a slice of lemon beside his pile of wrappers and moistened his thumb in the lemon before picking up a wrapper. The scheme worked well, but he did not know whether the acid of the lemon would make his thumb sore or not. A third man had a thin rubber thumb stall on his thumb and could pick up wrappers all day long and never make a miss. He was an old hand at the business.

The Wrong Foot.

It was in a Pullman sleeper, and just across from the bachelor's berth was a handsome little woman and her three-

year old boy. Early in the morning the two were laughing and playing together, and the good-natured bachelor smiled to himself as he arose to dress. Suddenly a little foot peeped out from the curtains of the opposite berth and, with a twinkle in his eye, the bachelor grabbed the plumb toe and began: "This little pig went to market, this little"—"That is my foot, sir," said the indignant voice of a woman. The silence which followed could be heard above the roar of the train.

Six women can talk at once and get along all right—but no two men can do it.

THREE GOLD MEDALS  
PAN-AMERICAN EXPOSITION

Walter Baker & Co. Ltd.

The Oldest and  
Largest Manufacturers of

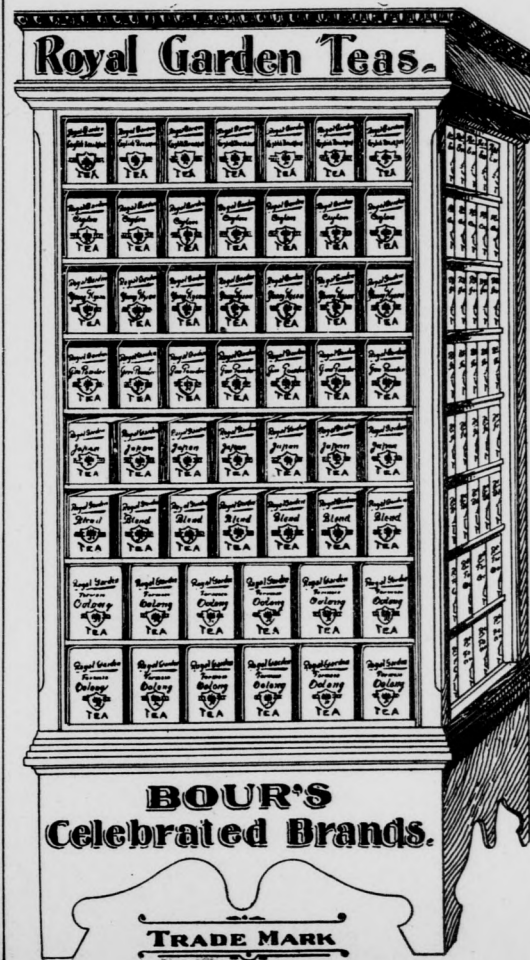
PURE, HIGH GRADE  
**COCOAS**  
AND  
**CHOCOLATES**



No Chemicals are used in their manufactures. Their Breakfast Cocoa is absolutely pure, delicious, nutritious, and costs less than one cent a cup. Their Premium No. 1 Chocolate, put up in Blue Wrappers and Yellow Labels, is the best plain chocolate in the market for family use. Their German Sweet Chocolate is good to eat and good to drink. It is palatable, nutritious, and healthful; a great favorite with children. Buyers should ask for and make sure that they get the genuine goods. The above trade-mark is on every package.

Walter Baker & Co. Ltd.  
Dorchester, Mass.

Established 1780.



Bour's  
Cabinet  
of  
Royal  
Garden  
Teas

In pounds, halves and  
quarters.

JAPAN  
B. F. JAPAN  
YOUNG HYSON  
GUNPOWDER  
ENG. BREAKFAST  
CEYLON  
OOLONG  
BLEND

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

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

Write for particulars.

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



## The New York Market

Special Features of the Grocery and Produce Trades.

Special Correspondence.

New York, Nov. 9.—A cable dispatch from the well-known house of Johnston & Co., announcing the continuance of a bad drouth in Brazil and a consequent shrinkage of the coffee crop, which now promises to be about 7,000,000 bags, according to the above authority, caused quite an excitement and sent speculators tumbling over each other. In fact, it has been several years since there has been so great an advance, as some 60 points have been gained. The actual article was held more firmly, of course, and closes at 7c for No. 7—an advance of 1½c within a short time. Supplies at primary points have continued fairly large, however, and, if the present proves to be simply a "scare," it will be no surprise. In store and afloat the amount of coffee aggregates 2,168,913 bags, against 1,200,711 bag at the same time last year. Mild grades, in sympathy with Brazil sorts, have also taken an upward course and, in fact, have gone to a point that has pretty much stopped business. Good Cucuta is worth 8¼@8½c. East India coffees are firm. A sale at 9c has been made of Singapore Strats Liberian.

Country green and pingsuey teas have monopolized the attention of the trade and some dealers say that it would be impossible to fill any number of large orders, as the supplies are practically exhausted here. A. R. Robertson says that the general situation all over the world shows more encouragement for holders than for two years, and the huge surplus of recent times is now about absorbed. Ceylon and India are likely to be short many million pounds and, taking all things into consideration, it certainly seems a favorable time to take a supply of tea rather ahead of current wants. It certainly will be no longer.

Sugars are quiet. Orders have been few and far between and for only enough to keep up assortments. Prices have shown no change within a few days here, although New Orleans reports 10 points lower.

There has been an average amount of business in rice going forward all the week and dealers profess to be quite well pleased with the outlook. Sales have not been large, but there have been a good many of them and the aggregate is very satisfactory. Prime to choice, 5@5½c.

Except for rather more firmness on Singapore black pepper there is absolutely no change in spices and the market is bare of interest. Jobbers report fairly satisfactory trade.

Molasses is decidedly firm. Some dealers say they are unable to fill orders. Some business in blended new crop goods has been reported at 30@35c. Foreign sorts are quiet. Syrups are meeting with an average degree of activity. Prime to fancy, 20@30c.

In canned goods there is not much to say. The market is resting easily after its recent excitement. Prices are all well sustained and tomatoes have scored another advance of about 5c for 3s standard New Jerseys, making them \$1.20. A rather new thing in this market is spinach in cans. It is worth 90c, as are squash and pumpkin. Everything in cans is "good money." The holiday trade in dried fruits is beginning now

and fancy goods in still fancier packages are meeting with good request. Some of the packages are fearfully and wonderfully made and add to the cost about as much as the contents. Prunes are selling fairly well and the Association which has run things so long on the coast does not seem to cut so much of a figure here as formerly. The outside packers seem to be able to meet every cut and finally certain litigation has "gone agin" the combine and independent growers feel free to go ahead. Figs are selling well and raisins, too, are meeting with a very good enquiry.

Oranges have been in more liberal supply and prices are hardly as firm as last week. Florida fruit is coming in fine green colors and sells for \$1.75@3 per box. California, the few "flag ends" of old crop, is worth \$6@7. Lemons, Sicily, \$2.50@4.50 per box. Bananas are unchanged and enquiry is light, although all that could be expected at this season.

Butter rules firm. Best Western is in rather limited supply and the demand is sufficient to keep the market well sold up. For best creamery 22½c is the prevailing rate, with seconds to firsts 19@21c. Other Western grades range from 17@18½c.

Cheese has been in moderate movement and yet trading has probably been as active as could be expected at this season. Exporters have been taking some and the market is certainly not overstocked. Full cream is worth about 10½c.

Eggs are way up. Arrivals have been light and the demand keeps the market cleaned up. Best Western are worth 23c. Canded are held from 20½@22c and average sorts about 20c.

Beans are practically without change and the quotations have varied little if any from last week.

### How California Raisins Have Displaced Malagas.

The development of the raisin industry in California, as a result of the tariff, has had a striking effect in reducing the importation of Malaga grapes from Spain. Consul B. H. Ridgely reports from Malaga, Spain, that although there is an unusually large raisin crop in the famous Malaga district this year (probably 1,300,000 boxes), it is not likely that exportation to the United States will be much in excess of that of recent years. In view of the heavy crop, prices are low, and but for the duty of 2 cents a pound it is almost certain that Malaga would send from 500,000 to 750,000 boxes to the United States. As it is, she will probably not send more than from 75,000 to 90,000 boxes. The Consul says that it is almost startling to note how Malaga's raisin trade with the United States has declined. In 1873 there were 1,350,000 boxes of raisins exported from Malaga to the United States. The decline has been as follows: 1881, exports, 10,000,000 boxes; 1886, exports, 450,000 boxes; 1890, exports, 66,000 boxes; 1900, exports, 51,500 boxes.

### Beechnuts Galore in the Empire State.

It has been years since there were so many beechnuts in this section. Every pleasant day the groves and patches of woods that can be reached easily from the city are filled with people who are looking for the sweet and tender little triangular-shaped nuts. They are not easy to gather on account of their size,

and it takes a long time to pick up enough to make a respectable showing. Then, too, they are slow to shell—but they are sweet enough to make up for the work and trouble.

After man came woman—and she has been after him ever since.

**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.

### SWEET POTATOES SPANISH ONIONS CRANBERRIES

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

THE VINKEMULDER COMPANY,

14-16 OTTAWA STREET,

GRAND RAPIDS, MICH.

**Cadillac** } Fine Cut and Plug  
THE BEST.  
Ask for it.

MADE BY THE NEW SCOTTEN TOBACCO CO. (Independent Factory)  
AGAINST THE TRUST. See Quotations in Price Current.



A customer writes us, "B. B. B. grows better and better. Most coffees I have handled go the other way."

Olney & Judson Grocer Co.  
Grand Rapids, Michigan

## It's to Your Advantage

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

### Lakeside Canned Peas

They satisfy the most particular house-keepers and afford the dealer a good profit.

Worden Grocer Co., Grand Rapids

**L. O. SNEDECOR** Egg Receiver

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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

**I NEED YOUR**  
Small shipments of FRESH EGGS  
for my retail trade.

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

DETROIT, MICH.

BRANCH AT IONIA, MICH.



# Village Improvement

The Comprehensive Idea of the Improvement Society.  
Written for the Tradesman.

While the work of all improvement societies is sure to begin with the clearing away of "tin cans and things," it is equally certain not to end there. One suggestion brings up another, and to those watching the development there seems to be no end to the work to be done. A Pennsylvania town with its heaps of cans and ashes disposed of is engaged just now in trying to cultivate sentiment in favor of an immediate effort to beautify the city by additions to its river park and driveways. To the dwellers of the plains whose existence depends upon the amount of rainfall and to whom a river and its possibilities are fit objects of veneration, it is a matter of wonder that a people living upon its banks or miles from it should need urging to turn the life-giving stream to every possible account. To those deprived of the blessing and longing for it, it seems that, with the crop question settled, the next idea would be to consider the river in its influence from the esthetic standpoint—its place in the prairie landscape, the verdure that attends it, the trees that would grow upon its banks and the fields carpeted with grass that grows because it must, the whole a living picture of beauty that would steal unconsciously into the human life about it and would share with it its own loveliness. What town with a river could not be beautiful if it would, and what a shame to the town so favored that will not make the most of its advantages!

A feature in the prairie landscape which is common to the people of oil regions is the framework of the windmill, taking as it does to a limited extent the place of the oil derrick. No stretch of the imagination can call it beautiful. There it stands, a tall, stout frame, square and ugly, the windmill having the advantage of the derrick from the wheel which the wind whirls at the top. The Pennsylvania mountains detract a little by their irregularity and leafy ruggedness from the uncompromising derrick; but in a country where all is level the only hope lies in the fact that a single windmill is needed to supply the wants of the rancho. That one, however, from the beauty standpoint, is a terror, and they who are tortured with it are wondering what can be done. Nature has already given a hint which the alert have seized upon—the Virginia creeper. Picture a tall, time-blackened derrick on the mountain side, hidden in leaves that autumn has painted in tints of scarlet, and that the wind and sun like to play with. From bud time until dirge time the derrick is as beautiful as swinging green can make it, and against the stainless white of the winter snow the black, gaunt timber of the derrick is not wholly unattractive; but the windmill is not on the mountain side. It is not where distance lends enchantment to the view. It is simply a means for drawing water. It has to be up in the air and there in the air it pumps and exults at every attempt to rob it of its ugliness.

I have as yet seen no attempt to cover the windmill with vines. I shall not be surprised to be told that the constant winds beyond the Mississippi do not favor vine culture, and that at best the exposed position of the mill frame is not such as to promise the result so much desired. I only know that the hor-

izon that shuts me in has in its wide circumference many a home tree-sheltered and watched over by a windpump and that the frame covered by the Virginia creeper would make still more pleasing the house in its shadow if a curtain of red leaves was hanging from it in the sunshine of this glorious day, and adding to the picture just that one tint of color that the otherwise perfect picture calls for.

An organization which gives great comfort to the almost despairing has sprung into life in Wisconsin. The one fact that is in itself an assurance of success is that it is a "commercial" organization. Of course civic improvement will have a leading place, but while the purpose of the society may begin there it certainly will not end there. It goes without saying that there will be a well-cared for city. No horses will be frightened beyond control by wind-tossed paper. Waste water will no longer clog uncared for sewers and in pools at the street corners wet the plunging feet of the unwary. The noisome alley and the weed-smothered corners will give way to the wholesome sunshine, and when all is done that can be for the health of the city the esthetic element will be called in to give grace and loveliness to what is going to be the finest and most beautiful city in the Great Northwest.

It is possible that I am depending too much upon what the "commercial" element will or can do in esthetic lines,

but experience teaches that when the "commercial element" takes hold of town affairs in any line whatever there is a "go" in it which is an earnest of success. The reason is not hard to find: In the first place, if the business element be genuine the enterprise has to succeed. The object aimed at is worth the effort to attain it, and there lies the prize for the business man. Genuine trade is always wide-gauged and far-seeing. It knows that there is money in the removed pile of old bottles and tins and removes them. The attractive city brings to town desirable citizens and it is that class of citizens that insist on having the best things at a good price and at a good profit. Beauty, then, is not gush and nonsense. It means something, and that something is valuable. It may be "skin deep," but where is the need of scarring the delicate cheek of beauty to satisfy one's self that under the rose flush there are flesh and blood and bones?

If, then, Commerce can find profit in civic improvement, let him work. Be assured that the town he works in will be all the better for the energy he expends. Of one fact we may be assured: No matter about the width of the field to be covered, it will not be too wide for his genius, and no matter how comprehensive the idea; he will be equal to it. He has been tested again and again, and just as often been found a promoter of that beauty which too often the rest of the world have thought him devoid of.

R. M. Streeter.

How It Looks in Wall Street.  
From the Wall Street Journal.

The United States Rubber Co. usually presents in April a schedule of prices for the ensuing year, and raises them 5 per cent. about Nov. 1, in order to prevent a rush of orders when fall and winter weather appears. No advance has been announced this month, and it should be remembered that last January and April severe cuts were made. Consequently prices are now about 25 per cent. less than during November, 1900. A gentleman prominent in the trade says the United States Rubber Co. must have disbursed over \$300,000 in rebates to those purchasing its goods before the reductions of last April.

Men in the trade say there can be little profit to either the United States Rubber Co. or the independents with rubbers selling at present quotations. The latter concerns, however, no longer seem anxious to press sales at lower than ruling prices. The outcome of these conditions, some people believe, may be a combination of interests. Weather conditions between now and January will be an important factor in prices and profits.

## Read This Out Loud.

Betty Botter bought some butter:  
"But," she said, "this butter's bitter;  
If I put it in my batter  
It will make my batter bitter.  
But a bit of better butter  
Will but make my batter better."  
So she bought a bit of butter,  
Better than the bitter butter,  
And made her bitter batter better.  
So 'twas better Betty Botter  
Bought a bit of better butter.

It isn't always the brightest girl that casts the most reflections.

# Petoskey Rug Mfg. and Carpet Co., Ltd.



We present to the readers of the Tradesman this week the Petoskey Rug Mfg. and Carpet Co., Ltd., of Petoskey, Mich. The only factory making a specialty of clean sanitary work in the manufacture of rugs from old carpets, as all orders are cleaned and kept separate. If particular where your carpet orders go, think twice before shipping and send to the factory where you are sure of results, as they cater to business men's trade exclusively. They employ no agents canvassing. All orders must be sent to main factory office, 455 Mitchell St., Petoskey. They operate the largest looms in the United States. Their complete equipment enables quick filling of all orders. Keep their address for future reference and write for a booklet. They pay all freight (Mention Tradesman.)

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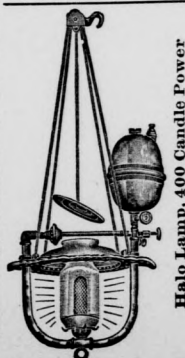
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15 to 20 Cents a Month

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

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

George Bohner





## Woman's World

### Decadence of Good Manners Among Children.

To my mind the most deplorable feature of modern life is the decadence of good manners among children. In the reaction from the old Spartan prunes, prisms and back-board school of deportment, in which our grandparents were brought up, the pendulum has swung to the opposite extreme of no manners at all and, as a result, the average American child could give a Piute Indian points in an exhibit of pure and unadulterated savagery.

You see it everywhere. Disrespect to their parents, lack of deference to age, lack of courtesy to ladies table manners that would indicate they had been brought up in a pig sty instead of a refined home; these are the salient characteristics of the childhood of our day. Robust lads sit in the street cars while old ladies and gray-headed men stand. Hotel corridors ring with children's screams. Self-conscious little prigs interrupt the conversation of men of world-wide fame to interject their own crude opinions. Not one child in fifty can answer even politely when spoken to.

This does not overstate the case one iota. Worse still, if possible, it is painfully apparent to every close observer that that human boomerang, whom the French describe as the "enfant terrible," is on the increase. You not only do not know what the modern child is going to do, you do not know what it is going to say or when you are to be treated to a criticism of your looks or belongings whose brutal frankness you are expected to enjoy and find amusing because it emanates from childish lips.

I, myself, have suffered so much from this peculiar affliction that I have long felt Herod might plead extenuating circumstances if he would come and repeat his child massacre, but the other day I had the whole subject brought to my attention again in such a painful way I can not refrain from commenting upon it.

I was calling at a typical American child-bossed home, where the head of the house is a pretty and bright little girl of some 8 or 9 years of age. She had already ingratiated herself in my affections by asking me how old I was and whether my frock was silk-lined like her mother's and how much my rings cost, and so on, when another caller entered. She was an old lady with snow-white hair, and the gracious sweetness and dignity of manner that bespoke the grande dame, but she wore a shabby old black frock and she leaned heavily on a cane. She had scarcely taken her seat when the infantile grand inquisitor turned her attention to the newcomer.

"You are like a witch, aren't you?" she asked tactfully, "leaning on that cane."

"I would like to be a fairy godmother to you, my dear," replied the old lady.

"What makes you wear such big shoes?" went on the child, not noticing her reply; "they aren't a bit like mamma's. Mamma's are patent leather and have high heels and silver buckles."

"Old feet need room to move about in," replied the old lady, a faint flush stealing into her cheeks.

"Is that the best dress you have got?" pursued the tormentor, "you must be dreadfully poor to wear a frock like that. It isn't as good as the one our cook wears."

"I hope you will be more fortunate than I and never have to wear shabby clothes," answered the old lady, and

then, pained and humiliated, she got up and left, and the mother, instead of taking that child out and applying a slipper in the place it would do the most good, remarked proudly to me:

"Dear Mildred is such an observing child. She sees everything."

"And says everything," I added.

Now, if the mother had been called on to plead an excuse for the inexcusable behavior of the child, she would have said that you can not know beforehand what a child is going to say. That is true enough, but any child that is 3 years old and has been taught the most elementary manners ought to know enough not to make personal comments or to ask what we call leading questions.

Every day I see children pointing to some one who has met with a personal affliction and who is maimed or deformed or blind or who jeer at the poor clothes of a ragged newsboy or less well-off companion, and I can but wonder at the lack of breeding it shows, and the utter heartlessness and lack of sympathy it displays in their parents.

These kind of children grow up into the blundering bores that go through life wounding and offending all with whom they come in contact, and that we are expected to forgive for their outrages on decency and taste, because they do not intend to hurt us. A less availing excuse was never offered. A person's intentions are his private affairs, with which we have nothing to do. What concerns us are his outward acts, and unless he is taught to make these gentle and considerate in childhood, he never acquires the art.

The one thing that renders the indifference of mothers to how their children behave inexplicable is the importance of the subject. Good manners are

the most potent factor a man can have towards winning success. Without them he never achieves much, unless he is an actual genius. With them, with a moderate endowment of talent, he always wins. They make friends for him at every turn. They open doors that lead to opportunities. They are a letter of credit that the world accepts at its face value.

What makes us send for Dr. Pills, instead of Dr. Powder, when we get sick? Because of Dr. Pills' superior medical skill? Not at all. Dr. Pills knows just how to say and do the charming thing, while Dr. Powder blunders into the wrong one. What makes Rev. Mr. Churchly go on up to a bishopric, while plain Mr. Thirdly remains a curate in a country church at a starvation wage, all his life? Eloquence? Ability? Not a bit. Simply manners. Why do we go to one store, instead of another? Some clerk's agreeable manners decide us.

Every woman knows this, yet she lets her little Johnny grow up into a little boor, hoping that when he is grown some angel will work a miracle in him, and that, from having been an awkward lout, he will suddenly burst forth upon an astonished world as a Lord Chesterfield. It never happens. Suavity must be ingrained, consideration of others must have become second nature, courtesy must have become as indispensable a part of one as one's clothes, or else one's manners are only a veneer that breaks through at the critical moment. You can not pick up this kind of a polish, as you can a remnant on a bargain counter. Many a man, after he gets out in the world, would sell his soul, almost, to acquire the manners he sees he needs. He would like to make himself agreeable, but he does not know how.

If I had a son, and I could teach him but one thing on earth, it would be good manners. I would teach him how to get in and out of a room; how to meet people, to use the familiar phrase, how to say the right thing to the right person, and then I would turn him out on society, certain he would be able to make his way through life successfully.

To a girl the matter is even more important. No education, no beauty, no wit, takes the place of suave and graceful manners, and it was an evil day when the higher mathematics superseded the class of deportment in female schools. There is no reason, of course, why the higher education and graciousness of manner should not go hand in hand. When they do they make an ideal combination, but it profiteth a woman nothing to know the whole Century Dictionary, and not to know how to speak and behave.

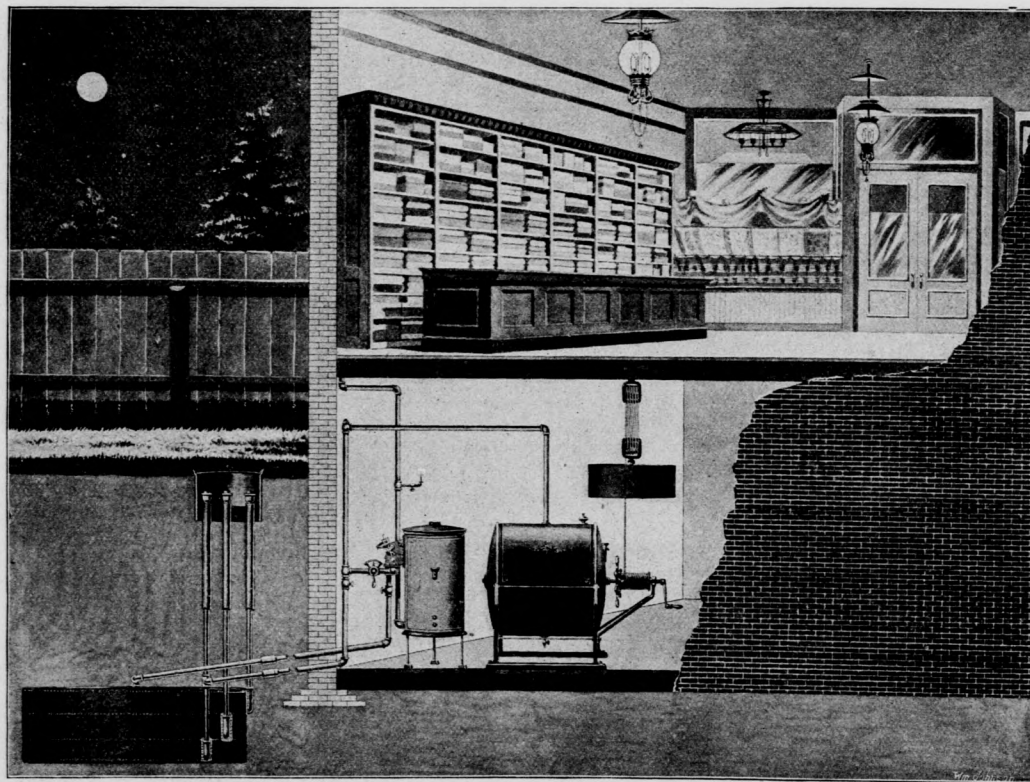
But look at the little girls you see playing on the street, and saluting every passer-by with some impertinent remark. Watch our school girls—loud, slangy, boisterous. Have they no mothers to teach them better? How, untaught, are they to grow up into being ladies? The thought is an appalling one.

Yet, it is surely possible to teach children by both precept and example to conduct themselves quietly on the street; to refrain from personal comment; to enter and withdraw quietly from a room; to salute their parents' guests; to answer questions pleasantly; to be neat, self-respecting and respectful of the feelings of others.

On this foundation, good manners are built, and something more, for it is the bed rock of good morals. Unselfishness is the foundation of both virtue and suavity, and good manners are merely unselfishness, adorned with grace.

Dorothy Dix.

## Michigan Gasoline Gas Machine



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# Petty Vanities and Jealousies Which Make Women Narrow.

Again they had invited the woman in goggles to deliver a ten-minute lecture. Just why they did it, who can say? A feminine idiosyncrasy? A species of fascination? Or for the same reason that an ugly woman keeps a looking glass?

They knew that she would make their eyes burn and their ears tingle before she got done with them, yet they invited her again and again. Women, as a rule, are plucky. They know how to bear pain and they are willing to hear the worst. This was one reason. And another, the woman in goggles held the touch-stone of sympathy. They knew that she had been there, that the precepts and preachments that she flung down before them had been forced upon her by relentless experience.

No matter how angry she made them, they felt that she stood for the worth of womanhood, although her championship was whimsical, even rude. She was not always easy to understand. For instance:

"The most perfect thing God ever made is a perfect woman, but you and I know that there is not such a thing on earth."

Ah, well, she was a woman, and only women were required to understand her.

As usual, when she came out under the light she wasted no words upon a beginning:

"And to-night I want to talk to you about narrowness; this bugaboo in the dark that is frightening you until the whole country is filled with your clamor. 'Narrowing environment; cramped mental faculties; broadening influence of travel'—rubbish!

"As though racing and chasing like a fox hard beset by hounds, could broaden one!

"The kingdom of God is within you, and so are all the kingdoms of the earth. So long as you carry about with you a concentrated egotism you will remain cramped and narrow, although your life be that of a bird of passage and you see a thousand new sights daily.

"Don't imagine that you can get away from yourself by traveling. 'To escape your present thralldom' you must rise above your pettiness. Learn to stand on tiptoe and peer beyond the rim of your teacup existence. Do this for a minute each day and it will broaden you more than a round-trip ticket to the ends of the earth.

"Emerson says somewhere that you can see no more than it is in you to see. It matters little what we look upon. Mountain or sea is but a mirror reflecting sordidness or greatness with equal serenity. So long as passion and pettiness keep you in the bottom of your teacup, it matters not a whit whether it be set in a garden or a desert.

"If you were willing to do it, you could derive broadening influence from a rose bush or a kitten! An artist once painted a picture that made people gentler just to look at it, yet the sight that startled his energies into action was only the shine on the flap of a puppy's ears. You perhaps do not know that there is such a thing as shine on a puppy's ears—'dreadful little thing that one may see any day knocking about the streets.'

"Yet it would seem that you have never really seen them. You were absorbed in your own pitiful plots and plans; trotting around and around in your dog-turning-a-spit existence, you gained only a dim conception of four

legs and a tail—not that, unless the pup happened to get in your way. That it might be a lost, lonely little dog glad of a kind word, never occurred to you. If it had it would have broadened you more than a day's travel in wonderland.

"Do not flatter yourself that it is your environment that narrows you—a woman may think big thoughts in her home kitchen as easily as on the deck of a steamer. It is your everlasting likes and dislikes, your petty vanities and jealousies that narrow you and keep you forever chained in stuffy quarters.

"Stay at home and cultivate a wide tolerance; try to realize that what you think may not be exactly the standard for the rest of the world to stand and fall by; learn to look and see with the eyes of sympathy. There is your sovereign remedy for narrowness. Reading will help, especially if you read books that strain you up to the level of a bigger mind. But there have been broad-minded men and women in this world that never read a book.

"Not environment, then, but our inmost thought, is what we must look to for this much-desired broadening influence. Thinkers are not globe-trotters. Kant never went 500 miles from home during the whole of that long, strenuous life of his, yet he added a broad field to the realms of thought. Locke's chosen recreation was a walk through the shady lanes not far from his study windows. Rest assured, gadding-about will not broaden you, neither will lectures nor study clubs, if it is the same self-centered being that is to go and to listen. If you are resolved to jump at conclusions and stick where you hit to your dying day, you might as well erase your name from the list and save the fee. There is not that course of study on earth that can make you a broad-minded woman. What is the use of accumulating fresh facts if they are all to be dipped in the same dye-pot?

F. H. Lancaster.

## An Idyl of Ignorance.

She was a sensitive young thing, whose early education in the languages had been so sadly neglected that she didn't know "Ich liebe dich" was the German for "I love you," which, of course, was her misfortune rather than her fault. But she was pretty and pink white and she had a sweetheart. What more than these things can a fair young creature ask for in this vale of tears? Still, she was not happy. Possibly it was because the course of true love never did run smooth and possibly it was because the young man in the case was not as brave as he was tender, and he cloaked his sentiments in a foreign tongue instead of letting them right out in good plain English. In any event she came sobbing to her mother one evening at just about the hour when lovers live their happiest moments and the future unfolds from the twilight shadows like a scroll of morning sunlight, all rosy gold and promising.

"Oh, mamma," she wept, "Harry and I have quarreled and he has gone away."

"Dear me, dear me," soothed the mother, half smiling to herself as she pillowed her child's head on its natural resting place, "has he gone away forever and forever?"

"I—I don't know," sobbed the broken-hearted maiden. "He acted horrid and I told him to leave me and never come back."

"Why did you tell him to go away if

you wanted him to stay?" smiled the mother.

"I—I don't know. Oh, I don't know," and the girl threw her arms around her mother's neck convulsively.

"There, there, little one, don't cry," lullabied the mother. "Tell mother what it was all about, and she will bring Harry back to his little girl."

She sobbed for a moment or two, and then brokenly told her story.

"It was all so lovely in the soft lamp-light," she whispered, "and Harry was talking as he had never talked before, for he is so bashful, mamma, and he has never said half as much as I wanted him to, and presently when I thought he was going to say he loved me, he said he believed I didn't think nearly as much of him as I did of some one else, and I told him it wasn't so, and he broke right out and said, 'Ick leeber Dick,' and I got mad and said I didn't know anybody named Dick and I didn't leeber him or anybody, whatever he meant by leeber, and he had no right to say anything like that to me. Then he laughed at me and kept on laughing and laughing until the tears rolled down his cheeks, and I kept getting madder and madder and at last I told him he was horrid and I didn't want to ever see him any more, and I showed him to the door and wouldn't listen to any explanations. And now I am sure he will never come back. Oh, mamma, what did he mean by saying that to me?"

The mother's linguistic education may have been slightly defective as well as the daughter's, but she knew what "Amo te," "Je t'aime," "Ich liebe dich" and a few more like that meant, and she soon had a peace patched up.

## Glover's Gem Mantles—

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## Butter and Eggs

Observations by a Gotham Egg Man.

As the season advances it is interesting to study the storage egg situation from such data as can be obtained in order to get a line on the progress of unloading and size up the chances for the future.

There is no doubt that the accumulations of eggs in cold storage up to about the middle of last July were the largest ever made, and the cost at which the goods were put away occasioned grave fears of disastrous results under ordinary conditions of weather and trade when the results of previous years' operations were duly considered. But the abnormal heat and drought throughout the West during July and part of August improved the situation materially by causing an unusual amount of waste in the mid-summer production and opening the doors of the refrigerators for unusually free unloading during the summer.

It has been an interesting question whether the help thus obtained would prove sufficient to insure a satisfactory wind up of the stored goods as a whole, and the progress of fall unloading, as indicated by the straws of fact that come to the surface of the market, has been watched with close attention by all classes of egg trade.

In spite of the unusually liberal summer reduction of egg stocks, there was every indication that the fall season opened with far larger stocks on hand than last year, although probably not larger than two years ago.

Fall production seems to have been fully as large during September and October as last year. There have lately been reports from some sections of lighter receipts as compared with a year ago, but the arrivals at New York for the two months ending November 1 were 418,925 cases, against 402,317 for same time last year, and there is no reason to think that a materially greater percentage of these consisted of refrigerator eggs. The rate of reduction in refrigerator holdings can not, therefore, be supposed to have been materially greater than last year since September 1 and we should expect a statement of stock on hand to show still, on November 1, a materially larger quantity than on that date a year ago.

The statements of stock in Boston indicate a greater October reduction this year than last, but Boston holders were not free sellers in October last year while in this vicinity there was a more urgent offering and a relatively greater reduction; Boston stocks have, therefore, approached more nearly to last year's figures than have New York's. Boston had about 117,000 cases of eggs left on November 1 against about 110,000 last year; the reduction during October was about 23 per cent. Estimating the holdings in New York from such general information as can be obtained from the warehouses, we should say the reduction for October was about 25 per cent. and that we had left November 1 about 160,000 cases against about 120,000 cases last year. The Jersey City house (whose holdings are really a part of New York's stock for all purposes of comparison) had 28,000 cases left on November 1; there was no storage there a year ago. If our October 1 estimate of Chicago's holdings was about right, and if the reduction there has been about the same in proportion as it has been in the East, say 25 per cent., there ought to be about 410,000

cases left there on November 1, and this agrees pretty closely with some recent estimates by well posted Chicago operators. The surplus there over last year is greater than in the East.

One feature of the situation deserves especial consideration — the general quality of remaining stocks. It is probably true that the unloading so far accomplished has carried away most of the warm weather eggs—stored during the latter part of May, June and early July. The earlier packings have, naturally been held with the most confidence. But evidences are cropping up that a large part of the May accumulations, and some of the April eggs as well, are disappointing their holders in point of quality. The demand at good prices is becoming more and more discriminating and dealers looking for first-class goods have lately had increasing difficulty in finding stock of the high grade wanted. The offerings have indicated rather a low average quality in the remaining goods and this must be regarded as an unfavorable element in the situation. With at least another six weeks of prospective light supplies of fresh eggs there is a general feeling of confidence in the value of strictly fine grades of held stock—such as can be satisfactorily used to supplement the supply of fresh in the better classes of trade; but there is a very large quantity of spring eggs that holders are offering urgently at prices equivalent to about 16½¢@17¢ laid down in Eastern markets, for which the outlook must be regarded as unfavorable. To force a free movement of these goods now prices would have to be reduced enough to stimulate a demand from the cheaper classes of trade, and it is a question worthy of serious consideration whether better results would not be obtained by putting the knife in now rather than wait until the last moment when even more serious reductions might have to be made.—N. Y. Produce Review.

During the last century the population of the territory which now constitutes the German empire was very nearly trebled, notwithstanding the enormous emigration. It has increased from 20,000,000 to nearly 60,000,000 souls, and at the present rate of increase Germany will have a population of 100,000,000 before the close of this century. The philosophers ask how this vast multitude is to be fed, not only at the end of the century, but even ten years hence. During the last hundred years the agricultural products have been quadrupled by scientific culture and fertilizing, expensive drainage and other intensive methods, which are within the reach of the ordinary farmer in thickly settled communities, but at the same time increasing the cost in the same ratio as the volume of the crop. During the last ten years the increase of acreage has been about 4 per cent.; the increased production of wheat has been 10 per cent., rye 10 per cent., barley 3 per cent. and potatoes 25 per cent.

American coal has lately been finding some demand in European markets, but there is no prospect that it will very soon be sold in large quantities there. Texas oil is believed to have a much better chance of adoption for fuel purposes. If it can be transported safely and cheaply, it will receive immediate favor. Texas oil is unlimited in quantity, and it is reasonable to suppose that it will become an important factor in the "American invasion" of the Old World.

# POULTRY

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**Florida Oranges Again a Potent Factor.**

Only six years have elapsed since the last fatal freeze in Florida destroyed most of the orange trees in that State. Florida had twice suffered from this calamity within a decade. It was feared that the days of orange growing there were at an end. It did not seem likely that growers would have the courage to plant new groves, liable to be destroyed in a night after the investment of much capital and labor.

The growers did plant again, however, and this year's crop is a fine one. Mr. Stephen Powers, Secretary of the Florida Horticultural Society, says that Florida will give the country this season about 1,000,000 boxes. Nearly a million trees have been planted within the past few years. Not more than half as many trees are yet in bearing, however, as were a source of profit before the last great freeze.

Florida orange growers have had bitter experience and are profiting by it. Many scores of wealthy growers and even poor men are providing sheds and tents for the protection of their groves against frost. The most expensive methods of protecting cost from \$400 to \$1,200 an acre, but it is found that even this large outlay pays with good management. Growers are also moving the area of cultivation further South where no frost has ever reached. Groves are now flourishing on the edge of the Everglades in Dade county. The fertilizers and cultural systems used in the upper counties are also being employed in the South. The southward movement has thus far been very successful, the results showing that there is nothing in the climate or soil of the new region which unfavorably influences the orange.

The orange growers did fairly well in the years they were waiting for their new groves to come into bearing. They canned fruits of various kinds, raised stock and poultry, milk and eggs, and shipped melons, cantaloupes, pineapples, strawberries and vegetables to Northern markets. They did not handle as much money as before their orange trees were killed; but they lived very comfortably and now have before them the bright prospect of a complete renewal of their former prosperity as raisers of Florida oranges.—New York Sun.

**Sent Pictures of Bride and Groom Ahead of Them.**

Some men have queer ideas of what is funny and Charles Somers, a Cincinnati commercial traveler, has played a joke on his brother David, which is causing Charles to laugh inordinately. David Somers was married recently in Ohio, and with his trusting bride planned a wedding trip to California. Charles helped David lay out his route and as Charles is familiar with the hotels along the way, and counts clerks at the leading hostleries among his acquaintances, it was left to Charles to make things pleasant for the newly married pair. David thought Charles would write a letter to each hotel, mentioning that his brother would arrive shortly, and stating that any courtesies, etc.

David did not count on Charles' funny bone itching so greatly as it had, and was unaware of what Charles really would do. Charles took photographs of his brother and his fiancée to an engraver and had fine half-tone cuts made. These he turned over to a printer with an order for posters a foot long, and a foot wide. On the posters in large type is the following:

"Who are they? Look around! Do you recognize them? Just married; now on their wedding trip."

The large type surrounds the pictures of Mr. and Mrs. Somers, and the posters were mailed, presumably to every hotel clerk between Ohio and Los Angeles. A few days ago the guests and employes of the Hotel Nadeau in Los Angeles, were waiting for brother Dave and his bride, and the posters were at the depot in Los Angeles, each with a poster, which he surveyed hourly to imprint on his mind the likeness of the couple. Brother Charles' joke has certainly made a hit.

**Getting the Old Man's Consent.**

"It was settled some time ago that he was to marry my daughter," said the father of a girl of the period, "but it yet remained for the young man to get my consent. It was merely a formality, however, as I had cut no figure whatever during the campaign, my girl arranging matters to suit herself without consulting me or my wishes.

"Now, I remembered with what trepidation I had approached my wife's father when I asked him for her hand, and made up my mind that when that young man showed up to ask me for my daughter's hand I would have revenge, not only for what I had to pass through when I urged my suit, but for being shoved to the background during the present proceedings.

"Well, he called at my office yesterday, and I told my office boy to admit him and leave us alone and see that we were not disturbed.

"Just dropped in," said he, easily, declining to take a seat, "to tell you that I am going to marry your daughter the middle of next month. It will be an informal affair, so you may consider yourself invited without further notice. Good day."

"Before I could catch my breath he was gone and when I complained to my daughter about his treatment of me, all the comfort I got was that I could consider myself fortunate in getting an invitation, as it was to be an exclusive affair."

**Got a \$14 Pearl With His Oysters.**

From the Chicago InterOcean.  
Morgan H. Morgan, file clerk in the office of the Clerk of the Circuit Court, in company with several friends, lunched in a restaurant at Clark and Randolph streets, and, among other things, the entire party partook of fried oysters. Morgan picked out a large, juicy one, and was beginning to eat it with a relish, when his teeth grated on a hard substance.

He removed the object from his mouth and was about to tell the waiter that he had not ordered the oysters to be seasoned with gravel, when his attention was attracted by the reflection of the light upon the object he had thrown on the table. Investigation showed that it was a pearl of good size.

Morgan put the pearl in his pocket, and after leaving the restaurant went to the office of a lapidary in the Champlain building, where he was offered \$14 for the gem. He took the money.

**Things Are Not What They Seem.**

"What's them?" enquired Mrs. Corn-tassel as the farmer opened his carpet bag and let the contents drop on the floor.

"Them is two gold bricks."

"Swindled!"

"No, sirree. I paid 25 cents apiece for 'em. I'm goin' to leave 'em around the house so that when folks come along with cash to pay for country board they'll say we're sech simple, unworl'dly people it's a pity to take advantage of us."

# HOLIDAY POULTRY

**Thanksgiving Turkeys**—Perhaps the largest proportion of owners of turkeys prefer and do market their turkeys at Thanksgiving to save further feeding and care.

Hence, as many are thin, it is policy to ship such alive as they will often bring more alive than dressed, or as much. We know three houses who will probably use a full car each of live turkeys while many smaller dealers combined, will use several cars more, so we can easily place several cars of live turkeys if got here by November 20-21 at latest, as well, we believe, as any market—none excepted.

**Dressed Turkeys**—We are trying to correctly inform you what we claim and believe can prove is a conservative view of Buffalo Thanksgiving poultry market. We expect reciprocity by those who feel that our services will be satisfactory; however, if you do not favor us with your stock we trust we have done you a favor rather than otherwise. We strive to deserve the confidence and risk placed in us and surely we value our integrity too much to abuse it by misusing you or misadvising you; and as we are responsible for what poultry is likely to come to us we feel, with our ability and experience with poultry, that we should have at least equal consideration by you with any house if you get your money back as quick, or quicker, than expected, and as good prices as anyone can give you. We also can sell many fat live turkeys at an excellent price to home dressers, who prefer dressing their own stock, same as we do chickens all the time.

**Live Ducks**—We can assure you excellent results on all ducks you can ship, live or dressed.

Ducks, if thin, sell much better alive than dressed. But fat ducks dressed bring as much as they will any way. Please let us have all the ducks you can buy right, no matter how many, to be here November 22-23. Either dressed or alive. Prices will equal New York on any poultry, fat or thin, or any other market.

**Prospects**—With apparent continued prosperity with all classes, it would be reasonable to presume that this Thanksgiving will be one most observed for years, and if so, it is also fair to expect an excellent poultry trade, especially if the weather is favorable.

**Chickens**—Large fat chickens are the kind wanted for Thanksgiving, and don't matter how many you ship of such. Common and thin, of course, will sell in big quantities at proportionate values.

**Prices**—Fancy fat turkeys will hold up well—probably 12c for dressed and 11c for live, with the expected supplies, while with materially decreased receipts or extraordinary cold weather it is very easy to jump prices sharply. Heavy storms, bad roads, etc., always lessen receipts. We remember Thanksgiving where exorbitant values have been forced, while some seasons also have been bad, but since the cold storage men and canning factories have been using such enormous amounts of poultry we have not really had one bad market. Every sign points to these people wanting their usual supply. Two canning factories alone will probably use \$20,000 worth of poultry each up to January 1, while another will use nearly as much.

November 22-23 are the dates to have your poultry HERE. If dressed, and weather justifies, ship by freight; if not ship by express.

Refer to Third National Bank, Buffalo, Berlin Heights Bank, Berlin Heights, Ohio. Our shippers are our best reference—names of same or satisfactory reference most anywhere on demand. It is an advantage to us to know what you expect to ship us. Write us for our 50-page book of instructions for dressing, etc.

## BATTERSON & CO.,

Prompt, Reliable and Responsible Poultry Commission Merchants  
for 33 years.

92 Michigan Street, BUFFALO, N. Y.

## "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.**

## 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.**

## 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







# 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 FANTLIND, Grand Rapids; Secretary and Treasurer, GEO. F. OWEN, Grand Rapids.

## Preliminary Arrangements for the Lansing Convention.

Lansing, Nov. 11—I am in receipt of yours of Nov. 9 and thank you for your kind words for myself and for your interest in the success of the efforts of Post A to make the coming convention a success.

I will endeavor, hereafter, to give you a report of the meetings of our Post promptly, and regret that I have not done so before. One reason why I have not done so is that, not being engaged in selling goods on the road, I had felt that, perhaps, some of those actively engaged in traveling would do so and do it better than I. I am holding down a job in the State Land Office, but joined the organization some years ago while a member of the gripsack brigade and for the past two years "the boys" have thought that I could do the local Post more good as their scribe than in any other way and have again elected me to that place.

I will say here that everything is being done to make the visit of our brothers here in December a success. The committees have all been appointed and are doing their work well. The meetings of the convention will be held in Representative Chamber, which has been secured for the occasion, and the spacious armory of Co. E., M. N. G., has been placed at our disposal for the social functions.

A banquet will be given on Thursday evening, for which the Committee on Banquet and Programme has arranged a very interesting programme and a bountiful menu. The Printing Committee and the Committee on Invitations have arranged for the early completion of their work, and while the Committee on Hotels has not yet submitted a formal report, it is well known that the Lansing hotels will not fail to concede the best of rates and plenty of accommodations.

The Ladies' Auxiliary is actively engaged in assisting Post A and this is a guarantee that everything will be well done.

\* \* \*

Last Saturday evening the members of the Ladies' Auxiliary and their husbands surprised Mayor Hammell (our Jim), ex-President of Post A and ex-President of the M. K. of G., in his new home. About seventy were present and the evening was passed at cards and other amusements, as well as with ice cream and cake. Numerous entertainments of a social nature are promised for the winter. Post A will meet at the Hotel Downey on Saturday evening, Nov. 16, in business session, and all traveling men who may chance to be in the city at that time will be given a hearty welcome if they will give us a call.

Ed. R. Havens.

The committees selected by Post A to undertake the detail work of the convention are as follows:

**Executive**—H. E. Bradner, Jas. F. Hammell, C. W. Wynkoop, E. G. Hamblen, J. H. Temmink, E. R. Havens, I. L. Truax, C. W. Gilkey, J. D. Pilmoré, H. L. Robson, E. L. Smith, H. C. Klockseim, J. C. Saunders, J. A. Weston, F. R. Lawrence.

**Transportation**—Jas. F. Hammell, J. H. Temmink, Geo. S. Hyde, H. C. Klockseim, Jas. P. Edmonds, John F. Betz.

**Finance**—H. C. Klockseim, J. J. Frost, J. A. Weston.

**Badges**—C. W. Wynkoop, J. G. Riley, J. P. H. Armstrong, C. H. Alexander, C. H. Ball, W. T. Birney.

**Carriages and Baggage**—E. G. Hamblen, M. H. Gunn, F. M. Seibley, R. M. Tubbs, C. S. Smith, L. A. Baker.

**Invitation**—J. C. Saunders, E. G. Hamblen, E. R. Havens, L. J. May, C. W. Wynkoop, W. F. Griffith.

**Programme and Banquet**—J. A. Weston, J. F. Hammell, H. E. Bradner, J. C. Saunders, W. H. Price, D. A. Wright.

**Ball**—F. R. Lawrence, A. B. Casterlin, C. H. Begg, C. C. Barton, C. C. Covel, F. W. Terwilliger.

**Printing**—C. W. Gilkey, D. J. Dailey, L. S. Foster, D. D. Ludlow, W. F. Sullivan, C. E. Dant.

**Hotels**—J. D. Pilmoré, E. S. Porter, F. M. Ackerman, E. J. Evans, Leo Erlich, J. M. Darrow.

**Music**—H. L. Robson, E. L. Smith, I. L. Truax, J. J. Bush, T. K. Jeffreys, L. C. Reynolds.

**Parade**—J. H. Temmink, F. R. Lawrence, E. C. Park, A. J. Patton, F. T. Nichols, Geo. L. Davies.

**Halls**—E. R. Havens, E. S. Porter, J. F. Hammell, F. T. Collver, Otto Zeigler, A. M. Clark.

**Decorations**—I. L. Truax, F. R. Lawrence, W. F. Sullivan, L. Gibson, L. E. Frost, A. M. Boice.

**Reception**—E. L. Smith, A. B. Armstrong, Geo. S. Armstrong, E. R. Arndt, John C. Brown, W. L. Bigelow, Geo. C. Cooper, M. R. Carrier, F. T. Cushman, G. H. Cook, Geo. Freeman, E. D. Glancy, D. S. Duffield, W. C. Dudley, Geo. A. Davis, Theo. C. Gross, Wm. Gilkey, M. H. Gunn, A. L. Harlow, A. A. Griffin, W. C. Hill, E. G. Hamblen, C. J. Harris, John Himelberger, H. H. Herrick, R. B. Kellogg, R. D. Landon, R. W. Langenbacher, C. H. Maynard, L. G. Molitor, H. F. Murray, T. McEwing, J. J. Mahoney, B. D. Northrup, W. H. Newbrough, A. L. Nickerson, Stanley L. Otis, Ed. F. Peer, C. F. Paxson, L. M. Patterson, J. D. Phelps, L. C. Reynolds, S. H. Row, A. M. Robson, J. C. Saunders, J. B. Simon, Bliss Stebbins, Harry Strong, J. H. Temmink, R. U. Tenney, C. H. VanWaggoner, J. Watkins, A. Woodmancy, E. E. West, Hon. F. M. Warner, Geo. D. Wilcox, N. H. Williams, C. W. Wynkoop, J. A. Weston.

## Free Dancing and Card Party.

Grand Rapids, Nov. 12—A good United Commercial Traveler is always a good traveling man (and all good traveling men should be U. C. Ts.). A traveling man who is called good is one who, from the time he starts out at the commencement of his trip, whether for one week or one month, devotes his entire time and energy to selling goods at a fair profit for the firm he represents and, at the same time, gives his customers every possible advantage in the way of special leads or prices and misrepresents nothing in his line. At the end of his trip, he returns home and turns his time and attention to bringing happiness and sunshine to his loved ones—his wife and family. Be it therefore resolved that every member of Grand Rapids Council, No. 131, United Commercial Travelers, accompanied by their wives, families and friends (if you have no wife, bring your best girl, who may sometime be your wife), attend the complimentary dancing and card party at the Council chambers, corner of Lyon and Campau streets, Saturday evening, Nov. 16. Come early and stay late. The Committee in charge—C. P. Reynolds, S. H. Simmons and W. B. Holden—has money to burn with which to entertain those present. JaDee.

The regular quarterly meeting of the Board of Directors of the Michigan Knights of the Grip will be held in this city Friday and Saturday of this week. An executive session will be held at the Warwick Hotel Friday evening, and the business not finished at that time will be completed at a session the next morning. President Owen is planning a theater party for the ladies Friday evening, after which he expects to give them a lunch at one of the clubs.

# FACTS ABOUT THE POTATO SITUATION

Interest us, and if the same is true in your case wouldn't it be a wise move to get acquainted?

## IT'S UP TO YOU

We handle potatoes exclusively and are open to any sound business proposition.

Wisconsin potatoes are going west and chances are that **Chicago will use more Michigan potatoes** this year than for several seasons. You can often get cars to make Chicago that won't make other points, and wouldn't it be a big advantage to have a Chicago connection in whom you had implicit confidence? Why not take trouble to look us up, we've the reputation of treating shippers right? Let us hear from you.



## QUOTE PRICES WE WILL BUY



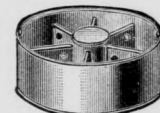
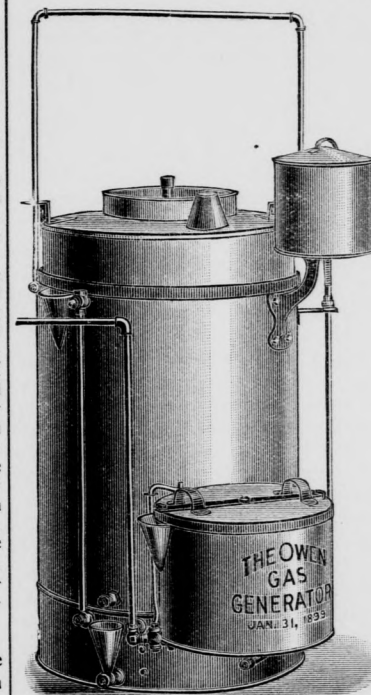
**ALBERT MILLER & CO.**

4 SO. CLARK ST.

CHICAGO, ILL.

# Owen Acetylene Gas Generator

New Improved 1901 Model



Nearly 300 in use in Michigan in 1901—the banner year of its existence.

Zeeland, Mich., Mar. 13, 1901.  
Dear Sir—We have now used the "Owen Gas Generator" for more than two years and are entirely satisfied with it. It is simple, easy of operation and produces a light as economically and good as we can conceive of being produced from carbide. Yours truly,  
A. Lahuis.

Send for booklet on Acetylene Lighting.

**Geo. F. Owen**

Manufacturer,  
Grand Rapids, Michigan

# The Warwick

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

A. B. GARDNER, Manager.



## Electric & Gas Fixtures

As we design and manufacture our own fixtures, and selling to users only, we save you jobbers' and retailers' profits. Our pictorial suggestions for the asking. **The T. J. Mosher Electric Co.** Mfrs. Fixtures, Belts, Insoles, Batteries, General Contractors, Grand Rapids, Mich., U. S. A.



## Drugs--Chemicals

### Michigan State Board of Pharmacy

L. E. REYNOLDS, St. Joseph - Term expires Dec. 31, 1901  
 HENRY HELM, Saginaw - Dec. 31, 1902  
 WIRT P. DOTY, Detroit - Dec. 31, 1903  
 A. C. SCHUMACHER, Ann Arbor - Dec. 31, 1904  
 JOHN D. MUIR, Grand Rapids - Dec. 31, 1905  
 President, A. C. SCHUMACHER, Ann Arbor.  
 Secretary, HENRY HELM, Saginaw.  
 Treasurer, W. P. DOTY, Detroit.

### Examination Sessions.

### Mich. State Pharmaceutical Association.

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

### Necessity of System in the Drug Store.

At the present day it is absolutely necessary to adopt some sort of system in order to conduct the business of a drug store successfully. When once the system is established it will prove itself invaluable. It is sometimes remarked of a druggist, referring to the managing of his business, that he is systematic or methodical, of another it is said that he is orderly, suggesting what the following proverbs imply: "A place for everything and everything in its place," and "A time for everything, and everything in its time."

There are many arguments in favor of using a system in the proper managing of a drug store. Any reasonable druggist will appreciate system and correctness in the conduct of his business. No doubt we could all call to mind some druggist of our acquaintance whose business affairs seem to move along without a hitch, every clerk and apprentice doing his duty as though the store was his own, and everything tending to prosperity and success. And it is altogether likely that we could also think of some other druggist whose location and chances for success in the drug business are equal to the first, but who has much difficulty in running his drug store, whose goods do not come as they are represented, whose accounts are not paid as promptly as they should be, whose clerks and apprentices neglect their work, and who, in short, does not seem to prosper. What is the secret that enables one druggist, possessed apparently of no more ability than the other, to acquire wealth and honor where his brother fails miserably? Application to business in a systematic way is one of the secrets of success in the drug business.

System is of great advantage in any business, and most especially in the retail drug business, where the details are so numerous and where it becomes necessary that every little thing should be attended to promptly and systematically. Some druggists, through lack of system, drop into the very bad habit of putting off certain work, or duties, or business from day to day. It may be that some preparation requires to be made up, some work in the drug store needs to be attended to, or some account is due and ought to be paid. If it seems necessary to make tincture of belladonna to-day, make it, and do not put it off until to-morrow. If you put it off you will almost always be sure to need it the next day in a hurry, and, besides, you will be behindhand with your work. The morning will bring its own work. It is this putting off until the next day the duties that should be attended to at once which crowds out other duties that continue to come up, and which causes these in turn to be put off until the day following; and keeping on at this putting-off process will keep one always behindhand in his business.

How often it happens that the druggist leaves his store at night promising himself that the very first thing on the morrow he will attend to a certain duty that he should have performed to-day, only to find the next morning some seemingly more pressing duty that requires instant attention; the first duty and the good resolution are both promptly forgotten, and are perhaps not thought of again until the necessity for attending to it presses itself on the attention. By making it your special duty to complete each day's work or business before you leave the store at night there will never be anything in the way to prevent your taking up any new work that may present itself on the following morning.

This putting-off habit can only be disposed of by working systematically and by adhering to your system. You can have each apprentice or clerk understand distinctly what his special duties are and at what time he is expected to attend to them. The proprietor must not only see that this is done, but he must also be systematic and punctual in performing his own duties. He can help and stimulate his clerks and apprentices by setting them a good example. In war the general who leads his troops in the charge is more successful than the one who simply commands his soldiers to go. The drug business is a war, and the druggist who attends punctually and systematically to business will set a good example to his clerks, and he will receive better service from them, by thus taking the lead in the work of the store.

If a little thinking and planning are done a system can be evolved for doing all the work and business of a drug store. One system will not suit all stores or all druggists. Each must build his own system to please himself and to suit his business. Some druggists who are extremely systematic, frame a time table of work for each clerk and apprentice, containing what is to be done and indicating when it is to be done; and this is pasted up in some conspicuous place in the back shop.

I have often seen the same druggist washing and dressing his windows on all the days in the week except Sunday. A better plan is to have one day set aside for this special work, since it is such an important task, and since so much depends upon whether it is done well or not. Take Friday, say, since that is the day before Saturday, which is the day when we all calculate to do a good business, and consequently the day on which we should have our show windows looking their best, so that they may help us sell the goods inside.

A certain day of the week should also be set aside for cleaning and dusting the shelf bottles, another for cleaning and polishing the show cases, still another for making preparations, and so on.

A system or method should be adopted for dispensing, which is one of the druggist's most important duties. It is not the province of this article to lay down any definite rules for druggists to follow, but only to make suggestions. If a druggist decides that when a prescription is received in his store, and after it is read, the label should be written first before the prescription is dispensed, then he should see that this rule is adopted and that all his clerks comply with that regulation as well as himself. If the druggist decides that after the prescription is read it shall be immediately dispensed, and the label

written afterwards, then let that plan be strictly adhered to. But at all events adopt some system for the dispensing of prescriptions, whether they be many or few in your store. You will find that it will help to prevent mistakes.

Do not buy goods at random, but buy systematically. Keep a "want book" and insist that all clerks write down in this book the name of any product that is low in stock. Do not speculate in buying drugs. The market may decline before your supply is exhausted. It is better, as a general rule, to buy for present necessities only. Do not buy any quantity of goods but what you are sure of being able to dispose of in a reasonable time, say three or six months, unless the goods keep well, are stable in price, and you have a rare opportunity to get them cheap for some reason.

Be systematic in paying all you owe. Pay promptly. If you pay "spot" cash, then pay all bills the same way. If you pay at thirty days, then pay all accounts promptly at the expiration of that time. It is easier to follow a system in paying accounts than it is in almost anything else, for all accounts have to be paid sooner or later, and if a certain time and way is decided upon for their payment it seems to make payment easier.

More and better work can be done by working systematically than at haphazard.

If every druggist will adopt some sort of system for managing his business it will help him to battle successfully with hard times, sharp competition, and small margins.—J. T. Pepper in Bulletin of Pharmacy.

### Unsolicited Testimonials.

A Wheaton, Ill., lady who had "tried everything in vain until I commenced taking your valuable remedy," has written, if the Wheaton News can be believed, the following testimonial to a country druggist who is booming a new tonic:

Dear Sir—Before taking your medicine I was too weak to spank the baby, but now I can lick my husband. Heaven bless you.

This reminds one of the Shakopee man who was nearly blind and took Dr. Sawyer's wonderful Elixir. He wrote: Dear Sir—Before taking your Elixir I could not see six inches before my face. Yesterday I saw wood. I feel that I ought to let these facts be known. Send me another bottle.

Phinneas E. Perkins, of Mound Center, S. D., says that before trying the Snake Cure "he had not drawn a sober breath for twenty-five years." Last Sunday he drew several sober breaths, greatly to the astonishment of his wife, and without injury to his health. He expects a perfect cure—some time.

### Victory Has Its Drawbacks.

"You are certainly elected!" his friends cried.

"Yes," said the successful candidate, and he gritted his teeth hard.

"What's the matter?" they demanded in surprise. "Do you not feel sure of your victory?"

"Yes; but I am also sure that a band will come to serenade me."

### Completely Refuted.

"He says that you are narrow minded; that you are not a man of liberal views," said the friend.

"The slander carries its refutation on its face," answered Senator Sorghum, haughtily.

"No man has ever paid the Legislature as much as I have."

The less hair a woman has the more time it takes her to do it up.

### The Drug Market.

Opium—Is weak and slightly lower.  
 Morphine—Is unchanged.  
 Codeine—The market is unsettled and the price has declined.

Quinine—Has declined 2c per oz.  
 Grain Alcohol—Has advanced 2c per gallon, on account of the high price for corn.

Balm Gilead Buds—Have advanced, on account of scarcity.

Elm Bark, Select—Is scarce and higher.

Wild Cherry Bark—Is in small supply and has advanced.

Oil Peppermint—Is very firm but unchanged.

Gum Tragacanth—Is scarce and has advanced 10c per lb.

Lobelia Seed—Is still out of market.  
 Linseed Oil—Has advanced 2c.

Cocaine—Has again declined.

"Did you ever watch a man taking a drink of water in a public place, in a railroad station or on a train, where he is aware that many eyes regard him? Watch this sometime," a drummer said. "You'll find it interesting. The man, you see, holds the glass in his right hand while he drinks, and it is his inability meanwhile to make his unoccupied left hand look graceful that makes the spectacle worth while. One fellow, as he stoops over the cup in an elegant attitude, an attitude like that of bowing, solves the enigma of what to do with his left hand by putting it in his trouser pocket. Another holds it behind his back. A third puts the thumb of it in the pocket of his waistcoat, and a fourth swings the hand like a pendulum to and fro at his side. But all men, do what they will with their left hand, look awkward and self-conscious when drinking in public, and it is amusing to watch them."

## 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.

## SEE OUR WALL PAPERS

before you buy. We show the best patterns that the fifteen leading factories make. Our showing is not unequal. Prices lower than ever. A card will bring salesman or samples.

HFYSTEK & CANFIELD CO.

Grand Rapids, Mich.  
 The Michigan Wall Paper Jobbers.



## WHOLESALE DRUG PRICE CURRENT

Advanced—Cherry Bark, Linseed Oil, Tragacanth  
Declined—Cocaine, Quinine.

Acidum			Conium Mac.			Sella Co.		
Aceticum	\$ 60	8	Copaiba	1 15	25	Tolutan	50	50
Benzolcum, German.	70	75	Cubeba	1 35	1 40	Prunus virg.	50	50
Boracic	17	17	Exechthitos	1 00	1 10	Tinctures		
Carbolcum	30	42	Erigeron	1 00	1 10	Aconitum Napellis R	50	50
Citricum	45	48	Geranium, ounce.	2 00	2 10	Aconitum Napellis F	50	50
Hydrochlor.	30	5	Gossypil, Sem. gal.	50	60	Aloes	50	50
Nitricum	80	10	Hedeoma	1 60	1 75	Aloes and Myrrh	50	50
Oxalicum	12	14	Junipera	1 50	2 00	Arnica	50	50
Phosphoricum, dil.	50	55	Lavandula	90	2 00	Asafoetida	50	50
Sulphuricum	1 10	1 20	Limonia	1 20	1 30	Atrope Belladonna	50	50
Tannicum	1 10	1 20	Mentha Piper	2 10	2 20	Aurant Cortex	50	50
Tartaricum	38	40	Mentha Verid	1 50	1 60	Benzoin Co.	50	50
Ammonia			Morhuac, gal.	1 10	1 20	Barosma	50	50
Aqua, 16 deg.	40	6	Myrica	4 00	4 50	Cantharides	50	50
Aqua, 20 deg.	60	8	Olive	75	3 00	Capsicum	50	50
Carbonas	13	15	Picis Liquida	10	12	Cardamon	50	50
Chloridum	12	14	Picis Liquida, gal.	1 00	1 06	Cardamon Co.	50	50
Aniline			Ricin	1 00	1 06	Castor	1 00	1 00
Black	2 00	2 25	Rosmarin	6 00	6 50	Catechu	50	50
Brown	80	1 00	Rose, ounce.	40	45	Cinchona	50	50
Red	45	50	Succinl	90	1 00	Cinchona Co.	50	50
Yellow	2 50	3 00	Sabina	2 75	3 00	Columba	50	50
Bacca			Santal	55	60	Cubeba	50	50
Cubeba	22	24	Sassafras	55	60	Cassia Acutifol.	50	50
Juniperus	60	8	Sinapis, ess., ounce.	1 50	1 60	Cassia Acutifol. Co.	50	50
Xanthoxylum	1 70	1 75	Tigil	40	50	Digitalis	50	50
Balsamum			Thyme	40	50	Ergot	50	50
Copalba	50	55	Thyme, opt.	1 50	2 00	Ferri Chloridum	50	50
Peru	60	65	Theobromas	15	20	Gentian	50	50
Terabin, Canada	45	50	Potassium			Gentian Co.	50	50
Tolutan	45	50	Bi-Carb.	15	18	Guaiac.	50	50
Cortex			Bichromate	13	15	Guaiac ammon.	50	50
Abies, Canadian.	18	20	Bromide	52	57	Hysocymus	50	50
Cassia	12	15	Carb.	12	15	Iodine	50	50
Cinchona Flava	18	20	Chlorate, po. 17@19	15	18	Iodine, colorless	50	50
Euonymus atropurp.	30	35	Cyanide	34	38	Kino	50	50
Myrica Cerifera, po.	30	35	Iodide	2 30	2 40	Lobelia	50	50
Prunus Virgini	12	15	Potassa, Bitart, pure	28	30	Myrrh	50	50
Quillala, gr'd	14	16	Potassa, Bitart, com.	7	10	Nux Vomica	50	50
Sassafras	15	18	Potass Nitras, opt.	7	10	Opil.	50	50
Ulmus	15	18	Potass Nitras	6	8	Opil, comphorated	50	50
Extractum			Prussiate	23	26	Opil, deodorized	50	50
Glycyrrhiza Glabra	24	25	Sulphate po.	15	18	Quassia	50	50
Glycyrrhiza, po.	28	30	Radix			Rhatany	50	50
Hamatox, 15 lb. box	11	12	Aconitum	20	25	Rhatany	50	50
Hamatox, 18	13	14	Anchusa	30	33	Sanguinaria	50	50
Hamatox, 1/4s	14	15	Arum po.	10	12	Serpentaria	50	50
Hamatox, 1/4s	16	17	Calamus	20	25	Stromonium	50	50
Ferru			Gentiana	12	15	Tolutan	50	50
Carbonate Precip.	15	18	Glycyrrhiza, pr. 15	16	18	Valerian	50	50
Citrate and Quinia	2 25	2 50	Glycyrrhiza, Canad.	7	8	Veratrum Veride	50	50
Citrate Soluble	75	80	Hydrastis Can.	8	10	Zingiber	50	50
Ferrocyanidum Sol.	15	18	Hellebore, Alba, po.	12	15	Miscellaneous		
Solut. Chloride	15	18	Inula, po.	18	22	Aether, Spts. Nit. 7 F	30	35
Sulphate, com'l.	2	3	Ipeaca, po.	3 60	3 75	Aether, Spts. Nit. 4 F	34	38
Sulphate, com'l, by	80	85	Iris plox., po. 35@38	35	40	Alumen	2 1/2	3
Sulphate, pure	7	8	Jalapa, pr.	25	30	Alumen, gro'd., po. 7	30	4
Flora			Maranta, 1/4s.	25	30	Annatto.	40	50
Arnica	15	18	Podophyllum, po.	22	25	Antimoni, po.	40	50
Anthemis	22	25	Rhel.	75	1 00	Antimoni et Potass T	40	50
Matricaria	30	35	Rhel, cut.	75	1 35	Antifebrin	40	50
Folia			Rhel, pr.	75	1 35	Argenti Nitras, oz.	10	12
Barosma	38	40	Spigelia	35	38	Arsenicum	10	12
Cassia Acutifol, Tin-	20	25	Sanguinaria, po. 15	50	55	Balm Gilead Buds.	45	50
nevelly	25	30	Serpentaria	50	55	Bismuth S. N.	1 6	1 70
Cassia, Acutifol, Alx.	25	30	Senega	60	65	Calcium Chlor., 1s.	10	10
Salvia officinalis, 1/4s	12	20	Smilax, officinalis H.	40	45	Calcium Chlor., 1/4s.	10	10
Uva Ursi	8	10	Smilax, M.	10	12	Cantharides, Rus. po.	10	10
Gummi			Sella Co.	10	12	Capsic Fructus, af.	10	10
Acacia, 1st picked.	65	70	Symplocarpus, Foetid-	25	25	Capsic Fructus, po.	10	10
Acacia, 2d picked.	35	40	us, po.	25	25	Caryophyllus, po. 15	12	14
Acacia, 3d picked.	25	30	Valeriana, Eng. po. 30	15	20	Carmin, No. 40	30	30
Acacia, sifted sorts.	45	50	Valeriana, German.	14	16	Cera Alba	50	55
Acacia, po. 18@20	12	14	Zingiber a.	25	27	Cera Flava	40	42
Aloe, Cape, po. 15.	12	14	Zingiber j.	25	27	Coccus	40	40
Aloe, Socotri, po. 40	12	14	Semen			Cassia Fructus	35	35
Ammoniac	55	60	Anisum	15	15	Centraria	10	10
Assafoetida	25	40	Apium (graveleons).	13	15	Cetaceum	50	60
Benzoinum	50	55	Bird, 1s.	40	6	Chloroform	50	60
Catechu, 1s.	50	55	Carul	10	11	Chloroform, squibbs	1 10	1 10
Catechu, 1/4s	50	55	Cardamon	1 25	1 75	Chloral Hyd Crst.	1 40	1 65
Catechu, 1/4s	50	55	Coriandrum	80	10	Chondrus	20	25
Campore	64	69	Cannabis Sativa	4 1/2	5	Cinchonidine, P. & W	38	48
Euphorbium	1 00	1 00	Cydonium	75	1 00	Cinchonidine, Germ.	38	48
Galbanum	65	70	Chenopodium	15	16	Cocaine	5 55	5 75
Gamboge	65	70	Dipterix Odorata	1 00	1 10	Corks, list, dis. pr. ct.	75	75
Gualacum	30	30	Foeniculum	70	70	Creosotum	45	45
Kino	75	75	Foeniculum, po.	70	70	Creta, prep.	9	11
Mastic	60	60	Lini	3 1/2	5	Creta, prep.	9	11
Myrrh	40	40	Lini, gr'd.	1 50	1 55	Creta, Rubra	25	30
Opil.	35	35	Lobelia	1 50	1 55	Crocus	25	30
Shellac	32	45	Phalaris Canarian.	4 1/2	5	Cudbear	6 1/2	8
Shellac, bleached	40	45	Rapa	9	10	Cupri Sulph.	70	10
Tragacanth	70	1 00	Sinapis Alba	11	12	Dextrine	70	92
Herba			Sinapis Nigra	11	12	Emery, all numbers.	8	8
Absinthium, oz. pkg	25	25	Spiritus			Emery, po.	8	8
Eupatorium, oz. pkg	20	20	Frument, W. D. Co.	2 00	2 50	Ergota	85	90
Lobelia, oz. pkg	20	20	Frument, D. F. R.	1 25	1 50	Flake White	12	15
Majorum, oz. pkg	25	25	Frument	1 65	2 00	Galla	23	23
Mentha Pip. oz. pkg	25	25	Juniperis Co. O. T.	1 75	3 50	Gambler	8	9
Mentha Vir. oz. pkg	39	39	Saacharum N. E.	1 90	2 10	Gelatin, Cooper	60	60
Rue	22	22	Spt. Vini Gall.	1 75	6 50	Gelatin, French	35	60
Tanacetum V oz. pkg	22	22	Vini Oporto	1 25	2 00	Glassware, flint, box	75	5
Thymus, V oz. pkg	25	25	Vini Alba	1 25	2 00	Less than box	70	70
Magnesia			Sponges			Glue, brown	11	13
Calcined, Pat.	55	60	Florida sheeps' wool	2 50	2 75	Glue, white	15	25
Carbonate, Pat.	18	20	Nassau sheeps' wool	2 50	2 75	Glycerina	17 1/2	25
Carbonate, K. & M.	18	20	Velvet extra sheeps' wool	1 50	1 50	Grana Paradisi	25	25
Carbonate, Jennings	18	20	wool, carriage	1 50	1 50	Humulus	25	55
Oleum			wool, carriage	1 50	1 50	Hydrarg Chlor Mite	1 00	1 00
Absinthium	7 00	7 20	Extra yellow sheeps' wool	1 25	1 25	Hydrarg Chlor Cor.	90	90
Amygdala, Dule	38	40	wool, carriage	1 25	1 25	Hydrarg Ox Rub'm	1 10	1 10
Amygdala, Amara	8 00	8 25	Grass sheeps' wool	1 00	1 00	Hydrarg Ammoniat	1 20	1 20
Anisi	1 85	2 00	carriage	1 00	1 00	Hydrarg Unguentum	50	60
Aurant Cortex	2 10	2 20	Hard, for slate use	75	75	Hydrargrum	85	85
Bergamli	2 60	2 75	Yellow Reef, for slate use	1 40	1 40	Ichthyobolla, Am.	65	70
Cajiputi	80	85	Syrups			Indigo	75	1 00
Caryophylli	75	80	Acacia	50	50	Iodo, Resubi.	3 40	3 60
Cedar	60	65	Aurant Cortex	50	50	Iodoform	3 60	3 85
Chenopadi	2 75	2 75	Zingiber	50	50	Lupulin	50	50
Cinnamoni	1 15	1 25	Ipecac	50	50	Lycopodium	65	70
Citronella	35	40	Ferri Iod	50	50	Maels	65	75
			Rhel Arom	50	50	Liquor Arsen et Hy-	25	25
			Smilax Officinalis	50	60	drarg Iod	10	12
			Senega	50	60	Liquor Potass Arsnit	20	3
			Sella Co.	50	50	Magnesia, Sulph.	20	3
						Magnesia, Sulph, bbl	1 1/4	1 1/4
						Manna, S. F.	50	80

# 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

Rolled Oats  
Corn Syrup  
Pickles  
Brazil Nuts




## DECLINED

Holland Herring  
Straw Paper  
Butter Dishes


## Index to Markets

## By Columns

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

1	
AXLE GREASE	
Axle Grease, doz. gross	6 00
Castor Oil, doz. gross	7 00
Diamond, doz. gross	4 25
Frazier's, doz. gross	9 00
IXL Golden, tin boxes	75 9 00
	
Mica, tin boxes	75 9 00
Paragon, doz. gross	6 00
BAKING POWDER	
Egg	
1 lb. cans, 4 doz. case	3 75
1 lb. cans, 2 doz. case	3 75
1 lb. cans, 1 doz. case	3 75
5 lb. cans, 1 doz. case	8 00
	
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
BATH BRICK	
American	70
English	80
BLUING	
Arctic, 4 oz. ovals, per gross	4 00
Arctic, 8 oz. ovals, per gross	6 00
Arctic 16 oz. round per gross	9 00
	
BROOMS	
No. 1 Carpet	2 65
No. 2 Carpet	2 25
No. 3 Carpet	2 15
No. 4 Carpet	1 75
Farior Gem	2 40
Common Whisk	85
Fancy Whisk	1 10
Warehouse	3 25
BRUSHES	
Serub	
Solid Back, 8 in.	45
Solid Back, 11 in.	95
Pointed Ends	85
SHOE	
No. 8	1 00
No. 7	1 30
No. 4	1 70
No. 3	1 90

2	
Stove	
No. 3	75
No. 2	1 10
No. 1	1 75
BUTTER COLOR	
W. R. & Co.'s, 15c size	1 25
W. R. & Co.'s, 25c size	2 00
CANDLES	
Electric Light, 8s.	12
Electric Light, 10s.	12 1/2
Paraffine, 8s.	10 1/2
Paraffine, 12s.	11
Wickling	23
CANNED GOODS	
Apples	
3 lb. Standards	1 00
Gallons, standards	3 25
Blackberries	
Standards	80
Beans	
Baked	1 00@1 30
Red Kidney	75@80
String	70
Wax	70
Blueberries	
Standard	85
Brook Trout	
2 lb. cans, Spiced	1 90
Clams	
Little Neck, 1 lb.	1 00
Little Neck, 2 lb.	1 50
Clam Bouillon	
Burnham's, 1/2 pint	1 92
Burnham's, pints	3 60
Burnham's, quarts	7 20
Cherries	
Red Standards	
White	
Corn	
Fair	80
Good	85
Fancy	95
French Peas	
Sur Extra Fine	22
Extra Fine	19
Fine	15
Moyen	11
Gooseberries	
Standard	90
Hominy	
Standard	85
Lobster	
Star, 1/2 lb.	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	
Pie	
Yellow	1 65@1 85
Pears	
Standard	1 00
Fancy	1 25
Peas	
Marrowfat	1 00
Early June	1 00
Early June Sifted	1 60
Plums	85
Pineapple	
Grated	1 25@2 75
Sliced	1 35@2 55
Pumpkin	
Fair	95
Good	1 00
Fancy	1 10
Raspberries	
Standard	1 15
Russian Caviar	
1/2 lb. cans	3 75
1 lb. cans	7 00
1 lb. can	12 00
Salmon	
Columbia River, tails	@1 85
Columbia River, flats	@2 00
Red Alaska	1 30@1 40
Pink Alaska	1 10@1 25
Shrimps	
Standard	1 50
Sardines	
Domestic, 1/4s.	3 1/2
Domestic, 1/2s.	6 1/2
Domestic, Mustard	5 1/2
California, 1/4s.	11@14
California, 1/2s.	7@14
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	
Fair	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	
Eocene	@10 1/4
Perfection	@ 9 1/2
Diamond White	@ 8 1/2
D. S. Gasoline	@12 1/4
Deodorized Naphtha	@10 1/4
Cylinder	29
Engine	19
Black, winter	9 @10 1/4
CHEESE	
Acme	@11 1/2
Amboy	@11 1/2
Carson City	@12
Elsie	@13
Emblem	@12 1/4
Gem	@12 1/4
Gold Medal	@11 1/4
Ideal	@12
Jersey	@12
Riverside	@12
Brick	14@15
Edam	@90
Lelden	@17
Limburger	13@14
Pineapple	50@75
Sap Sago	19@20
CHEWING GUM	
American Flag Spruce	55
Beeman's Pepsin	60
Black Jack	55
Largest Gum Made	60
Sen Sen	55
Sen Sen Breath Perfume	1 00
Sugar Leaf	55
Yucatan	55
CHICORY	
Bulk	5
Red	7
Eagle	4
Frank's	6 1/4
Schener's	6
CHOCOLATE	
Walter Baker & Co.'s	
German Sweet	23
Premium	31
Breakfast Cocoa	46
Runkel Bros.	
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	36
Colonial, 1/2s	33
Epps	45
Fuyler	45
Van Houten, 1/4s	12
Van Houten, 1/2s	20
Van Houten, 1s	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 1/4s	26 1/2
Dunham's 1/2s	27
Dunham's 1/4s	28
Bulk	13
COCOA SHELLS	
20 lb. bags	2 1/4
Less quantity	3
Pound packages	4
COFFEE	
Roasted	
	
Special Combination	15
French Breakfast	17 1/2
Lenox, Mocha & Java	21
Old Gov't Java and Mocha	24
Private Estate, Java & Mocha	26
Supreme, Java and Mocha	27
Dwinnell-Wright Co.'s Brands	
White House, 60-ls.	29
White House, 30-ls.	28
Excelsior M. & J., 60-ls.	21 1/2
Excelsior M. & J., 30-ls.	20 1/2
Royal Java	26 1/2
Royal Java & Mocha	26 1/2
Arabian Mocha	28 1/2
Aden Mocha	22 1/2
Freeman Merc. Co. Brands	
Marexo	11
Porto Rican	14
Honolulu	16 1/2
Parker House J & M	25
Monogram J & M	28
Mandehling	31 1/2
Rio	
Common	10 1/2
Fair	11
Choice	13
Fancy	15
Santos	
Common	11
Fair	14
Choice	15
Fancy	17
Peaberry	13
Maraicao	
Fair	12
Choice	16

4	
Mexican	
Choice	16
Fancy	17
Guatemala	
Choice	16
Java	
African	12 1/4
Fancy African	17
O. G.	25
P. G.	29
Mocha	
Arabian	21
Package	
New York Basis	
Arbuckle	11 1/4
Dilworth	11 1/4
Jersey	11 1/4
Lion	11
McLaughlin's XXXX	11
McLaughlin's XXXX sold to retailers only. Mail all orders direct to W. F. McLaughlin & Co., Chicago.	
Extract	
Valley City 1/2 gross	75
Felix 1/2 gross	1 15
Hummel's foll 1/2 gross	85
Hummel's tin 1/2 gross	1 43
CONDENSED MILK	
4 doz in case	
Gall Borden Eagle	6 40
Crown	6 25
Daisy	5 75
Champion	4 50
Magnolia	4 25
Challenge	4 10
Dime	3 35
Leader	4 00
COUPON BOOKS	
50 books, any denom	1 50
100 books, any denom	2 50
500 books, any denom	11 50
1,000 books, any denom	20 00
Above quotations are for either Tradesman, Superior, Economic or Universal grades. Where 1,000 books are ordered at a time customer receives specially printed cover without extra charge.	
Coupon Pass Books	
Can be made to represent any denomination from \$10 down.	
50 books	1 50
100 books	2 50
500 books	11 50
1,000 books	20 00
Credit Checks	
500, any one denom	2 00
1,000, any one denom	3 00
2,000, any one denom	5 00
Steel punch	75
CRACKERS	
National Biscuit Co.'s brands	
Butter	
Seymour	6 1/4
New York	6 1/4
Family	6 1/4
Salted	6 1/4
Wolverine	6 1/4
Soda	
Soda XXX	6 1/4
Soda, City	8
Long Island Wafers	13
Zephyrette	13
Oyster	



6



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



D. C. Lemon 75 D. C. Vanilla 1 24  
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  
Rounds. 6 1/2 @ 7 1/2  
Chuck. 5 1/2 @ 6  
Plates. 3 @ 5

**Pork**  
Dressed. 6 @ 6 1/2  
Loins. 9 @ 9 1/2  
Boston Butts. 9 @ 9  
Shoulders. 9 @ 9  
Leaf Lard. 9 @ 9

**Mutton**  
Carcass. 5 1/2 @ 7  
Lambs. 7 @ 7

**Veal**  
Carcass. 6 @ 7

**GRAINS AND FLOUR**

**Wheat**  
Winter Wheat Flour 74

**Local Brands**

Patents. 4 25  
Second Patent. 3 75  
Straight. 3 55  
Second Straight. 3 30  
Clear. 3 10  
Graham. 3 40  
Buckwheat. 4 50  
Rye. 3 20

Subject to usual cash discount.

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

Ball-Barnhart-Putman's Brand

Diamond 1/2s. 3 75  
Diamond 3/4s. 3 75  
Diamond 1s. 3 75

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 1/2s. paper. 4 25  
Pillsbury's Best 3/4s. paper. 4 25  
Pillsbury's Best 1s. paper. 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 35  
Wingold 3/4s. 4 25  
Wingold 1s. 4 15

Onley & Judson's Brand

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 1/2s. and 3/4s. paper. 4 20

**Meal**

Bolted. 2 50  
Granulated. 2 75

**Feed and Millstuffs**

St. Car Feed, screened. 23 50  
No. 1 Corn and Oats. 23 00  
Unbolted Corn Meal. 22 50

Winter Wheat Bran. 17 00  
Winter Wheat Middlings. 18 00  
Screenings. 16 50

**Oats**

Car lots. 44  
Car lots, clipped. 46  
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. palls, per doz. 1 90  
15 lb. palls. 38  
30 lb. palls. 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  
1. 44 80  
2. 54 1 00  
3. 66 1 25  
4. 76 1 45  
5. 90 1 70  
6. 1 06 2 00  
8. 1 28 2 40  
10. 1 38 2 60  
12. 1 60 3 15  
14. 2 24 4 15  
16. 2 34 4 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.

Babbitt's. 4 00  
Penna Salt Co.'s. 3 00

**PROVISIONS**

**Barreled Pork**

Mess. 14 50  
Georges genuine. 17 00  
Georges selected. 17 00  
Grand Bank. 16 75  
Short cut. 16 75  
Pig. 20 00  
Bean. 14 75  
Family Mess. 17 50

**Dry Salt Meats**

Bellies. 9 1/2  
Briskets. 9 3/4  
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 1/2  
Hams, 20 lb. average. 10 3/4  
Ham dried beef. 12 1/2  
Shoulders (N. Y. cut). 9 1/2  
Bacon, clear. 10 1/2  
California hams. 11 1/2  
Bolted Hams. 16 1/2  
Picnic Bolted Hams. 13  
Berlin Ham p's'd. 9  
Mince Hams. 9 1/2

**Lards—In Tierces**

Compound. 7 1/2  
Pure. 9 1/2  
Vegetable. 8  
No. 1 Tubs, advance. 7 1/2  
80 lb. Tubs, advance. 7 1/2  
50 lb. Tubs, advance. 7 1/2  
20 lb. Palls, advance. 7 1/2  
10 lb. Palls, advance. 7 1/2  
5 lb. Palls, advance. 7 1/2  
1 lb. Palls, advance. 7 1/2

**Sausages**

Bologna. 6  
Liver. 8  
Frankfort. 6  
Pork. 9  
Blood. 6  
Tongue. 6  
Headcheese. 6

**Beef**

Extra Mess. 10 75  
Boneless. 11 00  
Rump. 10

**Pigs' Feet**

1/4 bbls., 40 lbs. 1 65  
1/4 bbls., 80 lbs. 2 90

**Tripe**

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

**Casings**

Beef round. 21  
Beef middles. 12  
Sheep. 65

**Butterine**

Solid, dairy. 13 1/2  
Rolls, dairy. 14  
Rolls, creamery. 17  
Solid, creamery. 17 1/2

**Canned Meats**

Corned beef, 2 lb. 2 50  
Corned beef, 14 lb. 17 50  
Roast beef, 2 lb. 2 50  
Potted ham, 1/4s. 50  
Potted ham, 1/2s. 90  
Deviled ham, 1/4s. 90  
Deviled ham, 1/2s. 90  
Potted tongue, 1/4s. 50  
Potted tongue, 1/2s. 90

8

**Sausages**

Bologna. 6  
Liver. 8  
Frankfort. 6  
Pork. 9  
Blood. 6  
Tongue. 6  
Headcheese. 6

**Beef**

Extra Mess. 10 75  
Boneless. 11 00  
Rump. 10

**Pigs' Feet**

1/4 bbls., 40 lbs. 1 65  
1/4 bbls., 80 lbs. 2 90

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

**Casings**

Beef round. 21  
Beef middles. 12  
Sheep. 65

**Butterine**

Solid, dairy. 13 1/2  
Rolls, dairy. 14  
Rolls, creamery. 17  
Solid, creamery. 17 1/2

**Canned Meats**

Corned beef, 2 lb. 2 50  
Corned beef, 14 lb. 17 50  
Roast beef, 2 lb. 2 50  
Potted ham, 1/4s. 50  
Potted ham, 1/2s. 90  
Deviled ham, 1/4s. 90  
Deviled ham, 1/2s. 90  
Potted tongue, 1/4s. 50  
Potted tongue, 1/2s. 90

**RICE**

Domestic

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

**Imported.**

Japan, No. 1. 5 1/2  
Japan, No. 2. 5  
Java, fancy head. 5  
Java, No. 1. 5

**SALERATUS**

Packed 60 lbs. in box.

Church's Arm and Hammer. 3 15  
Deland's. 3 00  
Dwight's Cow. 3 15  
Emblem. 2 10  
L. P. 3 00  
Wyandotte, 100 1/2s. 3 00

**SAL SODA**

Granulated, bbls. 90  
Granulated, 100 lb. cases. 1 10  
Lump, bbls. 80  
Lump, 145 lb. kegs. 85

**SALT**

Backeye

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

**Diamond Crystal**

Table, cases, 24 3 lb. boxes. 1 40  
Table, barrels, 100 3 lb. bags. 3 00  
Table, barrels, 40 7 lb. bags. 2 75  
Butter, barrels, 280 lb. bulk. 2 65  
Butter, barrels, 20 14 lb. bags. 2 85  
Butter, sacks, 28 lbs. 27  
Butter, sacks, 56 lbs. 67

**Common Grades**

100 3 lb. sacks. 2 25  
60 5 lb. sacks. 2 15  
28 10 lb. sacks. 2 05  
28 16 lb. sacks. 4 00  
28 28 lb. sacks. 22

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

**Ashton**

56 lb. dairy in linen sacks. 60

**Higgins**

56 lb. dairy in linen sacks. 60

**Solar Rock**

56 lb. sacks. 25

**Common**

Granulated Fine. 85  
Medium Fine. 90

**SALT FISH**

Cod

Georges cured. 6  
Georges genuine. 6 1/2  
Georges selected. 7  
Grand Bank. 6  
Strips or bricks. 6 1/2  
Pollock. 3 1/2

**Halibut.**

Strips. 10  
Chunks. 12

**Trout**

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

**Herring**

Holland white hoops, bbl. 19 00  
Holland white hoops, 1/2 bbl. 5 75  
Holland white hoop, keg. 72  
Holland white hoop mechs. 82  
Norwegian. 17  
Round 100 lbs. 3 35  
Round 40 lbs. 1 65  
Scales. 15  
Bloaters. 1 60

**Mackerel**

Mess 100 lbs. 11 00  
Mess 40 lbs. 4 70  
Mess 10 lbs. 1 25  
Mess 8 lbs. 1 03  
No. 1 100 lbs. 9 50  
No. 1 40 lbs. 4 10  
No. 1 10 lbs. 1 10  
No. 1 8 lbs. 91  
No. 2 100 lbs. 8 00  
No. 2 40 lbs. 3 50  
No. 2 10 lbs. 95  
No. 2 8 lbs. 79

9

**Whitefish**

No. 1 No. 2 Fam  
100 lbs. 7 50 3 25  
40 lbs. 3 30 1 65  
10 lbs. 90 48  
8 lbs. 75 42

**SEEDS**

Anise. 9  
Canary, Smyrna. 3 1/2  
Caraway. 7 1/2  
Cardamon, Malabar. 1 60  
Celery. 10  
Celery. 10  
Mixed Bird. 4  
Mustard, white. 7  
Poppy. 6  
Rape. 4  
Cuttle Bone. 14

**SHOE BLACKING**

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

**SNUFF**

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

**SOAP**

B. T. Babbit brand—  
Babbit's Best. 4 00  
Beaver Soap Co. brands

**GRAND PAS**

**WONDER SOAP**

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

Bell & Bogart brands—

Coal Oil Johnny. 4 60  
King Cole. 4 00  
Detroit Soap Co. brands—

Queen Anne. 3 35  
Big Bargain. 1 90  
Umpire. 2 5  
German Family. 2 65

Dingman Soap Co. brand—

Dingman. 3 85  
N. K. Fairbanks brands—

Santa Claus. 3 40  
Brown. 2 22  
Fairy. 4 00

Fels brand—

Naptha. 4 00  
Gowans & Sons brands—

Oak Leaf. 3 25  
Oak Leaf, big 5. 4 15

**JAXON**

Single box. 3 20  
5 box lots, delivered. 3 15  
10 box lots, delivered. 3 10

Johnson Soap Co. brands—

Silver King. 3 40  
Calumet Family. 2 40  
Scotch Family. 2 55  
Cuba. 2 40  
60 cakes. 1 95

Ricker's Magnetic. 3 90

Lantz Bros. brands—

Big Acme. 4 25  
Acme 5c. 3 65  
Marselles. 4 00  
Master. 3 70



## 12

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

## Plug

Flat Iron.....	33
Crepe de Menthe.....	60
Stronghold.....	39
Elmo.....	33
Sweet Chunk.....	37
Forge.....	33
Red Cross.....	32
Palo.....	36
Kyle.....	36
Hlawatha.....	41
Battle Axe.....	37
American Eagle.....	34
Standard Navy.....	37
Spear Head, 16 oz.....	42
Spear Head, 8 oz.....	44
Nobby Twist.....	48
Jolly Tar.....	38
Old Honesty.....	44
Toddy.....	34
J. T.....	33
Piper Heldick.....	63
Boot Jack.....	81
Jelly Cake.....	36
Plumb Bob.....	32
Honey Dip Twist.....	39

## Smoking

Hand Pressed.....	40
Ibex.....	28
Sweet Core.....	36
Flat Car.....	35
Great Navy.....	37
Warpath.....	27
Bamboo, 8 oz.....	29
Bamboo, 16 oz.....	27
I X L, 5 lb.....	27
I X L, 16 oz. palls.....	31
Honey Dew.....	37
Gold Block.....	37
Flagman.....	41
Chips.....	34
Klin Dried.....	22
Duke's Mixture.....	38
Duke's Cameo.....	40
Myrtle Navy.....	40
Yum Yum, 1 1/2 oz.....	40
Yum Yum, 1 lb. palls.....	38
Cream.....	37
Corn Cake, 2 1/2 oz.....	24
Corn Cake, 1 lb.....	22
Plow Boy, 1 1/2 oz.....	40
Plow Boy, 3 1/2 oz.....	39
Peerless, 3 1/2 oz.....	34
Peerless, 1 1/2 oz.....	36
Indicator, 2 1/2 oz.....	28
Indicator, 1 lb. palls.....	31
Col. Choice, 2 1/2 oz.....	21
Col. Choice, 8 oz.....	21

## TABLE SAUCES

<b>LEA &amp; PERRIN'S SAUCE</b>	
The Original and Genuine Worcestershire.	

Lea & Perrin's, large.....	3 75
Lea & Perrin's, small.....	2 50
Halford, large.....	3 75
Halford, small.....	2 25
Salad Dressing, large.....	4 55
Salad Dressing, small.....	2 75

## TWINE

Cotton, 3 ply.....	16
Cotton, 4 ply.....	16
Jute, 2 ply.....	12
Hemp, 6 ply.....	12
Flax, medium.....	20
Wool, 1 lb. balls.....	7 1/4

## 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

<b>Rub-No-More</b>	
Rub-No-More.....	3 50
Pearline.....	3 75
Scourine.....	3 50

## WICKING

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

## WOODENWARE

<b>Baskets</b>	
Bushels, wide band.....	85
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
<b>Butter Plates</b>	
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
<b>Egg Crates</b>	
Humpty Dumpty.....	2 25
No. 1, complete.....	30
No. 2, complete.....	25
<b>Clothes Pins</b>	
Round head, 5 gross box.....	45
Round head, cartons.....	62

## 13

## Mop Sticks

Trojan spring.....	90
Eclipse patent spring.....	85
No. 1 common.....	75
No. 2 patent brush holder.....	85
12 lb. cotton mop heads.....	1 25
Ideal No. 7.....	90

## Pails

2-hoop Standard.....	1 40
3-hoop Standard.....	1 60
2-wire, Cable.....	1 50
3-wire, Cable.....	1 70
Cedar, all red, brass bound.....	1 25
Paper, Eureka.....	2 25
Fibre.....	2 40

## Toothpicks

Hardwood.....	2 50
Softwood.....	2 75
Banquet.....	1 50
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 12-15-17.....	1 75
Assorted 15-17-19.....	2 50

## WRAPPING PAPER

Common Straw.....	1 1/4
Fiber Manila, white.....	3 1/4
Fiber Manila, colored.....	4 1/4
No. 1 Manila.....	3
Cream Manila.....	3
Butcher's Manila.....	2 3/4
Wax Butter, short count.....	13
Wax Butter, full count.....	2 1/2
Wax Butter, rolls.....	15

## YEAST CAKE

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

## FRESH FISH

White fish.....	Per lb.
Trout.....	32 10
Black Bass.....	10 11
Halibut.....	10 15
Claques or Herring.....	5
Bluefish.....	12
Live Lobster.....	20
Bolled Lobster.....	20
Cod.....	10
Haddock.....	7
No. 1 Pickerel.....	9
Pike.....	8
Perch.....	5
Smoked White.....	11
Red Snapper.....	5
Col River Salmon.....	13 14
Mackerel.....	15

## OYSTERS

Can Oysters.....	
F. H. Counts.....	40
F. S. D. Selects.....	34
Selects.....	27

## Bulk Oysters

Counts.....	1 75
Extra Selects.....	1 60
Selects.....	1 35
Standards.....	1 10

## HIDES AND PELTS

The Cappon & Bertsch Leather Co., 100 Canal Street, quotes as follows:	
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## Hides

Green No. 1.....	7 1/4
Green No. 2.....	6 1/4
Cured No. 1.....	8 3/4
Cured No. 2.....	7 1/4
Calfskins, green No. 1.....	9
Calfskins, green No. 2.....	7 1/4
Calfskins, cured No. 1.....	10
Calfskins, cured No. 2.....	8 1/4

## Pelts

Pelts, each.....	50 1 00
Lamb.....	30 60

## Tallow

No. 1.....	4 1/4
No. 2.....	3 1/4

## Wool

Washed, fine.....	20
Washed, medium.....	23
Unwashed, fine.....	15
Unwashed, medium.....	17

## CANDIES

<b>Stick Candy</b>	
Standard.....	bbls. palls
Standard H. H.....	7 1/4
Standard Twist.....	8
Cut Loaf.....	9
Jumbo, 32 lb.....	7 1/4
Extra H. H.....	10 1/4
Boston Cream.....	10
Beet R.....	8

## 14

## Mixed Candy

Grocers.....	8 1/4
Competition.....	7 1/4
Special.....	8 1/4
Conserve.....	8 1/4
Royal.....	9
Ribbon.....	8 1/4
Broken.....	8 1/4
Cut Loaf.....	9
English Rock.....	9
Kindergarten.....	9
Bon Ton Cream.....	9
French Cream.....	10
Dandy Fan.....	10
Hand Made Cream.....	14 1/4
mixed.....	13
Crystal Cream mix.....	13

## Fancy-In Pails

Champ. Crys. Gums.....	8 1/2
Pony Hearts.....	15
Fairy Cream Squares.....	12
Fudge Squares.....	12
Peanut Squares.....	11
Sugared Peanuts.....	12
Salted Peanuts.....	12
Starlight Kisses.....	10
San Blas Goodies.....	12
Lozenges, plain.....	9 1/4
Lozenges, printed.....	10
Choco. Drops.....	11 1/4
Eclipse Chocolates.....	13 1/4
Choc. Monumentals.....	14
Victoria Chocolate.....	15
Gum Drops.....	5 1/2
Moss Drops.....	9 1/4
Lemon Sours.....	9 1/2
Imperial.....	9 1/4
Ital. Cream Opera.....	12
Ital. Cream Bonbons.....	12
20 lb. palls.....	12
Molasses Chew, 15 lb. palls.....	13
Golden Waffles.....	12

## Fancy-In 5 lb. Boxes

Lemon Sours.....	2 55
Peppermint Drops.....	2 60
Chocolate Drops.....	2 65
H. M. Choc. Drops.....	2 85
H. M. Choc. Lt. and Dk. No. 12.....	2 1 00
Gum Drops.....	2 55
Licorice Drops.....	2 75
Lozenges, plain.....	2 55
Lozenges, printed.....	2 60
Imperial.....	2 60
Molasses Bar.....	2 55
Hand Made Creams.....	2 50
Cream Buttons, Pep. and Mint.....	2 85
String Rock.....	2 60
Wintergreen Berries.....	2 65

## Caramels

Clipper, 20 lb. palls.....	9
Standard, 20 lb. palls.....	10
Perfection, 20 lb. palls.....	12 1/4
Amazon, Choc Cov'd.....	15
Korker 2 for 1c pr bx.....	2 55
Big 3, 3 for 1c pr bx.....	2 55
Dukes, 2 for 1c pr bx.....	2 60
Favorite, 4 for 1c, bx.....	2 60
AA Cream Car's 3lb.....	2 50

## FRUITS

<b>Oranges</b>	
Florida Russett.....	2
Florida Bright.....	2
Fancy Navela.....	2 4 50
Extra Choice.....	2
Late Valencia.....	2
Seedlings.....	2
Medt. Sweets.....	3 50 2 4 00
Jamaicas.....	2
Rodl.....	2

## Lemons

Verdelli, ex fcy 300.....	2
Verdelli, fcy 300.....	4 25 2 1 50
Verdelli, ex chco 300.....	2
Verdelli, fcy 300.....	2
Malori Lemons, 300.....	4 00 2 4 50
Messinas 360s.....	3 50 2 4 00

## Bananas

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

## Foreign Dried Fruits

<b>Figs</b>	
California, Fancy.....	2
Cal. pkg. 10 lb. boxes.....	2 9
Extra Choice, Turk.....	2
10 lb. boxes.....	2
Fancy, Trk., 12 lb. boxes.....	2 14
Pulled, 6 lb. boxes.....	2
Naturals, in bags.....	2
<b>Dates</b>	
Fards in 10 lb. boxes.....	2
Fards in 60 lb. cases.....	5 5 1/4
Hallow.....	5 5 1/4
Sairs, 60 lb. cases.....	4 1/2 5

## NUTS

Almonds, Tarragona.....	2 16
Almonds, Ivica.....	2 16
Almonds, California, soft shelled.....	15 2 16
Brazils.....	15
Fruberts.....	13
Walnuts, Grenoble.....	14
Walnut, soft shelled.....	14
California No. 1.....	2 14
Table Nuts, fancy.....	2 13
Table Nuts, choice.....	2 10
Pecans, Med.....	2 12
Pecans, Ex. Large.....	2 13
Pecans, Jumbos.....	2 13
Hickory Nuts per bu.....	2 2 00
Ohio, new.....	2
Cocoanuts, full sacks.....	2 6 50
Chestnuts, per bu.....	2 6 50
<b>Peanuts</b>	
Fancy, H. P. Suns.....	5 1/2 40
Fancy, H. P. Suns.....	5 1/2 40
Roasted.....	6 1/2 7
Choice, H. P., Extras.....	6 1/2 7
Choice, H. P., Extras.....	6 1/2 7
Roasted.....	6 1/2 7
Span. Shld No. 1 in w.....	6 1/2 7

## 15

## STONEWARE

## Butters

1/2 gal. per doz.....	48
1 to 6 gal. per gal.....	6
8 gal. each.....	54
10 gal. each.....	65
12 gal. each.....	78
15 gal. meat-tubs, each.....	1 20
20 gal. meat-tubs, each.....	1 60
25 gal. meat-tubs, each.....	2 25
30 gal. meat-tubs, each.....	2 70

## Churns

2 to 6 gal., per gal.....	6 1/4
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, bail, per doz.....	85
1 gal. fireproof, bail, per doz.....	1 10

## Jugs

1/2 gal. per doz.....	60
1/4 gal. per doz.....	45
1 to 5 gal., per gal.....	7 1/4

## Sealing Wax

5 lbs. in package, per lb.....	2
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## LAMP BURNERS

No. 0 Sun.....	35
No. 1 Sun.....	36
No. 2 Sun.....	48
No. 3 Sun.....	85
Tubular.....	50
Nutmeg.....	50

## LAMP CHIMNEYS—Seconds

No. 0 Sun.....	1 38
No. 1 Sun.....	1 54
No. 2 Sun.....	2 24



## THE AUTOMOBILE PROBLEM.

## The Development of a Machine to Meet Conditions.

While the rapidity with which the new means of locomotion is making its way in all parts of the country is something wonderful, so that its manufacture is already numbered among the great industries of not only several European countries, but of our own as well, yet the difficulties in the way of meeting the requirements of general traffic under varying conditions are not yet removed. Taking into consideration that the production of a self-propelling machine presents vastly more complications than the making of a machine for its rider's propulsion like the bicycle, the growth of the horseless carriage has been far the more rapid. This is no doubt owing to the greater development of mechanical ability to apply to the problem both in the manufacture and in the subsequent operation of the machines.

But the automobile is still a problem. In its present stage it is of great effectiveness. Its adoption is as rapid as is made possible by the capacity of its factories. But it is destined to far greater simplicity of construction, greater freedom from derangement and more reasonable prices.

The greatest obstacle with which the automobile has to contend is the lack of practicable roads. While these are improving very rapidly in all parts of the country, the adoption of the machines is relatively still more rapid. On the paved streets of cities and the improved roads in their vicinity the present vehicles are fairly efficient, but when the rougher roads are undertaken troubles begin to multiply. The field of the automobile is rapidly widening by the increase in the mileage of improved highways. And this increase is marked by a wonderfully rapid progression.

Disappointment has been expressed by some that the liability to derangement has been so great, making the repair bills so high; but when all is considered this need not be accounted strange. One of the reasons for undue derangement of the earlier machines was the sending out of those built too light for the service required. Running these over rough places subjected them to strains which they were not prepared to resist. The owners of such vehicles are learning to keep them on reasonably good surfaces and to give the attention necessary for their keeping in order. In the meantime the builders are beginning to put out heavier and stronger construction when the service required is severe.

It was to be expected that difficulties of this kind would be encountered. In the first place, it is considerable of a requirement to keep either of the three types of engines in order. The popular increase of mechanical knowledge, although very large in recent years, has scarcely been able to furnish engineers enough for such needs. Naturally a large proportion of the machines have fallen into incompetent hands and these have scored rapidly in repair bills.

The mechanical difficulties to be contended with are very great. To keep the dead weight down to a reasonable figure the parts must be fairly light. Subjecting them to the vicissitudes of rough roads strains the parts and sets up undue friction. The lack of oil, or the addition of dust and grit when there is oil, soon causes cutting and before the trouble comes to the knowledge of the driver serious damage is done.

Then there is the difficulty in steam propelled machines of keeping the boiler properly filled and preventing its burning. With the present construction this is, undoubtedly carelessness, but it is a trouble which very frequently happens for all that. Lack of thorough and frequent oiling, allowing dust to get into unprotected parts—inexcusable neglect, yet constantly occurring. Of course, it will be suggested that a remedy will be found in properly educating the drivers; but all possible must be done in the way of stronger, simpler and better protected construction.

Already much heavier machines are being put out for any given service than has been the case heretofore. In some changes are being made in the way of putting the working parts in less exposed positions and in furnishing protection. But serious mechanical obstacles are met in these lines and the changes are being worked out slowly.

Perhaps the subtlest and most persistent enemy to contend with is dust. Impalpably fine, this is bound to get into any exposed bearings or friction surfaces, where it forms a cutting medium with the oil whose work is soon in evidence. Cities are trying to abate the dust, but it will, no doubt, be an element to contend with even then for many years. Some builders are enclosing the working parts, but in this there is found difficulty in that the operator is still less able to give his machine the proper attention.

The progress of the self-propelled carriage is wonderfully great; but the task is but just begun. The field yet to be exploited by the inventor is much greater than that he has already passed over. But those who have watched the evolution of the locomotive and other means for propulsion can have no doubt that the task will be carried to completion.

W. N. Fuller.

## How It Helps.

"You advertised," said the gullible one, "that you had discovered the key to success."

"True," admitted the fakir.

"Well, it didn't help me a little bit."

"The reason for that," answered the fakir pleasantly, "is that you have been buying the key instead of selling it. It has brought me success."

## Michigan Fire and Marine Insurance Co.

Organized 1881.  
Detroit, Michigan.Cash Capital, \$400,000. Net Surplus, \$200,000.  
Cash Assets, \$800,000.D. WHITNEY, JR., Pres.  
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F. H. WHITNEY, Secretary.  
M. W. O'BRIEN, Treas.  
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"SAVE TIME AND STAMPS"

**PEOUZE POSTAL SCALES**

THE HANDSOMEST AND BEST MADE

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

NATIONAL 4 LBS 5 OZ UNION 2 LBS 5 OZ 50

THEY SOON PAY FOR THEMSELVES IN STAMPS SAVED

PEOUZE SCALE & MFG. CO.

HARDWARE & STATIONERY DEALERS CHICAGO

## 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.	2 90
No. 32 short, per m.	5 00
No. 32 long, per m.	5 75

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

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

## Loaded Shells

## New Rival—For Shotguns

No.	Drs. of Powder	oz. of Shot	Size Shot	Gauge	Per 100
120	4	1 1/2	10	10	\$2 90
129	4	1 1/2	9	10	2 90
128	4	1 1/2	8	10	2 90
126	4	1 1/2	6	10	2 90
135	4 1/4	1 1/2	5	10	2 95
154	4 1/4	1 1/2	4	10	3 00
200	3	1	10	12	2 50
208	3	1	8	12	2 50
236	3 1/4	1 1/2	6	12	2 65
265	3 1/2	1 1/2	5	12	2 70
284	3 1/2	1 1/2	4	12	2 70

Discount 40 per cent.

## Paper Shells—Not Loaded

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

## Gunpowder

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

## Shot

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

## Augurs and Bits

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

## Axes

First Quality, S. B. Bronze.	6 00
First Quality, D. B. Bronze.	3 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
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## Butts, Cast

Cast Loose Pin, figured.	65
Wrought Narrow.	60

## Chain

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

## Crowbars

Cast Steel, per lb.	6
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## Chisels

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

## Elbows

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

## Expansive Bits

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

## Files—New List

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

## Galvanized Iron

Nos. 16 to 20; 22 and 24; 25 and 26; 27.	28
List 12 13 14 15 16.	17
Discount, 60	

## Gauges

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

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

## Hammers

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

## Hinges

Gate, Clark's 1, 2, 3.	60&10
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## Hollow Ware

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

## Horse Nails

Au Sable.	40&10
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## 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
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## Mattocks

Adze Eye.	\$17 00.	dis	65
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## Metals—Zinc

600 pound casks.		7 1/2
Per pound.		8

## Miscellaneous

Bird Cages.		40
Pumps, Clister.		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

Patent Planished Iron	
"A" Wood's patent planished, Nos. 24 to 27	12 50
"B" Wood's patent planished, Nos. 25 to 27	11 50
Broken packages ½c 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, 1/2 inch and larger.		10
Manilla.		14

## Sand Paper

List acct. 19, '86.	dis	50
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## Sash Weights

Solid Eyes, per ton.		25 00
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## Sheet Iron

	com. smooth.	com.
Nos. 10 to 14.		\$3 60
Nos. 15 to 17.		3 70
Nos. 18 to 21.		3 90
Nos. 22 to 24.	4 10	3 90
Nos. 25 to 26.	4 20	4 00
No. 27.	4 30	4 10
All Sheets No. 18 and lighter, over 30 inches wide, not less than 2-10 extra.		

## Shovels and Spades

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

## Soldier

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

## Squares

Steel and Iron.	60—10—5	
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## Tin—Melyn Grade

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

## Tin—Allaway Grade

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

## Boiler Size Tin Plate

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

## Traps

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

## Wire

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

## Wire Goods

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

## Wrenches

Baxter's Adjustable, Nickel.		30
Coe's Genuine.		30
Coe's Patent Agricultural, Wrought.		70



**The Boys Behind the Counter.**

Kalkaska—Miss Ruby Durham now looks after the book-keeping part of W. H. G. Phelps' grocery.

Saranac—James W. Thomas has removed to Grand Rapids to take a clerkship in the store of the Western Beef & Provision Co.

Lyons—Lewis Somers, who has been in the employ of Hatch & Baker for a year past, has taken a position with a hardware firm at Coopersville.

Eaton Rapids—George Lindsey has resigned his position as city teamster to take a position in Garrison's department store.

Lansing Republican: W. L. Ash has resigned his position with A. M. Donsereaux and will travel for a New York and Cleveland clothing house.

Ed. Mosher, feed, harness and implement dealer at Luther, has added a line of groceries. The Ball-Barnhart-Putman Co. furnished the stock.

Robert Rutkowski has opened a grocery store at Kingsley. The stock was furnished by the Ball-Barnhart-Putman Co.

## 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.**

**DRAY LINE FOR SALE CHEAP; GOOD** business; established twenty-five years; must retire on account of poor health. Charles Wells, Mendon, Mich. 138

**FOR SALE—MONEY MAKING STOCK OF** general merchandise, established business of \$1,500 per month in liveliest growing town in Michigan, at 25 per cent. discount from invoice if taken within thirty days. Correspond at once with Mac, care Michigan Tradesman. 136

**DRUG STOCK FOR SALE IN GOOD TOWN** of 120. Must be sold at once; full prices; only one other store; investigate. Address No. 135, care Michigan Tradesman. 135

**WANTED—TO SELL STOCK AND BUILD-** ing or stock of groceries, crockery and meats; best location in one of the most thriving cities in the Upper Peninsula; good reasons for selling; correspondence solicited. Address B. C. W., Box 43, Crystal Falls, Mich. 133

**FOR SALE—DRUG STOCK AT JONES,** Mich.; eight miles to nearest drug store; good reasons for selling. Address Box 58, Wakelee, Mich. 132

**CHOICE EMMET COUNTY STOCK FARM,** stock and farming tools to exchange for merchandise. Lock Box 280, Cedar Springs, Mich. 131

**FOR SALE—COUNTRY STORE DOING A** thriving business; best location in Central Michigan; cash receipts last year, \$10,000; good clean stock of general merchandise, invoicing about \$2,500; stock can be reduced to suit purchaser; large ice house, with good refrigerator, capacity 3,000 pounds; no competition; nearest store five miles; good chance for hustler; a good bargain if taken right away; reason for selling, other business. For further particulars address W. S. Hamilton, Colonville, Mich. 130

**FOR SALE—DRUG STOCK AND FIXTURES** inventorying about \$3,000; located in growing city of Kalamazoo; good reasons for selling; rent low; no cut prices; satisfactory terms to purchaser who can pay one-half down. Address No. 139, care Michigan Tradesman. 139

**GROCERY CLERK. POSITION WANTED** by an experienced grocery clerk. Can give the best of references as to ability, etc. Address Clerk, care Michigan Tradesman. 140

**FOR SALE CHEAP—20 OR MORE COLO-** nies of bees in good chaff hives. Albert Baxter, R. R. No. 3, Muskegon, Mich. 141

**WANTED—SECONDHAND GROCERY DE-** livery wagon. Must be in good repair. Address Lock Box 11, Shepherd, Mich. 125

**WANTED—UNDERTAKING AND FURNI-** ture business. Will pay spot cash. Address No. 124, care Michigan Tradesman. 124

**FOR SALE—A DESIRABLE DRUG STOCK** in a thriving town; no competition. Write for particulars. Postoffice Box 115, Silverwood, Mich. 121

**FOR SALE—STOCK OF GENERAL MER-** chandise (\$5,000) 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

**OUR SYSTEM REDUCES YOUR BOOK-** keeping 85 per cent. Send for catalogue. Eureka Cash & Credit Register Co., Scranton, Pa. 95

**FOR SALE—COMPLETE SET OF TIN-** ner's tools, all in good condition. Address Wm. Brumeler & Sons, 249-253 South Tonia 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

**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

**CHOICE 80 ACRE FARM FOR SALE OR** trade for merchandise. Address Box 33, Epsilon, Mich. 119

**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—BEST ESTABLISHED BA-** zaar, 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 MERCHAN-** dise 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. 90

**FINE OPENING FOR DRY GOODS BUSI-** ness. Now occupied by small stock, for sale cheap. Address No. 97, care Michigan Tradesman. 97

**FOR SALE—GOOD CLEAN STOCK OF GEN-** eral merchandise, invoicing \$2,500 to \$3,000. Situated in good farming district in Northern Indiana. Reason for selling, business interests elsewhere. Quick sale for cash. Address No. 93, care Michigan Tradesman. 93

**FOR SALE—CONFECTIONERY STOCK,** fixtures, utensils and all tools necessary for making candy; also soda fountain on contract, and all apparatus for the manufacture of ice cream; situated in thriving town of 3,000 inhabitants; the only store of its kind in the town. The owner, a first-class candy maker, will agree to teach the buyer for one month in the manufacture of candy. Reasons for selling, other business. Address No. 62, care Michigan Tradesman. 62

**I WILL SELL WHOLE OR ONE-HALF IN-** terest in my furniture business. The goods are all new and up-to-date; located in a town of 7,000; has been a furniture store for thirty years; only two furniture stores in the town. Address all correspondence to No. 63, care Michigan Tradesman. 63

**MERCHANTS DESIROUS OF CLOSING** out entire or part stock of shoes or wishing to dispose of whatever undesirable for cash or on commission correspond with Ries & Guettel, 125-128 Market St., Chicago, Ill. 6

**MISCELLANEOUS**

**WANTED—SALESMEN CALLING ON RE-** tailers to handle as a side line a new advertising novelty for grocers; quick, easy seller; liberal commission; exclusive territory. Ricaby & Smith, Benton Harbor, Mich. 137

**WANTED—REGISTERED PHARMACIST** to work in country store; state wages and references. Address X. Y., care Michigan Tradesman. 134

**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. Bockes, Central Lake, Mich. 126

# NEW CROP BEAUTIFUL COLOR

ALWAYS UNIFORM

## IMPORTED



TRADE MARK. REGISTERED.

# K O B E TABLE RICE

Orme & Sutton Rice Co.

46 River Street. CHICAGO.  
Phone Central 1409.

Branches: St Paul, St. Louis, New Orleans.



FOR SALE BY ALL JOBBERS