

# MICHIGAN TRADESMAN

Nineteenth Year

GRAND RAPIDS, WEDNESDAY, NOVEMBER 20, 1901.

Number 948

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## Tradesman Coupons

### IMPORTANT FEATURES.

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### GENERAL TRADE REVIEW.

It is coming to be necessary to draw upon the superlative to an unprecedented degree to give any adequate impression of the intensity and magnitude of trade activity all over the country. Speculative prices are now and again subjected to temporary bear influences, but as a whole reports of an increase of movement and demand beyond facilities hitherto sufficient are becoming the rule. Increasing production of raw materials, as pig iron, are not sufficient to prevent a rapid decrease of stocks on hand, and the lack of transportation facilities is a prominent feature.

Apparently the most salient influence in the speculative markets has been the outgo of gold to meet European demand. Five millions last week are followed by one shipment this week of seven millions, the largest ever made on one vessel. Stock values had quite a pronounced setback on Thursday, which was more than recovered before the end of the week, but this week sees a still greater downward movement. It seems to be forgotten that the reason the gold movement is so free is that the treasury holdings are far in excess of all records. We can spare any amount needed to meet English and German requirements without really affecting our own financial condition adversely. Indeed the knowledge of this fact has done much to restore the confidence which is necessary to prevent a pronounced stringency in Old World centers.

In view of foreign exchange conditions, the report of the country's foreign commerce for October is of particular interest. Total exports, although well under the record of the same month a year ago, were heavier than in October, 1899, or in any preceding October on record, amounting in value to \$14,564,458, as against \$106,986,864 in September. Compared with a year ago, the decrease was \$17,749,222, due in great part to the decrease in the value of cotton exports, breadstuffs and mineral oils, the chief factor being the backwardness of the cotton crop. Cotton is now going forward at a rapid rate, and about the only unfavorable factor of the

export movement is to be found in the shipments of corn, which are materially under the record of a year ago. Imports in October showed a substantial gain over September and over October, 1900, but the excess of exports, nevertheless, reached a total of \$64,228,601, as compared with an excess in 1900 of \$92,758,646, and \$53,734,289 in 1899. The decrease in the export movement appears large in comparison with last year's extraordinary record, but, compared with other years, current returns are record breakers.

The weekly output of pig iron November 1 was at the unprecedented rate of 320,824 tons, exceeding the previous record by 10,000 tons. Notwithstanding the increase of 40 per cent. in capacity of furnaces in blast compared with the production a year ago, furnace stocks on November 1, 1900, were 135 per cent. larger than now. No better indication of the enormous consumption could be wished. Although car shops have been turning out new rolling stock as rapidly as possible, transporting facilities prove hopelessly inadequate, despite the fact that the short corn crop has reduced weekly Western receipts by about 1,750,000 bushels, with curtailment of the movement to the coast for export still more striking. In the vicinity of Pittsburg the lack of cars is most serious, because fuel can not be moved from the Connellsville region, although production of coke has reached a new high record of 240,573 tons weekly. It is equally difficult to forward finished products to consumers, one railway official stating that if manufacturing were entirely suspended it would take three months to remove the goods now ready. Activity in textile manufactures shows no signs of diminution. More seasonable weather has helped the retail demand and supplementary orders to jobbers are numerous. Purchases of wool are unexpectedly heavy and prices of cotton are assuming a healthy parity with the manufacture. Boot and shoe movement is without abatement, but profits are suffering from the undue increase in the prices of leather.

When Sir Thomas Lipton got back to England, he was, of course, interviewed about other things in America besides the cup he left behind. He was asked if he thought Americans were going to become still more formidable competitors of the English in future. "I am sure of it," was the reply. "They get work ready whilst we are thinking about it, and they execute orders before we have finished drawing the plans. They have the best machinery it is possible to invent, and they pay wages high enough to attract the best workmen. Then in their methods of doing trade they beat us in neutral markets. We try to make people buy what we want to sell them. The Americans, on the other hand, are ready to sell what other people want to buy. They are taking away a lot of our trade, and they will take away more in the future."

It's hard for a man to keep still, but for a woman it's simply impossible.

### EUROPEAN JEALOUSY.

Students of international politics can not escape the consideration of the problem that is presented by the strong anti-American feeling that exists in Europe.

Americans have paid too little attention to it. It is so strong and has existed for so long that it is bound to be pregnant with events in the future. Indeed, the new provisional tariff bill in Germany shows that the anti-American feeling, wherever possible, will be translated into action.

The anti-American feeling was first put into unmistakable words in 1897 by Count Goluchowski, the Austro-Hungarian foreign minister. In his speech to the parliamentary delegations Count Goluchowski stated that the very existence of the European peoples would depend upon their fighting shoulder to shoulder against transatlantic competition.

Tariff wars, retaliatory trade measures of all sorts, a Pan-European combine, have been widely discussed in Europe. However impossible such plans, the eagerness with which they have been considered shows unmistakably which way the wind is blowing. Not until the Spanish-American war, when, but for the attitude of England, Europe would have jumped in the fight against us, did we Americans begin to realize the extent of the bitterness of feeling of the European nations toward us.

This ill feeling, caused originally by our successful commercial competition with them, increased by our defeat of Spain in 1898, was still further aggravated by our attitude in China in 1900. But for the position taken by the United States, which with England and Japan was a combination that no European nation or coalition of European nations cared to face, China would have been partitioned.

Then there is the standing provocation which galls the nations of Europe continually, the Monroe doctrine. South America is such a tempting field for conquest. The constant European immigration to South America, particularly to Brazil and Argentina, makes, according to European notions, the conquest of South America a duty.

The European feeling, according to the European version of it, is due to the American policy to undersell them in their own home markets and to keep them from finding an outlet abroad in the richest markets of the future, South America and China. According to European ideas, foreign trade is only profitable when with a colony. We out-trade them at home, and, by cutting them off from colonies, we prevent their trading abroad. This is the sum of the European grievance against America.

Of course, our answer to the complaint is that they must learn to trade with foreign nations as we do, without demanding the monopoly that follows from conquest; and, as to their home markets, if we can undersell them there, we have the right to, for that is legitimate business.

## MODERN AJAX.

Unique Experience of an Enterprising Canadian Drummer.  
Written for The Tradesman.

The Canadian fraternity of drummers are not one whit behind their brethren in other lands in their ability to "git there Eli" when occasion demands it. They are made of the same kind of stuff, and their chances for eternity are just as good. The Canadian retailer may be a little slower-gaited than those across the border, but the Canadian drummer rides in nobody's dust and is never found at the second table sipping cold coffee with a tin teaspoon.

The modern Job is a Canadian drummer; and now a modern Ajax has been discovered, and he, also, is a Canadian drummer. He travels for a Toronto grocery house and carries a hand grip, whereas Job hustles for a dry goods and men's furnishing establishment and is encumbered with 1,300 pounds of baggage. Every time the iron horse brings Ajax to our town he takes a whirl up the lake shore to do up five or six country dealers located in as many different places lying back from the railroad. Ajax is very fond of good horses, and he always pre-engages his favorite team for the drive. He is also fond of handling the reins, and it is only when pressed for time that he takes a driver with him. One morning last summer Ajax came into town on a local freight train before breakfast. He was a full day and a half behind schedule time and he was determined to make it up before the end of the week. He ran over his town trade first, so that there might be nothing to do after his return from the country but to catch his train in the evening. It was a thirty-six mile drive, including six stops, and he had frequently made it with a driver in a half-day, starting after dinner and returning in time for supper. The driver who accompanied him on this occasion was a man in the prime of life, strong and vigorous, and when he picked up the reins and cracked his whip as he drove off with the drummer, his chances for a long life of usefulness were as good as those of any man in the town; but when that unfortunate driver returned to town, he was a pitiable wreck, with a befuddled mind and a shattered nervous system. Such is life—but the drummer, oh, where was he? Wait until you hear the story.

All went well until the shades of evening began to gather and then it became evident that a thunder storm was brewing. They were detained at one place nearly an hour waiting for the proprietor to come in from his farm, and every minute of the remaining time was needed to catch the train. The last stop had been made and they had a clear eight-mile spin to make over a smooth road.

The storm came on and it grew dark as Egypt. The lightning flashed, the thunder bellowed and the rain came down in torrents. The wind blew out the side curtains and the hail pelted the roadsters into a mad frenzy. Sometimes they were in the ditch and sometimes they were on the turnpike, but the lines were safe and the driver had muscular arms and the team was kept from running away. The storm was increasing in violence when, in the twinkling of an eye, there came a mighty crash and for one infinitesimal point of time all seemed enveloped in a sulphurous sheet of flame.

Shortly after the storm passed over the driver came to his senses—at least, all he had left, and that was not much. One of the horses lay dead where he had fallen beside the buggy pole and the harness of the other lay on the opposite side of the pole, but no remains of the horse, the drummer or his grip were in sight. This terrible fact, as it flashed itself on the brain of the poor fellow, may have had as much to do in disturbing his mental equilibrium as the electric shock itself. Be this as it may, the poor fellow sat in the buggy with the reins in his hands, in a dazed condition, until, some two hours later, he was taken to his home. But where was the drummer when this was being done? Oh, yes, I forgot him. Why, he was in his next town, down the line about thirty miles, writing the following telegram, which he immediately dispatched to the livery stable proprietor:

When lightning struck us pulled out watch—saw by light of flash had only fifteen minutes catch train—stripped live horse—strapped grip on back—rode horse—caught train on move—let horse go—guess driver killed—send bill.

Eli Ajax.

If Michigan has a Knight of the Grip who can out-hustle Eli Ajax, the boys over here would like to hear from him.

E. A. Owen.

Vittoria, Ont.

## Good Words Unsolicited.

E. A. Phillis, wholesale and retail grocer, Anacortes, Wash.: I have been without the Tradesman as long as I can. Please find \$1 enclosed for one year. We have some good papers here, but none to take the place of the Tradesman.

Phin Smith, dry goods, Hastings: I have got to have the Tradesman.

D. S. Armstrong, general dealer, Elmer: Enclosed find a dollar for Tradesman. "He's all right." Send him along.

J. L. Osborn, glassware and tinware, Oscoda: Please find enclosed the small sum of one dollar for your valuable paper. I like it.

L. J. Law, men's outfitter, Cadillac: Enclosed find money order for \$1 to pay for renewal of my subscription to the Tradesman. I do not always have time to read each number, but when I do not I feel that it is my loss, for each number that I do read pays me in full for the year's subscription price.

D. C. Oakes, Cashier National Bank, Grand Haven: Please send your Tradesman to me regularly to Grand Haven. I enclose \$2. Please credit same. Your patrons are receiving more than their money's worth.

## To Secure the Repeal of the Tax on Tea.

New York, Nov. 16—The Tea Duty Repeal Association has just issued an appeal to the wholesale grocers, jobbers and importers of the United States, urging them to co-operate in a movement to secure, if possible, the repeal of the war revenue tax on tea. In part this appeal says:

"The Tea Duty Repeal Association has been formed for the purpose of giving organized expression to the strong sentiment throughout the United States in favor of the repeal of the tax of 10 cents a pound on tea. The tax was imposed as a Spanish-American war measure, so that there is absolutely no reason for the continuance of this onerous and grossly unjust burden. It is a matter of common knowledge that the tax, which amounts from 70 to 80 per cent. on the average, has proven unreasonably burdensome to merchant and consumer alike."

## It Was in Use.

Mamma (at the breakfast table)—You always ought to use your napkin, Georgie.

Georgie—I am usin' it, mamma; I've got the dog tied to the leg of the table with it.

Some Reasons Why the Life Limit Has Been Lengthened.  
Written for the Tradesman.

While due credit should be given to the physician and to the surgeon for the remarkable advancement made in the prevention and the cure of disease, the chemist and the druggist have not been pawns upon the medical chess board in the game of life. They do not indeed diagnose and prescribe, but they do stand upon the borderland of physical ailment and in the minor ills that human flesh is heir to they do often give warning of coming trouble and so avert the threatened illness. The druggist on the corner has more than once been appealed to to give the customer something to drive away "this cold." The pain in the back and the stitch in the side he cures. The toothache is driven away by his "instantaneous relief;" the agonizing results of the tight-shoe foolishness fall within his province and he can, if he so desires, with the whole neighborhood of grateful mothers to testify to it, affirm that he has saved the life of every child there several times over. With this fact firmly established it may be pleasing for the druggist and his patients to compare the remedies that have been pronounced successful in the olden time with those that are now depended upon for securing equally good results.

Now that we know better it is amusing to be informed that "the sun and moon shed unwholesome influences from above; the earth exhales poisonous damps from below; the air itself is replete with the shafts of death; yea, the food we eat daily saps the foundations of life;" but it will be a surprise that they of the old days were urged, when simples failed and a doctor was necessary, to apply to "a physician who fears God;" and even when the sufferer is taking his own case in hand, in addition to the remedies he is using he "must not forget that old-fashioned medicine—prayer and faith in God."

Before the days of quinine ague meant more than it does now and the suffering patient, after being told that "nothing tends more to prolong the disease than an indulgence in a lazy, indolent disposition," was directed to take his choice between applying to the stomach "a large onion, split," or, having "six middling pills of cobwebs, take one before the cold fit, two a little before the next, the other three, if need be, before the other fit."

St. Anthony's fire, the disease known as erysipelas, was treated thus: "Put a gallon of water (cold) on a quart of Norway tar, stir them together with a flat stick for five minutes. After it has stood three days pour the water off clear, bottle, cork. For St. Anthony's fire take a wine glassful every hour."

Should the druggist to-day find that his hair restoratives are not producing promised results, he may find this old recipe of service: "Rub the part night and morning with a raw onion until red; rub afterwards with honey." It is to be inferred that the strength of the onion will be sufficient to keep the flies off, or that part of the direction limiting the treatment to cold weather may have been forgotten.

The disciples of cold water treatment have every reason to feel strengthened in their faith, for "Miss Bates, of Leicestershire, bathed daily, using the cold water bath for a month, and drinking only water. This cured her of cancer of the breast, a consumption and sciatic rheumatism." There was no danger of

a "complication of diseases" carrying that woman off!

In these days of degenerate eyesight when every man, woman and child is disfigured with spectacles it may be well to know that "for dull sight" there is nothing better for the removal of the difficulty than to "drop in two or three drops of the juice of rotten apples often."

Consumption, that old enemy of mankind that baffles all skill to-day as in the old time he baffled all ignorance, had little to contend with; these few remedies taken from a long list were relied on to effect a cure. The first treatment is presented because it was followed by a cure, a statement that can be accepted on no other ground than that the writer thereof lied: "Mr. Mathers, of Evesham, was so far gone that he could not stand alone. Dr. Dover advised him to lose six ounces of blood daily for a fortnight—if he lived that long—and then every other day, then every third day, and so on. In three months he was well." This second treatment needs faith, but it has a recorded success to commend it: "Take no food but new buttermilk churned in a bottle and white bread. On every morning cut up a little turf of fresh earth, and lying down, breathe into the hole for a quarter of an hour. I have known a deep consumption cured in this way."

For plain every night stomach ache relief will be found in holding a live puppy on the breast; or in case that domestic animal is not obtainable "take ounce by ounce, a pound or a pound and a half of quicksilver." For a stitch in the side apply treacle on toast (hot); and if the Tradesman has any readers who desire to fight against the ravages of old age they will find it to their advantage to "take tar and water night and morning, or a decoction of nettles; either of these will renew the youthful strength for some years. Or chew cinnamon daily;"—all of which will be sure to occasion great wonder from the fact that they have been written down in good faith by the Rev. John Wesley.

We wonder at these things now at a distance of a hundred and fifty years and yet as strange practices are met with nowadays. Only yesterday the statement was made in good faith that a person who would bite a black snake from head to tail would always after have sound, white teeth! Warts can be gotten rid of by rubbing them with beans, a bean for each wart, and then throwing the beans away. One snake story leads invariably to another and before a complete "swap" had been made it was declared and affirmed that while whisky is undoubtedly the best antidote a chicken seized and halved and bound upon the bite of a rattler is a "sure cure," the general opinion leaning strongly, however, upon substitution of some part of the biter's body to the wound it has inflicted. There are other instances; but they all show that as men learn to read and to think the wanton waste of life gives place to reason and skill comes in to carry out what trained intelligence dictates. Under such a regime the hundred year limit may be considered as the end of life.

R. M. Streeter.

## Entirely Unsophisticated.

Jack—That little girl I'm in love with now is a perfect little wild flower, fresh as a daisy. Why, she's never even been waltzed with.

George—Well! well!

Jack—That's true. Never been anything but engaged a few times.

Grocers should remember that Royal Baking Powder is never peddled. Consumers are supplied only through retail dealers.

It is the honest advertising which the Royal Baking Powder Company does that aids and protects grocers more than they sometimes remember. It trains the housewife to buy standard goods at reliable stores and to not patronize peddlers. Peddlers are the bane of honest grocers.

Grocers should keep a full, live stock of Royal Baking Powder, remembering that every sale of it is a blow at the peddler and a strike for honest dealing in high-class goods.

## Around the State

### Movements of Merchants.

Leutz—Jos. Doan has sold his general merchandise stock to Chas. F. Gibbs.

North Morenci—W. B. Graham, implement dealer, has removed to Morenci.

Williamston—Leasia & Headley succeeded James N. Leasia in the drug business.

Tekonsha—J. A. Dorris is closing out his hardware stock and will retire from trade.

Braidwood—Austin Wentworth has purchased the general stock of Gilbert Smith.

Port Huron—The Aikman Bakery Co. has doubled its capital stock from \$15,000.

Edmore—The Edmore Mercantile Co. has added a line of furniture to its general stock.

Laingsburg—H. Ridsdale, grocer, has taken a partner. The new style is Ridsdale & Childs.

Saginaw—Bailey & Hall, grocers, have dissolved partnership, R. H. Bailey succeeding.

Lapeer—R. D. Voit succeeds Mrs. Sarah J. Haddrill in the lumber, lime and grocery business.

Hopkins Station—Sessions & Bittenbender, meat dealers, have sold out to DeVries & VanDebunte.

Greenland—Geo. W. Clancy has purchased the general merchandise stock of Margaret (Mrs. J. T.) Bond.

Iron River—The Morrison Mercantile Co. has filed articles of incorporation with a capital stock of \$18,000.

Marshall—G. J. Eperle has purchased the Star bakery of M. H. Starr, who will retire from active business.

Kalamazoo—Smith Bros. is the style of the new firm which succeeds James G. Smith in the grocery business.

Bellaire—W. F. Hobbs, formerly manager of the Mathewson Furniture Co., has engaged in the bazaar business here.

Mt. Clemens—Stephen O. Ecker has purchased the interest of his partner in the confectionery firm of Ecker & McConnell.

Saginaw—W. H. Dahlke & Co. is the style of the new firm organized to succeed Wm. H. Dahlke in the grocery business.

South Haven—The grocery firm of McElroy Bros. has dissolved partnership. O. E. McElroy will continue the business.

Detroit—Wm. H. Burke and W. H. Burke & Co. have merged their drug stocks under the style of the Central Drug Co.

Manistee—L. N. Roussin has sold his grocery stock to E. A. Gardner. The meat business will be continued at the old stand.

Hudson—The business men of this place have adopted the custom of closing their stores when a funeral procession passes through the streets.

Mancelona—Jerry Hoffman has re-engaged in the meat business. He has purchased the Williams building, which he has fitted up in first-class shape.

Hudson—Geo. A. Chapman and Clarence B. Owen have undertaken the exploitation of a new gasoline lamp under the style of the Hudson Vapor Lamp Co.

Alpena—Rogers Bros., of New York City, have completed their pea and bean seed elevator at this place and will begin operations next week. The plant is equipped with the latest machinery, including fifty picking machines.

Bellevue—I. Farlin & Co., meat dealers of Olivet, have purchased the meat market formerly owned by H. Maatsch, and will place same in charge of Bert Davidson.

Vermontville—Clyde J. Ayers, formerly with Emery Bros., of Charlotte, has purchased C. E. Smith's drug stock and will continue the business at the same location.

Corunna—D. R. Salisbury, retail boot and shoe dealer here and at Owosso, has engaged in the manufacture of gloves at both places and has employed a large force of women.

Breedsville—B. J. Robertson, proprietor of the Big White general store, has sold his stock to Shumway & Jensen, of Marshfield, Wis., who will continue the business at the same location.

Cheboygan—M. B. Harner, of Petoskey, agent for the W. W. Kimball Co., of Chicago, has leased the store building formerly occupied by Sinclair & Mathews, and has opened an exclusive piano and organ store.

Detroit—With the advancement of Henry Blackwell to a partnership, the Detroit dry goods firm of Partridge & Walsh has ceased to exist and in its place is the new firm of Partridge & Blackwell. Mr. Blackwell was manager of the store at the corner of Woodward avenue and Congress street for three years.

Stanton—John W. S. Pierson celebrates the silver anniversary of his business career Nov. 21, having recently issued a neat pamphlet chronicling the changes which have occurred from Nov. 21, 1876, to the present time. The pamphlet is illustrated with woodcuts and halftones of the various buildings the firm has erected and occupied as the business grew and expanded, and also contains an excellent halftone of the burned district of fire of 1880, when the John W. S. Pierson hardware establishment, together with the entire block on the north side of Main street between Court and Camburn streets, was destroyed. Mr. Pierson and his associates are to be congratulated on the completion of a quarter century of successful business life.

### Manufacturing Matters.

Parma—A. Knowles has broken ground for the erection of a feed mill.

Battle Creek—Ground has been broken for the new plant of the Battle Creek Oil & Varnish Co.

Kalamazoo—The Kalamazoo Pure Food Co. has increased its capital stock from \$18,000 to \$22,000.

Manistee—The Manistee Flouring Mill Co. has completed its plant and the first barrel of flour made at this place was turned out last week.

Fergus—The Estey Manufacturing Co., of Owosso, has foreclosed its chattel mortgage on the Hilderbrant Lumber Co.'s mill at this place and sold all the machinery, horses, trucks, etc., at auction. Everything went very low.

Holly—F. J. Barrett and other business men of this place are contemplating the formation of a company, capitalized at \$50,000, to engage in the wagon manufacturing business. It is expected that the new concern will employ 100 men.

Ovid—The Ovid Carriage Co.'s present accommodations are not large enough to supply the increase of business, and the building occupied is unsafe because the heavy machinery has caused it to settle. The concern is looking for a new location.

Plainwell—Fred D. Havens has severed his connection with the Michigan

Suspender Co., having accepted a position with the T. G. Riordan Manufacturing Co., of Chicago. He will take the management of the manufacturing department, which makes suspenders, belts and novelties in that line. The Michigan Suspender Co. will be continued under the management of S. D. Wilkes.

Saginaw—The Ayers Gasoline Engine & Automobile Co. has filed articles of incorporation, with about thirty stockholders. The officers are: W. F. Ayers, President; G. W. Morley, Vice-President; H. Pistorius, Secretary; H. Goeschel, Treasurer. The company will at once erect an addition to its factory building and expects to begin the manufacture of automobiles during the present winter.

Manistee—Local business men have subscribed the stock necessary to induce the Flowerfield Grain Cradle Co. to move here from Marcellus. The Development Co. took the matter in hand and succeeded in securing \$12,500 in stock subscriptions. The company manufactures farm tools, making a specialty of grain cradles. The factory will employ about fifty men, the majority of whom will be skilled mechanics.

Saginaw—W. B. Mershon & Co. have filed amended articles of association, reducing their capital stock from \$250,000 to \$50,000, changing the headquarters from Saginaw to Carrollton, and changing the business from handling lumber to manufacturing and selling implements and operating a machine shop. The extensive lumbering business of the firm was some time since merged with the syndicate known as Mershon, Schuette, Parker & Co.

Bay City—The Pitts & Co. sawmill premises were purchased last week by the Michigan Central Railroad Co. The firm retains the sawmill, which will very likely be sold to parties who desire to remove it to Canada. This is one of the oldest mill plants on the Saginaw River. The mill has probably manufactured 800,000,000 feet of lumber since it went into commission in 1862. From 1880 to 1890 inclusive the output of the mill was 246,500,000 feet of lumber. It has not been operated this year.

Pontiac—The Cannon Metal Wheel Co., Limited, has been organized with a capital stock of \$300,000. A factory building, 80x200 feet in dimensions,

will be erected this fall and winter, during which time the company will have temporary quarters with the Martin Halfpenny Vehicle Co. The concern will manufacture metal wheels and will employ 300 men when running at full capacity, turning out from 300,000 to 500,000 wheels annually. Wheels used in the manufacture of farm implements will be made, as well as vehicle wheels.

Port Huron—Negotiations have been closed which will bring the Detroit Motor Works from Detroit to this city, the industry to be located on the Factory Land Co.'s site. The new concern will occupy part of a factory building to be constructed on Conners street, near Twenty-sixth. The removal will take place in a few days and the company will be reorganized under the name of the Hardy Motor Works. The new industry was secured through the efforts of the promoters of the Factory Land Co. Negotiations are pending for the establishment of several other manufacturing concerns on the company's site.

### The Boys Behind the Counter.

Croswell—Arthur Taylor, of Detroit, is the new salesman in Sherk & Southworth's store. Mr. Taylor will have charge of the grocery department.

Ithaca—E. L. Frasier, of Grand Rapids, is the new clerk at Sam Kirchner's. Mr. Frasier will soon remove his family here.

Aima—Joseph Vandervest has resigned his position as manager of the boot and shoe department at Hayt & Pierce Co.'s department store and gone to Cadillac, where he has a position in Rice & Cassler's exclusive boot and shoe store. Wm. Hawley, formerly with Seitner Bros., at St. Louis, takes his place at Hayt & Pierce Co.'s.

Cadillac—Albert Rupers, formerly meat cutter in C. E. Pulver's market, has taken a similar position in L. B. Bellaire's new meat department.

Traverse City—A. F. Stute, of Detroit, has taken a position in the dry goods department of the Boston Store.

Alma—C. W. Booth has resigned his position in the shoe department at Vermeulen's department store and has moved to Detroit, where he has a position with the Puritan Shoe Co.

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

## SEED POTATOES WANTED

Wire us what kinds you have for sale and quote prices.

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

## WROUGHT IRON PIPE

We have a large stock of 1/8 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.



"HIS MASTER'S VOICE"

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

## Grand Rapids Gossip

### The Grocery Market.

**Sugars**—The raw sugar market is quiet, with a somewhat weaker tendency, 96 deg. test centrifugals being quoted at 3 11-16@3¼c, but with very few sales reported. The slow demand for refined sugar, caused by the irregularity of prices, is a depressing factor in the market for raws. Refiners were not in the market, nor is it expected they will resume operations in the near future. They have abundant supplies of raws on hand and are reluctant to buy because of the continued slow demand for refined sugar. It is the general belief that refiners are doing their utmost to put down the prices of raw sugars. Holders, however, remain confident and no sugars were pressed for sale. The world's visible supply of raw sugar is 1,600,000 tons, against 1,200,000 tons at this time last year. The refined sugar market is rather demoralized. List prices on hard sugar have been reduced 10 points and there is very little business doing. Buyers have lost confidence in the future market and confine their purchases to such lots as are needed to fill current wants. There is, however, a good, steady demand for Michigan beet granulated, which is giving excellent satisfaction this year.

**Canned Goods**—Trade in canned goods continues good, with the market steady in tone. Not only are tomatoes active, but all other lines are almost equally so. During November and December of 1900 there was an unusually active demand for all kinds of canned goods, but the previous months, unlike those of 1901, were quiet. This year the months of August, September and October were phenomenal ones in the buying of canned goods and left the market with such light stocks on hand that there is very little probability of any depression during the next six months at least. Tomatoes continue strong, but prices show considerable irregularity, as here and there a holder may be found who bought tomatoes at low prices several months back who is willing to take a profit by letting goods go slightly under the market, but such cases are not numerous. The high prices for 3 pound cans have quite naturally turned the attention of the retail trade more to 2 pounds and the consumptive demand for this size tin is showing an increase. This, in turn, has led to a little more interest on the part of the large dealers and there is a fair enquiry for good quality 2 pounds. The corn market is in good shape and considerable business has been reported during the week. We do not look for any immediate change in the corn market unless something entirely unexpected develops. There was a fair pack, but there is not an over-abundance of stock. Peas are firm and quite active. This is a little unusual at this time of the year, but buyers are beginning to realize that the best grades of peas are very scarce. The country's supply of peas is declared to be very light for this time of the year. According to a recent estimate there are not outside of the States on the Atlantic seaboard much over 150,000 cases of peas of all grades in the United States. There is a very good demand for gallon apples at full prices. The same applies to almost all grades of peaches, for which there has been a very good demand during the past two or three weeks. Pumpkin is scarce but rather quiet. Pineapples are slow and unchanged. String beans are very quiet, also limas.

There is quite a good demand for baked beans, especially for the cheaper grades. Domestic sardines are dull and easy, with some cutting of prices on oils. Salmon is very dull and easy.

**Dried Fruits**—The dried fruit trade is considerably better this week, and buying for the Thanksgiving season is now beginning. With continued steady cold weather business will greatly improve and the next week or so will probably show a very good trade in the dried fruit line. The demand for prunes was active all the week past and supplies were not heavy at any time. The small sizes, however, are just now in a little better supply and are meeting with a good demand. Loose muscatel raisins are in only moderate demand and the market shows a slightly easier tone. All the trade seem to have large supplies of loose muscatel raisins, and they are not moving out very rapidly, the seeded raisins in packages seeming to take their place to a great extent. The demand for the goods in this shape is very active. Peaches and apricots are quiet and in light demand. On account of the heavy supplies, dates are somewhat lower, prices showing a decline of ¼@¾c. Figs have also developed a stronger tone and the better grades were higher and in good demand. The evaporated apple market is very firm, prices having advanced ⅛@¼c per pound. Stocks are very light indeed and demand is very good.

**Rice**—The rice trade is rather quiet and most orders are limited to small lots to meet immediate requirements. The trade seems to be holding off in the anticipation of lower prices as the season advances and the crop movement enlarges. Advices from the South are strong and reports from New Orleans are to the effect that the export demand from Puerto Rico continues to be a lively factor in the situation. Recent advices from Puerto Rico indicate that the demand will far exceed that of last year and it is probable that it will be the heaviest ever experienced. If the demand should be as large as expected, it will have a marked effect on prices for domestic.

**Tea**—The tea market is very firm, with some grades of green teas showing an advance of ¼@½c per pound. There is a very good enquiry for the low grades of green teas, as well as for some grades of black. Holders are very confident of the future market and refuse to make any concessions. Offerings are rather light, owing to the small supply.

**Molasses and Syrups**—The molasses market is very firm, with moderate demand. There is very little speculative buying, as the trade generally is still holding off, in hopes of lower prices as the season advances, so most orders are for immediate requirements. There is, however, a very good demand for molasses in cans. Advices from New Orleans report small supplies of new crop and firm prices asked, with offerings light and readily absorbed. Receipts of new crop molasses to date at New Orleans amount to 3,000 barrels, against 20,000 barrels at the same time last year. The delayed movement is caused by striking coopers and river boatmen. Corn syrup is easy and prices show a decline of ½c per gallon and 3c per case.

**Nuts**—Nuts of all kinds are very active. Supplies of French and Grenoble walnuts are very light, but prices are unchanged. Almonds of all kinds are very active and in light supply. The new Texas pecans have just begun to

come in and are selling very well at good prices. The market on these goods is very firm, with an advancing tendency. Large quantities of these nuts have been sold, and it is stated that almost the entire crop is already disposed of. Brazil nuts are very scarce and prices have advanced. The market is very firm at the advance and everything points to still higher prices. Peanuts are in good demand at unchanged prices.

### The Produce Market.

**Apples**—The apple market is stronger, but rather quiet. Most of the receipts have gone into cold storage and there is little more to come. Fancy fruit is held higher than the views of most buyers and the stock that meets these views is not as good as they think they should have. The output of apples is smaller than a year ago. There is no doubt but that apples are wanted, and it is only the price which stands in the way of sales. Good stock is running from \$4@4.50 per bbl. for Spys and Baldwins and \$3.75@4 for other varieties.

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

**Beans**—Local dealers pay \$1.25@1.50 for country picked and screened, holding city picked at \$1.75@1.80.

**Beets**—\$1.25 per bbl.

**Butter**—Factory creamery has advanced to 25c for fancy, 24c for choice and 22c for cold storage. Dairy grades are also stronger and higher, fancy commanding 17@19c. Choice fetch 15@17c. Packing stock goes at 12@13c.

**Cabbage**—\$2 per crate of four dozen.

**Carrots**—\$1.25 per bbl.

**Cauliflower**—\$1@1.25 per doz.

**Celery**—15c per doz.

**Cranberries**—Jerseys command \$7.25@7.50 per bbl. Cape Cods range about 50c per bbl. higher. Waltons, \$3.25 per crate for fancies.

**Dates**—4¼@5c per lb.

**Eggs**—The market has climbed upward with unwonted rapidity. Dealers pay 19@22c for strictly fresh stock, loss off. Receipts at first hands have dropped off to that extent that some country shippers are unable to obtain stock in sufficient quantities to justify shipments.

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

**Game**—Dealers pay \$1@1.20 for rabbits.

**Grapes**—\$5@6 per keg of 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 \$1.75 for 360s. Maioris command \$5 for 300s. Californias, \$3.50@3.75 for either size.

**Lettuce**—12½c per lb. for bothhouse.

**Maple Syrup**—\$1 per gal. for fancy.

**Onions**—The market continues to strengthen, due to the enormous demand for stock from the South and Southwest. Yellow Danvers fetch \$1.05@1.10 and Red Globes command \$1@1.05.

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

**Parsley**—20c per doz.

**Potatoes**—The activity is ahead of anything ever witnessed at this season of the year and many a Northern Michigan potato grower suddenly finds himself in possession of more money than he ever saw before. Country buyers are paying 65@75c per bu. and assert that only one thing mars their happiness—the scarcity of cars in which to make shipments.

**Poultry**—The market is without particular change. Dressed hens fetch 7@8c, spring chickens command 8@9c, turkey hens fetch 10@11c, gobblers command 8@10c, ducks fetch 10@11c and geese 9@10c. Live pigeons are in moderate demand at 60@75c and squabs at \$1.50.

**Sweet Potatoes**—Virginias have advanced to \$2.25. Baltimores command \$2 and genuine Jerseys \$3@3.25 per bbl.

**Winter Squash**—Hubbard fetches 2c per lb.

### The Grain Market.

Wheat has not resumed that buoyancy that was expected. While exports have been heavy as usual, the receipts in the Northwest have been equally large and, with private elevators, especially from Manitoba, being made regular, the visible showed an increase of 3,718,000 bushels, but this does not mean much, as the wheat was on hand, so there is not much importance attached to it, and the feeding of wheat to animals goes on just the same, as farmers claim it is cheaper to buy wheat than to buy corn in the corn belt, where the shortage was more than was estimated in the fore part of the season. The exporting countries are still looking to the United States for their supplies. We have no reason here to feel bearish on account of the visible increase, especially as our visible is still 17,000,000 bushels less than at the corresponding time last year. At present the growing winter wheat in our State is in good condition. We hear no complaints of the Hessian fly in this locality.

Corn has also called a halt in the advance and many dealers expect to see much higher prices than are ruling at present. The glucose factories are shut down because they could not procure enough to supply their wants. Farmers are holding onto their corn awaiting further developments.

Oats are higher and are rather strong, as the demand exceeds the supply, and later on the short crop will be felt more forcibly still.

Rye is very strong and exporters, as well as distillers, are in the market. It looks as though pinnacle prices had not been reached.

Beans rule about the same. Many farmers are sold out and those that have any are not in a hurry to part with what they have.

Flour remains very steady at full prices and will remain at prevailing quotations for the present, as flour today is the cheapest article for food. We think the price will be advanced later on.

Mill feed is as strong as ever and we look for an advance in the near future.

Receipts of grain have been nominal, being as follows: wheat, 54 cars; corn, 11 cars; oats, 15 cars; rye, 1 car; flour, 3 cars; beans, 3 cars; hay, 3 cars; straw, 1 car; potatoes, 30 cars.

Millers have advanced the price of wheat to 75c per bushel.

C. G. A. Voigt.

Peck Bros. assert that the report that they contemplate engaging in the wholesale drug business exclusively is unauthorized and premature. They admit that they have considered the matter, in the event of certain contingencies, but insist that those contingencies are too remote to justify their giving the matter serious consideration at this time.

H. Seegmiller, whose stock and store building at Kingsley were destroyed by fire about two years ago, has re-engaged in the grocery business at that place. The stock was furnished by the Musselman Grocer Co.

Ford & Congdon have engaged in the shoe and grocery business at Moseley. Rindge, Kalmbach, Logie & Co. furnished the shoes and the Ball-Barnhart-Putman Co. supplied the groceries.

We offer American indigo prints at 4¼c. American black and white prints at 4c and American shirting prints at 3¼c.  
P. Stekette & Sons.

## Getting the People

### The Use of Meaningless and Redundant Expressions.

Improvement in methods of manufacture is constant in most lines tributary to the merchant's work. Every buyer thinks his task well done only when he has secured that which is relatively a little better every purchase he makes. These facts make it possible to use strong terms in describing the wares offered and still keep within probability to a degree which is likely to command belief. Of course it is essential to this end that the goods shown shall fully accord with the statements made. A constant policy of this kind creates a reputation which much simplifies the task of holding confidence. It is not essential that the wares offered shall be cheaper each time regardless of market conditions, but it is essential that the prices shall be right as may be warranted by the service. When prices go up it is to be remembered that all are in the same boat.

I say the conditions of any healthy business should be such as to warrant strong expressions in describing goods—if this is not the case the conditions should be changed or the dealer had better seek another avocation.

I have had a good deal to say about superlative and overdrawn expressions in advertising, but what I wish more particularly to call attention to here is the use of redundant and meaningless phrases and those which lose their force by being too general. There is a constant tendency on the part even of experienced writers to generalization or to involuntarily putting in something to fill up space or round out expression. Not only should space be esteemed as of the greatest value but it should be remembered that redundancy and the use of indefinite or general expressions distract the reader's mind and destroy the value of that which has meaning.

It can not be too often reiterated that what sells goods is definiteness. The constant study of the advertiser must be the gaining of attention to the fact that he has certain goods and when possible at certain prices. To do this in the way to convince him that such goods are what he wants and that the prices and service are the best is the real province of advertising. I do not mean that prices should be constantly dinned, many good advertisements do not mention them, but too much stress can not be laid upon their frequent and definite use.

General complimentary terms, such as "Yours respectfully," "Yours for business," and the many variations—these are not business and their use is always undignified and weakening. In fact, an advertisement is never good which is a general address to the public or to the citizens of localities. The fact of its appearance is sufficient address and its definiteness will gain attention.

The tendency to generalization is a most difficult one to combat. "The finest assortment ever offered." "The customer doesn't expect to buy your assortment. Your description should be of that which he is likely to want.

It is not desirable to use too great a degree of sentimentousness, to study abruptness of expression, as this soon becomes disagreeable and loses attention. Sentences should be complete, but they can hardly be too short. An affectation of sentimentousness is no more desirable in advertising than in conver-



## THE CHESTERFIELD

One of the best overcoats we're showing. Specially designed by Lord Chesterfield for his own tailor. It is made of oxford gray Cheviot, the finest material for a swell overcoat, lined throughout with Italian serge, the most wearable lining known, side cut pockets, handy to get into, pockets lined with plush, no cold there, satin lining for sleeves, arms just slide into them, best of silk velvet collar, no soiling your linen collar, double sewed lap seam, sewed with the best silk, genuine rubber buttons, sewed with linen thread, can't lose them, 41 inches long which is the proper length for 1901. Taken altogether it's the SWELL OVERCOAT FOR 1901. and this splendid coat sells for

# ONLY \$15.00

We are showing the Chesterfield Fly Front Overcoat at \$24 and \$30. The Paddock Overcoat at \$18.50. The Yoke Coat at \$18.50 and the Great Coat at \$24, \$30, \$35 and \$42.00.

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**THE HANNAH & LAY**  
**MERCANTILE COMPANY**

**For Growing Boys.**

The best food is that which pleases their palates and makes them healthy, strong and sturdy. Food made from **Tube Rose** flour is the kind that makes everybody—young or old, call for more. At the same time it is wholesome, hearty and strengthening. YOUR GROCER HAS IT

**OVID ROLLER MILLS.**

We Sell the Celebrated **SILVER LEAF TEA** Ask for Same

Finest Potatoes that ever came to Lansing at our store. Choice brands of Canned Goods in fruits, vegetables and relishes. We always have choice Dairy Butter and fresh Eggs.

**E. HUNT Opera House Grocery**  
BOTH PHONES

We Never Sleep. Open Day and Night.

## Maus The Druggist

Special attention given to prescriptions, using only the purest of drugs, assuring our patrons of obtaining just what the doctor desires you to have, absolutely pure and unadulterated drugs. Also a full and complete assortment of everything pertaining to a strictly up-to-date metropolitan drug establishment.

Are you trading here? Well if you are not a visit will convince you that it is to your financial as well as physical interest to do so. Just drop in and "have a look."

**Don't Forget the Number.**

### 128 East Main Street.

**ALLEGAN**  
**City Roller Mills.**

The season of the year that you want Buckwheat Pancakes is here. We make **BUCKWHEAT FLOUR** and guarantee you the **Pure Article**. Our reputation for making Buckwheat Flour is good, and we propose to keep it good.

**WHEAT GRITS.**

Yes, we make these, too, and put them up in five-pound packages, which retail at 15c per package. GRITS make a delightful breakfast dish.

**GRAHAM.**

Ours is stone-ground, and the rate our trade has increased the past year is evidence that we make the right kinds.

**BOLTED MEAL.**

Yes, that too, and every family should use it. We always buy and pay

**CASH FOR WHEAT.**

Corn, Oats, Rye, and Buckwheat. We use you right at the "big mill".

**Fairfield & Kolvoord.**

We have the largest and finest assortment of

## Fancy Lamps

Suitable for presents, ever shown in Coopersville And what is best of all, they don't cost much.

Plenty of bargains in good Furniture as usual.

**A. R. Van Allsburg,**  
COOPERSVILLE, MICH.  
Funeral Calls Promptly Attended to, Day or Night.

sation; say what you have to say clearly and fully, but keep to the point. In saying it fully it is not necessary to say all that may be said, any more than it is in talking—leave something for the imagination.

\* \* \*

The sample from the Hannah & Lay Mercantile Co. is on the order of its generally excellent advertising service, but I think it is subject to some criticism. There is so great similarity in the size of the body type and of the characters in the border that it gives a dazzling effect to the eye which makes it hard to read. There should be more separation between the type and the border to make both stand out, which could have been secured by the use of a smaller body letter. The lack of contrast between border and type hopelessly buries the signature. Then the paragraph is too long and especially the main sentence in it. Seventeen commas and no other break in one sentence is too much anywhere, and especially in advertising. Half a dozen or so semicolons would have done something to help, but a few periods would have been better still. The description of the coat is good and possibly there is not much that could be left out, but it could be broken into sentences, and with smaller type and another display to divide the paragraph, it would be readable. The price display and the treatment of prices are excellent features. As it is the advertisement is an exceptionally good one and it is a pity that much of its effectiveness should be lost through too much crowding.

Ovid Roller Mills writes an attractive and readable advertisement of their product which in the main is well handled by the printer. I would have displayed the word "flour" as well as "Tube Rose" and would have put the signature in the same style of type as the rest of the display.

E. Hunt has a good general grocery advertisement, both in writing and printing. It would have been improved by striking out the words, "at our store." The printer has done well to adhere to one style of display.

Maus the Druggist writes a good advertisement, which his printer has put in mourning. The opening expressions and the arrangement of the display are good. I think the latter rather heavy. The writing is interesting, but I would strike out some words and change a few others. In the first sentence before "drugs" strike out "if" and change "you" to "them." It is not well to change person of pronouns in one sentence. The next sentence, not being complete and beginning with "also," leaves it a question whether the doctor wishes each patron to have such an establishment as is described. It would have been better to give a medium display to "pure and unadulterated drugs," and then make the next sentence complete. In the next paragraph strike out the first "Well." This has material for a good advertisement with a little more attention to such details.

A businesslike and well written general milling announcement is that made by Fairfield & Kolvoord. It is broken up into paragraphs in a way to make it readable and interesting. It might have been improved for the season by making a more prominent display of buckwheat flour, and then changing to the other class for change.

A. R. Van Allsburg shows a sample of his usually good furniture advertisements, which is well handled by the printer. The engraver was obliged to discard the ornamental border at top and bottom to get it into the space,

## Window Dressing

### How to Make Your Window Yield Returns.

If no particular attention is paid in your store to the dressing of the windows, it will pay you to experiment a little in this direction. Choose the person in your employ who seems best adapted to this work—a man of good common sense and one who has shown good taste in the arrangement of his stock—and make him responsible for the window dressing. Turn the matter over to him entirely, simply telling him that you are going to expect good results from his work, and do not stand around and bother him with suggestions. The suggestions might be all right, but, on the other hand, you might not understand at all what effect he was striving for, and he might not like to tell you that your suggestions would produce a discord, even although he knew that to carry them out would ruin the effect of the display he had planned.

Experiment for a time by dressing one window with goods that you are not advertising in the newspaper, and devote the other to goods that are advertised, putting price cards on both. Of course the goods advertised will sell more readily than the others if both are equally seasonable and desirable; but you will be surprised at the sales that will result from your other window if the display is a timely one and prices are attractive. Under ordinary conditions windows should be newly dressed at least once a week, and I presume that in most cases it would pay to dress them twice a week. In any event, do not leave goods in the window until they become dusty or discolored by exposure to the sun. This sort of thing not only damages your goods, costing you a great deal in the course of a year, but it conveys a wrong impression to the passer-by.

In window dressing, as in newspaper advertising, timeliness is a very important factor. Not only the seasons should be carefully followed, but all sorts of occasions, such as holidays or social events of more or less general interest, should be anticipated, and appropriate merchandise should be displayed well in advance of the occasion.

The practice of using mirrors to apparently increase the size of your window and the display is a very good one; but I believe that the mirrors that are used directly back of a display and facing the window glass defeat this purpose in part, because they reflect the person who is looking into the window and indicate its limit very clearly. I think that mirrors at either end of a window are much more effective than at the rear, especially if they run from the floor of the window to the ceiling, because the person looking into the window does not see his own reflection and is frequently unable to tell where the window leaves off and the mirror begins. This effect may be somewhat heightened by having a window card printed by means of what the printer would call an "off-set" impression. This will produce a card reading just the reverse from the usual way; and if this card is hung where it will not be in plain sight from the street, but will reflect in the mirror, it will read in the usual way, from left to right, and will apparently increase the width of the window by the actual distance from the card itself to the mirror. This effect can not be produced by attempting to print the card so it will read backward

because some of the letters can not be reversed in the type. Large wood type should be used for this purpose so that there will be no fine lines that would lose in the reflection.—Chas. F. Jones in Printer's Ink.

### Punctuality Won.

A life insurance agent who resides in this city deserves great credit not only for the energy and persistence with which he pushes his business, but for his punctuality in keeping engagements. He had been after a man who resides on the West Side for the past two years, and had received some encouragement. He called one day last week, and when the man saw the insurance agent approaching he ran and hid. But the insurance agent had caught a glimpse of his fleeting form and was not to be foiled. He finally smoked his man out and told him he had come to talk insurance.

"I am too busy," said the man, "call again when I have more time."

"When may I call, then? Set your own time, and I'll be there."

The man thought a moment, then made reply:

"You may call next Friday morning at 3 o'clock."

"I will be on time."

When the appointed day arrived our indefatigable insurance man arose at 1:30 o'clock, and walked across the river, a distance of nearly three miles, arriving there at 2:55; precisely 3 o'clock, then rang the doorbell.

"What's wanted?" enquired a female voice from an upstairs window.

"Is Mr. Jones at home?"

"He is."

"Tell him to come down right away. I have some very important business with him."

Mr. Jones hustled downstairs in his night shirt, and there was the life insurance agent!

"I have called," he began, "as you requested to talk life insurance."

Jones was somewhat astonished and bewildered, but realizing that he was up against it, said:

"Such punctuality deserves to be rewarded. I surrender."

And he gave him his application for a policy.

An echo is the only thing that can flumm a woman out of the last word.

### Cheaper Than a Candle

and many 100 times more light from  
**Brilliant and Halo**  
**Gasoline Gas Lamps**  
 Guaranteed good for any place. One agent in a town wanted. Big profits.  
**Brilliant Gas Lamp Co.**  
 42 State Street, Chicago, Ill.



## WE ARE SORRY

If people will continue to be humbugged with cheap, worthless roofing

**ASPHALT  
 TORPEDO  
 GRAVEL  
 IS RIGHT**

in every way. We make it in our own factory. Write for samples.

**H. M. REYNOLDS & SON**  
 GRAND RAPIDS, MICHIGAN

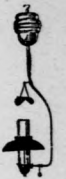
## Michigan Fire and Marine Insurance Co.

Organized 1881.  
**Detroit, Michigan.**  
 Cash Capital, \$400,000. Net Surplus, \$200,000.  
 Cash Assets, \$800,000.

**D. WHITNEY, JR., Pres.**  
**D. M. FERRY, Vice Pres.**  
**F. H. WHITNEY, Secretary.**  
**M. W. O'BRIEN, Treas.**  
**E. J. BOOTH, Asst. Sec'y.**

**DIRECTORS.**  
 D. Whitney, Jr., D. M. Ferry, F. J. Hecker, M. W. O'Brien, Hoyt Post, Christian Mack, Allan Sheldon, Simon J. Murphy, Wm. L. Smith, A. H. Wilkinson, James Edgar, H. Kirke White, H. P. Baldwin, Hugo Scherer, F. A. Schulte, Wm. V. Brace, James McMillan, F. E. Driggs, Henry Hayden, Collins B. Hubbard, James D. Standish, Theodore D. Buhl, M. B. Mills, Alex. Chapoton, Jr., Geo. H. Barbour, S. G. Gaskey, Chas. Stinchfield, Francis F. Palms, Wm. C. Yawkey, David C. Whitney, Dr. J. B. Book, Eugene Harbeck, Chas. F. Peltier, Richard P. Joy, Chas. C. Jenks.

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.**

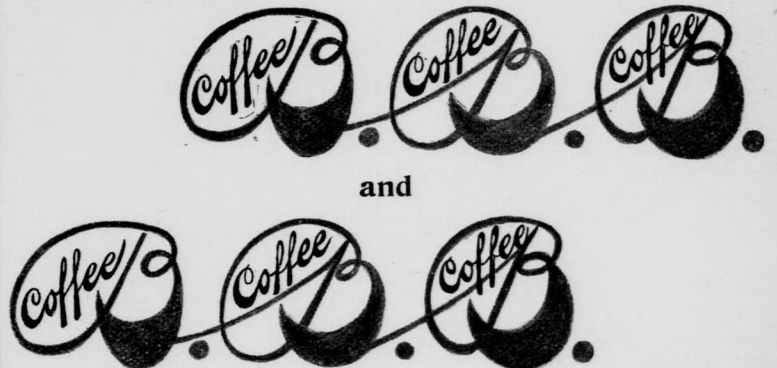
32 South Main Street, Ann Arbor, Michigan

## Standard Crackers

(Huff Said)

Manufactured by  
**E. J. Kruec & Co., Detroit, Mich.**

### BRAINS MAKE



and

**MAKES BRAINS**

**Olney & Judson Grocer Co., Grand Rapids, Mich.**

# BOUR'S

## COFFEES

### MAKE BUSINESS



Devoted to the Best Interests of Business Men

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

One Dollar a Year, Payable in Advance.

Advertising Rates on Application.

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

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

E. A. STOWE, EDITOR.

WEDNESDAY, - - NOVEMBER 20, 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 13, 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 sixteenth day of November, 1901.

Henry B. Fairchild,

Notary Public in and for Kent County, Mich.

#### THE MORALITY OF THE STAGE.

Every now and then the writer on everyday topics falls into a pessimistic mood and he finds that everything is going wrong and that this terrestrial globe of ours is posting to the bowwows and general destruction just as fast as it can possibly roll down the "ringing grooves of change."

It is in such a mood that we so often write that the dramatic stage has woefully degenerated from the presentation of grand tragedy and high-class comedy to the showing of mere spectacles in which the spoken words are the sheerest trivialities, in which the scenes presented are the most utter absurdities, in which there is no plot and the story is an unconnected jumble of meaningless events, in which the singers are not required to have voices, but scream and screech their notes, while the real attraction is an abundant display of lingerie and hosiery, revealed with all the more suggestiveness by the fact that they are professedly concealed under long and flowing drapery.

Such a display will fill a theater, night after night, to overflowing, and so also will a dramatic presentation of the scenes of a salacious French novel like "Sappho." Not only will the people flock in crowds to such a representation, but the same persons will repeat the visit, and the most cultured and intellectual, as well as other sorts of people, will be found in such nightly crowds.

Men's mental and moral states are much influenced by the condition of that troublesome and little-understood organ, the liver. An untimely effusion of yellow fluid from the gall bladder into the stomach will cloud the mind and lower the tone of the spiritual vision to a remarkable degree, and under its influence we can only see the human beings and the life around us through an atmosphere of gloom and despondency.

It is under such conditions that the theatrical manager says, "Shakespeare on the boards spells bankruptcy and ruin," and the dramatic critic declares that intellectuality and morality have deserted the stage.

As to the morality on the stage, it, or the lack of it, is in the hearts and consciences of the people who witness the presentation. Some persons are like the loathsome bird which wings its flight over flower gardens and green fields, over orchards and meadows, regarding not their charms and beauties, but swoops down on the carrion which defiles some lonely waste, delight only in the most disgusting ideas and infamous suggestions which the scenes or plot of a play can afford to their diseased imaginations. It is true, at rare intervals, scenes and characterizations are put on the stage that should be hissed into a shamed obscurity by decent audiences and forever banished to those concerns where only the vilest representations are demanded; but to the credit of managerial propriety, such scenes are rare.

The drama deals with human life, its grandest aspirations and its noblest acts as well as its basest groveling, and with the entire range of human passions, good and evil. No true picture of life can be drawn, nor can the mirror be held up to nature without showing the truth, but there are extremes which are never submitted to the public gaze in real life, and it is an outrage on art to expose them to view, either in a picture or in a dramatic presentation.

As to intellectuality, it is so much easier to find some one who can amuse us than it is to discover an actor who can edify and delight us in higher ranges of art that, therefore, the greater numbers of theatrical entertainments seek only to amuse or reach only the lower range in the art of pleasing.

A writer in the Cosmopolitan Magazine on the tendencies of the modern stage quotes the expression of an experienced manager, who declared: "Give me an actor like Edwin Booth and I will put on Hamlet and guarantee to keep it with overflowing houses (in New York) all through the season." The simple fact is that the great delineations of human passions and emotions require genius and power in those who are to present them. Only the greatest masters of poetry, music and the pictorial arts have been able to produce the masterpieces, in their respective ways, which had charmed the world and achieved immortality. The actor is also a creator, because he essays to represent in feature, speech and action the characters which others have wrought out in written words, upon canvas or in bronze and marble. It, therefore, requires no less genius to create and delineate upon the mimic stage the vicissitudes of life and the tempests of the heart.

The searcher for scandalous and questionable incidents might have found them perhaps in the life of Adelaide Neilson, but on the stage she was transformed by her genius and beauty into the pure and lovely maids whom she impersonated. Thus it is that the immorality of the stage is rather in the hearts and minds of those who so readily discover it, while, as for intellectuality, dramatic genius is given to but few, and for lack of it we must secure our entertainment from actors of a lower range of ability. That is all of it.

Time can not heal a woman's grief— if the grief happens to be a wrinkle.

#### MORALITY OF PUBLIC MEN.

While it is true that every goose thinks her goslings swans, and allowance must be made for such natural partiality, nevertheless it will not be disputed by candid observers, even those of European nationality, that our American statesmen on the whole, however much we may abuse them among ourselves, in the family, as it were, are of a higher morality than the public men of Europe.

As to financial morality that is a vexed question, the true solution of which, perhaps, will only be reached at the great Day of Judgment. Politicians of all nations charge financial corruption against one another so recklessly that the strong tendency has arisen not to believe it even when it really exists, as in the story of the little boy who fell into the bad habit of crying "Wolf."

As to the relations between the sexes, here it is that the American statesmen shine with a particular lustre. While Franklin, Alexander Hamilton and Thomas Jefferson were all too prone to tread the primrose path, and it used to be said that Henry Clay had a fondness for other intrigues besides those of politics, the vast majority of American public men have been of singular virtue and purity of life. Webster, Calhoun, Lincoln, Garfield, McKinley, Roosevelt, the whole flock might be counted over, with scarce a black sheep to be found.

Very different is the condition of affairs in Europe. The fondness of King Edward VII. for doing those things which he ought not to do, and his preference for the society of ladies in flame-colored taffeta have long been the delight of the gossips. Gladstone, indeed, was a pillar of virtue, but Parnell and Sir Charles Dilke were each the hero of a scandal of prodigious proportions.

As to Germany and other nations of Europe where morganatic marriages are permitted, the least said the better. Everybody knows of the seraglios of Napoleon III. and that France has not improved since his day. The case of Crispi will be sufficient to take from Italy, and the verdict of the court when the great minister was tried. "When Crispi married for the third time his first wife was dead, the second marriage was not legal because contracted during the lifetime of the first wife, and therefore the third marriage was legal." This undoubtedly shows considerable matrimonial peculiarity.

The true secret of the American superiority is very simple. American men, public men and private citizens, are more devoted to their homes. A pure home life is the only conservator of morality.

#### EXPORTS OF MANUFACTURES.

Considerable attention has been attracted both in the United States and abroad to the reduction in the value of our exports of manufactures. The figures of the eight months of 1901, compared with the corresponding eight months of 1900, show a decrease in the value of the manufactures exported from the United States of \$36,000,000.

Before examining into the causes of this decrease it is encouraging to note that there has been an increase in the value of the agricultural products exported. The eight months ending with August, 1901, show over the eight months ending with August, 1900, an increase in the value of the agricultural

products exported from the United States of \$60,000,000.

A great deal has been recently said in Europe in regard to forming combinations against the United States, the commercial prosperity and rivalry of this country having grown to such an extent as to occasion serious alarm in many European countries. Tariff wars and customs unions against America have been talked of. European newspapers have come to talk of "the American danger" and "the American menace" very much as our papers when the Chinese question is mooted talk of "the yellow peril."

The best authorities, however, state that any alarm upon this score is baseless; that international jealousy is too great in Europe to make any trade combinations against us possible; that the reduction in the amount of our manufactured exports is due to entirely different causes.

The clearest statement upon this question has come from the man who is in the best possible position to possess full and accurate knowledge of the subject in all its complications and ramifications. It is from Mr. O. P. Austin, chief of the United States Bureau of Statistics. In an article published in the current number of the North American Review Mr. Austin states his conclusions, giving the facts and figures which support them. These conclusions are:

First, that the reduction is almost wholly in three articles, mineral oil, iron and steel and copper, and that most other classes of manufacture continue to show a healthy growth in exportation; second, that the reduction in mineral oil is wholly in price, and not in quantity; third, that the reduction in exports is partly due to the absence of figures on the exports of Hawaii and Puerto Rico, partly to a fall in prices, partly to forced sales by Germany, and partly to the general reduction of demand all over the world, and in no sense to a boycott of American manufactures; and fourth, that the reduction in copper is due in some degree to a decreased demand abroad, and largely to increased production and reduced prices in the other producing countries of the world.

It is satisfactory to know that the United States has no European trade combinations to contend against and that the decrease in the value of manufactures exported, which is more than balanced by the increase in the value of the agricultural products exported, is due to totally different causes, that the decrease is only in a few articles, and that there is no reason to suppose that it is anything more than a temporary decrease.

The Buffalo physicians who attended President McKinley have as yet presented no bills for their services and their intention is to wait for voluntary action on the part of Congress. In the case of President Garfield an appropriation of \$100,000 was made, but the services of the physicians covered a much longer period than in the case of McKinley. The Buffalo physicians say they will accept anything that Congress allows and prefer not to present bills for the reason that they would be criticised whatever amount they named. They intimate that they are entitled to generous treatment because by keeping the President alive for a week after he was fatally wounded they averted a financial panic in the country. If they had saved the President's life, as the public was led to believe they were going to do, they would have a still stronger claim for reward.



## USES AND ABUSES.

## Advantages and Disadvantages of the Trust System.

If the charter of every prominent combination of capital or dominant company expressed the real intent of the organization, instead of reading, "to manufacture, transport and market" the particular product in question, it would state as the purpose of the company "to dominate in the manufacturing," "to dominate in the transportation" and, what is quite as important, "to dominate the market" of the product. The same tendency and intent to dominate is signified by the names of the organizations—"United States," "American," "Federal," and, finally, "National" and even "International." All of this, both of structure and of name, indicates a purpose on the part of the organization to dominate in the markets of the country and of the world.

It is not the combination in itself which is vicious, but it is the methods employed by some corporations, in the attempt to dominate, which create the tendencies which are dangerous.

Recognizing that the combination and the consolidation of capital is a force, we spend no time in asking why it is here, further than to say that it is a part of the growth and expansion of the American nation. It is essentially a part of the aggressive American policy of commercial supremacy. The tendency toward centralization is strikingly apparent in the financial field. The great banks are becoming greater and are establishing branches in all directions through a stock control of smaller banks. One might be charged with lack of conservatism should he suggest the possibility of the establishment of a great bank, perhaps under Governmental influence, which shall act as a governor and regulator of the financial machinery of this country. But the anticipating of the redemption of bonds or of the payment of interest by the Secretary of the Treasury must be regarded as an expedient on the part of the Government to steady the finances of this country to the end that panics may be prevented.

Carrying this proposition to its logical extent, and having in mind the history of the Bank of England, who is prepared to deny that when this country becomes the great finance and credit power of the world the trend of sentiment will be toward the establishment of one great controlling financial institution, certainly under the United States law, and perhaps controlled by the United States Government?

A half-century ago every habitation bristled with lightning rods in an endeavor to avert electricity, a force then known best from its dangerous tendencies. But the house of to-day is not equipped with instruments to divert electricity, but is wired to receive and utilize the electric current. The difference is not only that the force is better understood, but also that it is under control. The generation of yesterday paid money to the lightning rod man to keep electricity out of the house. They feared the flash and the crash, but to-day we pay the electric company to create and store electricity and deliver it through wires into the house for the purposes of light, heat, power and communication. While we convey electricity into our homes, offices and manufacturing, yet that current is never so conveyed until the conductor is insu-

lated, so that the whole force is utilized while the danger is minimized.

The great question to-day is not how combinations may be averted, but rather how they may be utilized and controlled for the best good of the country. The dangers of the trust movement are, first, dangers to the combinations, and second, dangers from the combinations to the public, subjective and objective dangers.

The tendency of the great corporations is to become in a measure callous to public opinion, an error it may be on the part of the corporation, but unfortunate so far as the public at large is concerned. This indifference to public opinion and legislation is to a certain extent due to the fact that from the corporate point of view many of the criticisms passed upon corporations and much of the anti-corporation legislation are based upon a lack of understanding of the situation. Many of the attacks upon combinations have had as their aim the suppression of the movement rather than the elucidation of the subject and the utilization of the force. Such attacks, legislative or otherwise, while dangerous to the combinations, react strongly against the public.

The tendency of industrial corporations to enter the field of legislation and thence to go into politics is perhaps the most imminent danger from the combination to the public. Unwise legislation against industrial combinations, legislation in many instances enacted in response to ill advised public clamor, invites and sometimes forces the industrial corporation to enter into the field of legislative competition, and when once in that field the corporation sometimes learn that they can not only defeat anti-corporate measures in the usual way, but can even procure pro-corporate legislation. Any attempt on the part of these industrial organizations to enter, voluntarily or defensively, into the field of legislation is a tendency which is to be regarded with grave misgiving.

Conceding, if you please, that a daily and public market for industrial securities is a necessity for their success as a popular investment, yet if it be true that in the private offices of one official of a great combination one finds not only a business desk, but also a stock exchange ticker, separated from the desk by only a wheel chair, desk and ticker being equally accessible and perhaps equally used by the official, one must view this situation with apprehension. That combination which is controlled through its management for the purpose of advancing or depressing the price of its securities on the market, and is run on a principle other than that of a strictly commercial enterprise, must ultimately land where it belongs, in the gutter.

Some combinations have been properly called "blind pools." The formation of these "blind pools" produces a tendency to divert a combination intended for industrial purposes into mere speculation, with a result of inflation of values, from which develop financial and commercial panics. So much of the capital of this country has already found its way into industrial securities that any panic in these securities extends beyond the mere industrial investments, and may mean a financial panic affecting the business of the whole country.

The point that electrical energy, advanced as a public utility only, as the public learned by experience how to regulate, control and insulate, will bear

repetition and renewed application to the industrial movement to-day. Utilization and restraint of trusts are the essential elements of the industrial success. This regulation and control can be had only by an enlightened public opinion followed by wise legislation. Such public opinion and such legislation must be founded on a knowledge of the facts.

Publicity in regard to corporations is of two kinds, public publicity and private publicity. Public publicity is not yet practiced to any extent by industrial combinations, and legislation has not yet been able to procure it. Private publicity, or information to the stockholders, is not always carried out to its fullest extent. Knowledge of immediate facts is sometimes conveyed only to an inside circle, a circle less in circumference in many cases than the board of directors, and by no means including all the officers of the corporation.

Publicity must be secured by legislation, either national or state, and the latter, to be effectual, must be practically uniform among the states. But the time is coming when public publicity will be an essential element of the success of every industrial combination which seeks its support from the public. As between combinations themselves, the sound corporation will avail itself of the opportunity to demonstrate its soundness by public statements, and in such demonstrations force to a lower position its competitor who is unwilling and inferentially unable, to make the same public showing.

Public confidence is and must be the essential element of the success of any industrial enterprise. Public confidence can not be based upon anything but knowledge of the facts, and this knowledge of the facts must come from the corporation by way of statements to the public, for the accuracy of which statements some one is responsible. "Let not thy right hand know what thy left hand doeth" is a principle which can be applied to charitable organizations only. Applied either as a theory or a fact to industrial combinations, it is fatal to their success.

This leads to the conclusion that, while to-day the better corporations are voluntarily practicing publicity, they would favor a statute which secured publicity from all corporations. This would redound not only to the benefit of the public, to the steadying of industrial finances, to the making of industrial securities a permanent investment for holders large and small, but would also prevent the formation of "blind pools" and various sorts of industrial swindles, and would tend to avert financial panics. Publicity is to industrials what street lighting is to municipalities. It promotes legitimate business and prevents crime.

In the field of state legislation we find one of the gravest dangers surrounding the corporate questions, a danger both subjective and objective. A menace both to the combination and to the people is found in the competitive strife among states for revenue from corporations. Legislative inducements by way of private and public statutes to corporate organizations are the order of the day. "Protection for domestic corporations, war upon foreign corporations," is the legislative theory of many states. Just so long as it is possible for a corporate organization in one state to do business in many other states which is forbidden to its own

corporations, just so long shall we find different states offering inducements to capital to incorporate under their particular laws. To-day we find states giving express permission to their own corporations to do in other states what such corporations are expressly prohibited from doing at home.

The present tendency of some states in state legislation respecting industrial corporations is to encourage and increase state revenue, rather than toward soundness and integrity of legislation. For years the State of New Jersey stood pre-eminent among the charter granting states, until, from the revenue derived from corporations, she practically abolished the necessity for State taxes, contributed large sums for schools, for good roads, and for matters of public use and utility. At the beginning of this month the State of New Jersey had in its treasury something over \$2,000,000 as a surplus. In 1900 the State of New York, although it had for years waged war upon New Jersey's system of incorporation, gave way to the contrast between the state of its treasury and that of New Jersey. New York out-Jerseyed New Jersey in so-called liberality to corporations. It amended its corporation act upon the theory that the greatest paper liberality would produce the greatest revenue. The staid old State of Connecticut followed suit and opened its doors, offering its inducements to corporations, and Maine and North Carolina followed the example of New York and Connecticut. Delaware and West Virginia had already adopted every provision which could be suggested to make those States successful charter granting States and to increase their revenue, and finally South Dakota comes forward with a proposition that it will grant to a corporation everything for which it may ask, and for a consideration so minute as to be scarcely worth mentioning. The tendency is not to wisdom of legislation, but to absence of restriction—to the granting of powers rather than to the maintenance of proper control.

On the other hand, influenced by the cry against monopolies, making no distinction between the combination of to-day and the monopolistic trust of yesterday, other commonwealths have filled their statute books with discriminations against business combinations until it is almost impracticable to do business within such states. State legislation is each year growing more divergent, and we can look in that direction with no assurance of any uniformity of procedure and regulation of corporations.

The question is national in extent and breadth. It can be dealt with only by legislation equally broad—that is, national legislation. It is suggested that national legislation would be unconstitutional. The Supreme Court of the United States, however, found its way out of the same difficulty, when suggested, in the case of the National Banking act. It might be said in the present case that the public welfare at present more urgently requires a national corporation act than years ago it required a National Banking act.

The Roosevelt act of 1900 in New York is now a matter of interest, as indicative of the features of a national corporation act which might be acceptable in Washington. Governor Roosevelt fathered the proposed New York act of 1900, and it was prepared by a commission selected under his direction, and the act, although it did not pass the

Legislature of New York, contains many elements which are approved both by students of economics and by practical corporation managers.

I do not wish to be misunderstood as to the character of the industrial movement of to-day. It is of the highest order and is making progress in the right direction. It has been productive of great good in this country. It is a direct contributing factor to the commercial supremacy of the United States. Theorists, social reformers and students of economics have argued against the character of the industrial life of to-day. They overlook the fact that while there are dangerous tendencies, as has been frankly admitted, they are ills which are natural to mankind in any position, not to be overcome by vituperation and abuse, but rather to be minimized, and perhaps ultimately eliminated, by wise, conservative examination and decision upon the question as a whole, derived from the experience of the people.

James B. Dill.

#### Sardine Factories Close Down.

Several of the largest sardine factories on the coast of Maine closed down last week. One factory at Eastport, Me., where the largest packing interests are centered, discharged 300 hands. The factories have been obtaining plenty of herring at low prices, but the other materials used, particularly tin-plate, have been very expensive. As the market price of sardines is low there is no profit in the business at present, so the factories are closing down, although, under the law, they might keep at work until December 1.

There is nothing like an empty barrel to make a politician's promises sound hollow.

#### Effective Ways of Advertising a Clothing Stock.

Here is a letter addressed, by a well-known firm engaged in the retailing of men's furnishings, to old customers and others whose patronage they may have at any time enjoyed. Each letter was signed by the salesman who waited upon the person to whom it was sent:

I don't like to weary you, but I do want you to know that I am ready to show fall and winter suits, overcoats, shoes, hats and furnishings whenever you are ready to look.

May 1?

Blank & Co. have outdone themselves this season.

There is no certain advantage in distributing circulars broadcast over a large city to persons whose names are gathered from a directory and who may not be alive, may have left the city or have never patronized the advertiser in question. It is also more than doubtful whether any advantage may be derived from the distribution of circulars which are poorly printed on inferior paper and are mailed in open envelopes.

The above circulars were type-written on linen correspondence paper, and were mailed in sealed envelopes. Regular patrons of such a store are pleased at the attention and the up-to-date business method evidenced by such timely and courteous intimation of readiness to supply their probable needs of the season. They feel a species of pride in dealing with a firm which is so evidently "all right." To the casual customer the conveyed suggestion that his patronage, no matter how slight or accidental it may have been, was noted and appreciated, and a personal letter of this sort is far from displeasing, and the interest which it arouses may possi-

bly result in making casual custom become desirably regular.

There are many occasions for successful use of this method of advertisement. Take the coming Thanksgiving and Christmas festivities, with their consequent opportunities for business. Would you not find it advantageous to mail your customers, friends and well-wishers an attractive letter touching on the Thanksgiving festival, giving particulars of your arrangements for the holiday trade, and stating the advantages you offer to your customers? Again, it is not too early to think up and get ready a simple letter concerning your Christmas preparations. It is always well to keep customers interested in your proceedings. But, in whatever way this is done, do not spoil the effect by endeavoring to avoid a fraction of expense. Don't get out a circular on cheap paper. Write or type-write a letter on paper that a self-respecting man will be pleased to receive.

Most advertisers are well content to bear the trouble and expense attendant on their advertising ventures if only they can feel assured of success in interesting people, so that their advertising matter is accepted and read with attention. Therefore, a scheme which not only insures an advertisement being widely read and discussed, but which has the additional advantage of being printed on material paid for by the persons who are to have the proud distinction of displaying the advertisement in question, is a true monument of advertising skill and is well worthy of note.

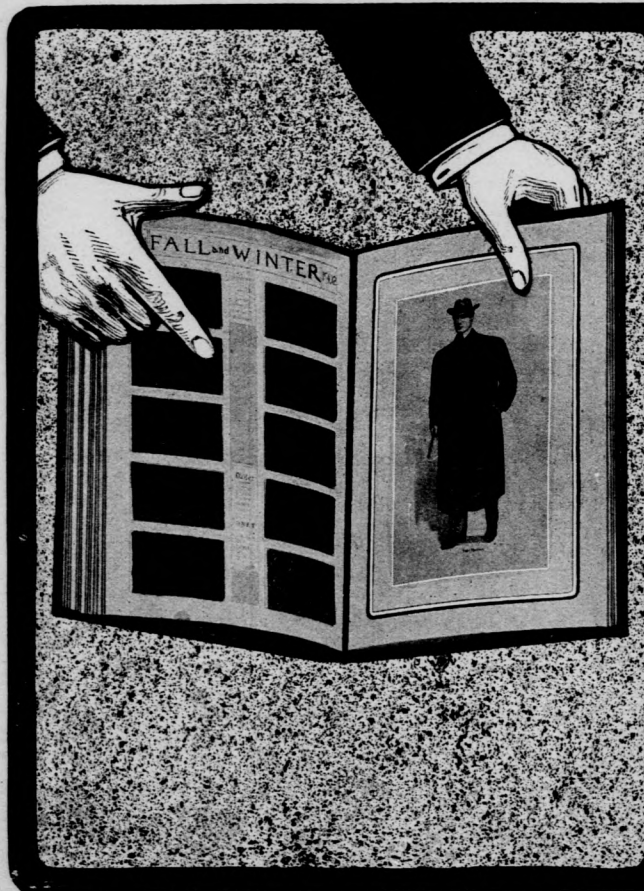
There was recently in operation in the grocery department of a large store a machine in which one was invited to deposit a penny. A crank was then turned and the penny emerged in the

shape of an oblong medal, beautifully imprinted with an advertisement extolling the virtues of some article of merchandise sold by the firm. There is small need of dilating on the acumen displayed in this plan of advertisement.

It is not so very long ago that it was considered a sign of remarkable courage and business enterprise for a manufacturer of clothing to advertise largely, or indeed at all, even in the trade journals which were devoted to his interest and reached the persons who were the natural purchasers of his merchandise, and who should be kept informed of the nature and prices of the goods offered. The certain benefit of such advertisements was no means an accepted matter. Although modern ideas and increasingly intense competition have made good advertising necessary, it can not be asserted that the volume of clothing advertisements, in relation to the vastness of the trade and the number of firms engaged, is of the size and character justified by the undoubted success attained by those clothing manufacturers whose advertisements grow constantly more numerous, artistic and forceful. In no instance has the business of these advertisers failed to profit by such publicity.

However, the time is not far distant when manufacturers who have hitherto abstained from doing so will be forced to advertise and will regret sincerely the tardiness of their start in this direction.

Even the pages of magazines and periodicals are now largely used to further the names and products of up-to-date clothing firms, and of late it has been remarked that certain firms have employed elaborate and expensive poster advertisements to draw attention and business. These things indicate the pressure of intense and ever-increasing competition and the steady growth of confidence in the value of an advertisement.—Apparel Gazette.



## You Sell from the Book

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

### THE OUTFIT IS FREE

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

EXPRESS CHARGES WILL BE PREPAID

David Adler & Sons Clothing Co.

MILWAUKEE, WIS.

## Dry Goods

### Weekly Market Review of the Principal Staples.

**Staple Cottons**—In brown sheetings there is no quotable change in prices, but it is reported that in some quarters terms are a little easier, and in drills the same situation exists. This refers to the "outside" lines, but standard makes are still held firm. The manufacturing trade has bought some fair quantities of bleached cottons, but the jobbers have placed very light orders. Aside from this there are no features to report, and prices remain unchanged at present writing. The market for coarse colored cottons is short of supplies, the demand keeping about even with the production, but no more. However, this is enough apparently to keep prices steady. Ducks have received an average amount of attention at previously quoted prices. Wide sheetings, cotton flannels and blankets are steady without special features.

**Prints and Gingham**—Up to this week buyers of prints for the spring of 1902 have been anxious to get their contracts placed and much good business was accomplished, but since then buyers have ceased to place orders to a considerable extent, and this has naturally had a quieting influence on the market. Most of the heavy buyers are said to have completed the largest part of their business, although there is considerable yet to come. Up to the present writing, however, there has been no change in the general tone of the market, and prices are still firm. In regard to fancy calicoes for spring, there has been practically nothing done by the buyers, for printers as a rule are not yet ready to show their new samples, and dark lines are well sold up. The question of whether printers will curtail their production of light prints or not, is yet uncertain. They say that there will be many yards less this season than last. In fine printed specialties prices are firm. Standard lines of percales are steady. Printed flannelettes are in moderate request at previous prices. Staple and dress styles of gingham are well sold at full prices, and other woven patterned goods are steady.

**Dress Goods**—The volume of business coming forward to first hands on light-weight dress goods is not at all sizable. The jobber and the cutting-up trade have made their first purchases, and aside from a few purchases here and there for filling in weak places, and also the placing of an occasional increased order on such goods as appear to the buyer as more than ordinarily attractive, there is practically no spring business doing. The jobber and the cutter-up have their attention taken up with heavyweight business. They are getting in some good orders, and are influenced thereby to place a considerable volume of repeat orders with the dress goods agent. The cutter-up has enjoyed a good, healthy business, and continues to do so, and he is therefore a prominent factor in the orders now being placed. The demand runs to the same classes of goods as have been in favor all along, a little being done out of the direct line of staple fabrics. It will be some little time before the supplementary business will be coming forward in any considerable volume, for buyers are not yet ready to set their spring season machinery in motion.

**Underwear**—The jobbers expect the heavyweight business to continue for some little time yet, for while the re-

tailers have had a fair business, the weather has not yet been cold enough to bring it up to the top notch and they have not got stocks on hand enough to meet the demand when it comes, if it is anywhere near what is expected. The retailers refuse to stock up heavily, however, until they receive more assurance that they will need more. The sales of union garments are increasing, especially in the East, but the more Western States are showing up well in this respect also. High grade goods are wanted in balbriggans (which, by the way, promise to lead as in the past season), silks, cashmeres and gauze fabrics of every description. Several brands of the mesh goods, through generous advertising, promise to have larger sales than last spring.

**Bathing Suits**—Are almost ready for the trade, and will be on the market earlier than for three years past. The manufacturers expect a larger business even than last year, which was a record breaker. There is little new to note in styles except that it is said that the sleeveless article will be more prominent than in the past.

**Sweaters**—Winter weight sweaters are prominent features of the retail trade at the present time, and there is something of a scarcity of these goods in prospect, according to good authorities. Of course, there is little to say in regard to styles, except that the "freaks" are pretty generally overlooked. College colors are prominent and solid effects. Both the tight-fitting roll collar and the wide sailor collar with laced front are good sellers. For spring, both manufacturers and retailers alike expect a good business, and are preparing accordingly.

**Hosiery**—The jobbers report that at the present time they are having an excellent trade, and that the retailers are buying in good shape to replenish stocks that have become depleted. This is borne out by the statements of the retailers, who say that this fall has been one of the best hosiery seasons they have ever experienced. This applies both to the staple blacks and to the majority of the fancy lines, including open-work styles in black and some colors. The sale of black open work patterns for evening dress has been large, and many of the most exclusive haberdashers predict that it will continue throughout the winter. To meet the fad for wearing low shoes at all times, a number of manufacturers have placed on the market fancy half hose of wool and cashmere. The soft texture of the latter makes it an ideal material for this purpose, and some of the color combinations are beautiful, in their richness and softness. Some of the manufacturers should, however, remember the course of fancy cotton hosiery, and note that the softer and more harmonious color combinations have sold best, and tone their own productions down likewise. The hosiery referred to gives one the idea that the makers had striven to overcome the natural soft finish of the material, and make the colors as brilliant as possible with the result of producing only a more vivid brightness. Since our last report the sale of black hosiery has shown a decided increase in the retail trade, and naturally this has been felt to some extent in the jobbing circles. The sale of lisle and cotton hosiery in fancy patterns has continued quite well with the retailers, although at present they are not placing any more orders for them, feeling that they have stock enough for a reasonable amount of business, and that if it should really continue through the season, they can get more at any time, relying on the jobbers' stocks for their

supplies. If the demand does continue, however, many of the dealers will find themselves without any desirable patterns on their shelves, and no way to get them. Nevertheless, while we believe there will be some continuation of the sales of cotton and lisle fancies, we should not advise risking too heavy a stock, for the styles bought now will probably be out of date by spring.

**Carpets**—The new spring carpet season opened last week at prices ranging from the same figure as last season to 6½¢ decline on carpets; on rugs, prices range from last season's rates to a decline of \$5.50 on axminsters. As regards the volume of business attending the opening of the new lines, general satisfaction is expressed, the sales being larger than in years, according to certain agents. The attendance of buyers was large, the jobbing interest all over the country being interested.

**Tapestry Curtains**—Samples for the new spring season are just coming into the jobbers' warerooms, and orders for the new goods can be taken at any time now. There is little difference in the new samples over those of the season just past. Novelty curtains still continue to be displayed as largely as ever. Chenille curtains and table covers are going to cut quite a figure this season if the predictions of many prove true.

## M. Wile & Co.

Famous Makers of Clothing  
Buffalo, N. Y.  
Samples on Request Prepaid

Ask to see Samples of

Pan-American  
Guaranteed Clothing

Makers

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

# 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.



## Fine Linons

Nothing is more attractive than a nice line of Table Linons and Napkins, and the better your assortment is, the better your sales will be.

We have a good line of bleached and half bleached Table Linons at from 42½¢ to 75¢ per yard.

Unions from 27½¢ to 38¢ per yard.  
All Cotton Damasks at 21¢ and 22½¢ per yard.

Red Cotton Damasks from 20¢ to 35¢ per yard.

And bleached Linon Napkins from 55¢ to \$2.50 per dozen.

P. Steketee & Sons, Wholesale Dry Goods,  
Grand Rapids, Mich.

Our Specialty:

# Mail Orders

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

## Shoes and Rubbers

Some Reasons Why the Jobber Holds a Strong Position.

"It is somewhat amusing to me," said a Boston jobber, "to hear the arguments advanced about the position of the jobber in the trade and the wild claims made to the effect that the jobbers are losing ground. Did you ever look over the lists of shoe shipments from Boston as published from week to week? Well, sometime when you have an hour or two to spare take a pencil and foot up the number of cases going to the jobbers and compare with the number going to retail dealers. I have not figured it out myself, but just running the eye over the list shows that out of the hundred thousand cases, more or less, more than three-quarters are consigned to jobbers.

"Now, if as is often claimed, the jobbers are being crowded out the figures do not give much evidence of the crowding. It may be that the New England factories do more business through the jobbers than the factories in other sections, but it is a fact also that the New England factories turn out over 60 per cent. in value of all the shoes made in the country and considerably more than that percentage of the number of pairs.

"It is safe to say that the New England manufacturers have pretty good business ideas and are not blind to any chances for profit that offer. If after all the years of experience they find it to their advantage to distribute so largely through the jobbers, then we may conclude that the jobber is still having his day and will not be called upon to shut up shop immediately. There is probably no way of getting at the figures, but I am sure that if you could estimate the total sales you would find that the jobbing business is increasing rather than declining. I mean by this that a larger percentage of the total shoe production of the country is sold through the jobbers to-day than was so distributed, say, ten or fifteen years ago.

"I know that in the meantime many shoe manufacturing firms have changed their methods and are selling to the retail trade direct and also that new firms have started in the same line, but on the other hand there has been a much larger increase in the production by many of the larger factories which market through the jobbers. These establishments find it more profitable to give their entire capital and energy to the work of manufacturing. If they attempted to do their own distributing it would require almost double the capital, with corresponding expenses for the extra work of taking orders, shipping and collecting.

"The strong feature of the jobbers' position is in the knowledge of the trade in the localities where they sell. They are in closer touch for learning the wants and judging of the financial standing of the dealers so that they can give better results to the manufacturer than the latter could secure through his own salesmen going over the territory on their regular trips. If the business was all on a cash basis and if dealers would order early enough and not countermand on the slightest provocation the manufacturers might find it easier to do their own jobbing. As it is, the jobbing business requires close attention and special qualifications to make a success, as many manufacturers who have made the experiment have found to their cost.

"It can be said furthermore, that the

jobbers have greatly improved their methods and many of them are doing a more legitimate wholesale business than formerly. Some are practically acting as selling agents for the particular factories they represent and are undoubtedly able to give better net returns than the manufacturers could hope for by undertaking to do the work and take the risks themselves. In short, as the tendency of the times is to reduce expenses by large production under a single management in factories, there must be a corresponding movement for reduction in the distributing or selling expenses by combining in larger wholesale establishments, so the jobber will develop and improve and hold a stronger position in the trade."—Boot and Shoe Recorder.

### Keeping Trade at Home.

The country merchant always has a grievance of greater or less magnitude in the difficulty which he experiences in keeping the more desirable class of trade at home. This class is always more or less inclined to visit the larger centers of trade in order to do its purchasing, partly because larger stocks are found to select from, and also because values are frequently much lower. Some sympathy may be felt for the merchant under such circumstances, for he is right in feeling that such indifference to home interests as displayed by these overly-fastidious and particular people is reprehensible to the last degree. However, where there is life there is hope, and just as long as the merchant is in business he can always hope to regain or obtain a fair proportion of this trade. It is said that there are small stores in the suburbs of New York City which are manfully holding their own in competition with the vast emporiums of the metropolis. And how is this done? it may be questioned. Simply by imitating the policy as much as possible of those large concerns. In other words, cultivate progressiveness in every department of the trade. Make improvements, have up to date goods, and have them tastefully and neatly arranged, have efficient service in the store, let the prices compete favorably with those of the larger stores, and when feasible adopt a policy of expansion. The latter innovation necessitates some expenditure and trouble, but that should not deter the merchant, as it is well known that nothing in this world which is worth having can be secured without some effort.

### Li Hung Chang's Frank Reply.

Li Hung Chang visited Philadelphia on Sept. 3, 1896, when Charles F. Warwick was Mayor. The procession started down Broad street. It was soon after this that Mayor Warwick, pointing to the crowds which lined the streets, said:

"Your Excellency, Philadelphia is famous for its beautiful women."

Li was quiet a few minutes and then made the famous reply:

"I have not seen any yet."

## Cut Off the Jobber's Profit

and buy your shoes direct from

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

"Western Shoe Builders"

Cor. Market and Quincy Sts., Chicago

During a Period Covering a Quarter of a Century We Have Sold 281,250,000 Pairs of Rubbers. All Boston and Bay States.

Our stock of them is large and well assorted and we can make prompt shipments when you run out of sizes. We also have new things, among which are the two buckle snow-excluder artics for women, misses and children. Just the thing for long walks and drives in stormy weather. Moderate in price, too.

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

## The Stamp of Approval

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

**Herold-Bertsch Shoe Co.**

Makers of Shoes,  
Grand Rapids, Mich.

## Just Think!

- A complete line of Men's Shoes
- A complete line of Boys' and Youths' Shoes
- A complete line of Misses' and Children's Shoes
- A complete line of Women's Shoes
- A complete line of Slippers of all styles
- A complete line of Rubbers

All Sold by

**Bradley & Metcalf Co.**

Manufacturers and Jobbers, Milwaukee, Wis.

## 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

**The Success or Failure of a New Buyer.**

It is an unwritten law with shoe buyers, after securing a position, that it is incumbent upon them to make many radical changes whether conditions warrant them or not. How often you will see a man enter a shoe department which, as far as "ground lay" and system are concerned, is perfect. Realizing the fact that he is a new man, and believing that it necessitates doing something radically different from his predecessor in order to prove his efficiency the new manager immediately begins to change things, until, at the end of his first month, the faultless system which was there when he entered the department has been supplanted by one which is unreliable and impracticable.

The question which should be uppermost in the buyer's mind when he enters the department is this: Was my predecessor a good buyer and a good seller? In 75 per cent. of such instances this question can be answered in the affirmative, as men who are placed in executive positions at the present time are assisted to such a degree by manufacturers and every one else with whom they come in contact that it is not very difficult to be a good buyer, especially when one considers the training he has received in minor positions.

If his predecessor has been a failure in the department, the second part of the question will usually be answered in the negative; that is, he has not been a good seller. Here is where most shoe buyers "fall down." They are not good sellers. This failing is sometimes due to short-sightedness and inability to meet existing conditions, or to not knowing the character of the trade of the store; and yet oftentimes it is caused by a man getting a "big head." This is the worst form of malady and one which it is almost impossible to cure. When the new buyer finds these conditions in a shoe department, let him bend his every effort to rectify the mistakes of his predecessor. Let him forget the buying and start off and do the selling himself. After he has mastered this portion of the business—that is, getting the trade to his store, handling them when they are there, and getting dollar for dollar from every prospective customer that comes along—he will then find himself in a position to look around and judge what the character of the shoes must be that he will have to buy for future business. He can also, at his leisure, figure on his department, the system, etc., but if he masters the first requisite the rest will be easy.

If he finds the former shoeman was not a good buyer he is forced, through existing conditions (usually constituted in an overabundance of stock, bad styles and odd lots), to prove his ability as a good seller. Therefore, the fundamental principle of a successful buyer is that he should be a good seller. In making himself a good seller, especially when he has a lot of undesirable stock, he must keep in mind the fact that anybody can sell shoes at a sacrifice, but that it takes a good shoeman to engineer the selling of undesirable shoes at a profit.

If he thinks the shoes in stock are of such a character that they can not be closed out successfully, if used by themselves, it would be advisable to buy a job of up-to-date stuff to which the stock goods could be added, and use these for an opening sale. Or, if he finds that he has shoes which can be sold at an increase of 10 or 15 per cent.

over the cost price, let him interest the advertising man in his behalf and make a splurge on this special line. In this line he could mix shoes of higher grades, but which are so much off-color that he realizes he would never be able to make a profit on them. The result would be that by the time he was in a position to order his next season's goods a large amount of undesirable shoes would be out of the way, as well as odds and ends which could not be added to new lines.

In order to proceed in the right way the new buyer should mingle with the trade on the floor, sell a pair of shoes now and then, so as to determine why the shoes he has in stock are not of a salable character, and always keep in mind the fact that every store has characteristics of its own which must be catered to. The rule that the shoes which were popular in the store in which he was last employed will also be popular in the store with which he is now connected does not hold good, and he must keep this ever uppermost in his mind, as it is one of the chief causes of a shoeman's failure.—Shoe Retailer.

**How to Conduct a Shoe Department.**

My experience in the shoe business dates back some fifteen years when I was at work on the bench in the cutting room. I worked for five years in this department, and since then I have found that experience very beneficial to me. It is my firm belief that every good salesman should have actual experience in the factory. Dealing with leather and the putting together of shoes give them information that no store can ever give, and it also makes them so familiar with the nature of leather that it is not difficult for them to readily analyze their shoes. This also makes them very good salesmen, as their knowledge gives them ready wit to talk to customers. One thing sure, a salesman must have knowledge of what he is trying to sell. While I was at work I always felt that I could sell shoes, so after five years I left a good salary in the factory and went to Boston and hired out as salesman for much less salary, so determined was I to sell shoes. After two years I was placed as assistant manager, which position I held until called to New York to take charge of store. I was manager of that store for two years, during which time I had vast experience in window dressing, which is a great advertisement for any business, especially the shoe business, as we must keep the public constantly informed of what they need and what we can supply for them. To this goal we throw out the drawing card, which is our windows. Always keep them clean and fresh with good new stock. There should always be good taste exhibited in the windows.

About my experience in managing a store, I could not take time to mention all, but one thing is certain, we must always be pleasant and kind and have a vast quantity of patience, as we meet all classes of people. Some you must deal with one way and others must be handled altogether differently. The main thing is to be able to read human nature at a glance and be able to convince your customer that you are all right. If you have patience you can almost always bring him to think the same as yourself. In this manner you gain the confidence of your trade and before long you have gained a reputation for honesty and fair dealing. There is nothing more gratifying to a manager than to be looked at in this manner by

the trade and to feel that he has made all the little difficulties satisfactory. He must deal likewise with all his salesmen, and to the bootblack at the stand he must be kind, yet with a firm determination that they shall do their duty to the firm. A manager must at all times feel the same as though it were his own store. He must be thoughtful and loyal to his firm. If he is all this he is all a manager can be. A salesman or manager should never be idle. If the trade is slow coming in there is always plenty to do—the stock to be dusted and labeled and put in shape to handle the trade. Stock in a department store should be handled the same as in the regular shoe stores, shelved in alphabetical order—A B C D, etc.,—and sized according to the amount of space you have to work on. I always bulk my stock and have no surplus. I do not believe in having surplus stock. Get rid of it. Place it on the counter or shelves with a determination that you are going to have it sold, and work for it, and you'll come out all right. In this manner I have got rid of over 500 pairs of shoes in one week which some firms would call old styles.

There is nothing like the firm will power that you are going to sell them. Work on that point and it will always bring you out with no surplus stock. No matter what your capacity, always remember that you are to work for the firm and you will be sure of success. Just keep on moving.—F. P. Goodwin in *Boot and Shoe Recorder*.

**As Her Husband Looked at Breakfast.**  
"Goodness, me! Why have you got that newspaper propped up in such a ridiculous manner?"  
"Just to remind me of George. I hardly miss him with that before me."

**The Celebrated "Ione" Shoe for Men**



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

**The Western Shoe Co., Toledo, Ohio**  
Distributors

**COLD WEATHER SHOES**



We carry 36 different kinds of Women's, Misses' and Children's Warm Shoes and Slippers.

Women's Button or Lace, Warm Lined, Kid Foxed, Felt Top Shoe, Opera Toe, Machine Sewed.....\$1.00

Same as above in Turned, Common Sense.....\$1.00

Women's Felt, Fur Trimmed, Juliet.....80 cents

Write us what you want and we will send samples or salesman.

**HIRTH, KRAUSE & CO., Grand Rapids, Mich.**

Specialty House.

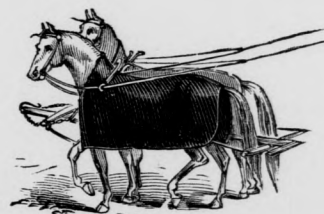
**Waterproof Horse and Wagon Covers**

**OILED CLOTHING**

Paints

Oils

Varnishes



Pipe Covering

Lath Yarn

Rope

Mill Supplies

**THE M. I. WILCOX CO.,**

**TOLEDO, O.**

## Village Improvement

The Union of Unselfishness and Proper Civic Pride.

Should we wish our cities to be beautiful as well as prosperous? If so, in what way may they be beautified and by whom? These questions are asked by Charles H. Caffin in the November World's Work, and they are answered in a way that brings out the essential points in the problem and makes them practical and interesting.

Mr. Caffin makes comparison of the growing beauty of the world's municipalities and analyzes the impulses that are making for improvement. There is scarcely a city in the country of which its own citizens are not proud. In what does this pride consist? Primarily, no doubt, in the fact that their city offers them an opportunity of successful work and investment. Their pride is a personal one in their own achievements, as well as the impersonal one of attachment to the city. But in the bigger cities whole-hearted eagerness for the common welfare is likely to be weakened by selfish individualism. "In some of our biggest cities, where there should be the biggest scope for pride and loyalty, the individualism seems to be most rampant." The larger the community, the more difficult does it become to secure cohesion and co-operation. Differences of races, of interest and of degrees of wealth and poverty, as well as the large area over which the population is spread, render unanimous action impossible and even partial co-operation much more difficult. Men concentrate all their energies upon home and business. It is no longer all for all; but each for self "and devil take the hindmost."

A large number of people, the majority in fact, have no consciousness of the desirability of beauty in a city. When they make comparisons between their own municipality and others it is the conveniences and comforts, or the lack of them, upon which they harp. The dignity or beauty of Paris, while it can not have escaped their notice at the time, has not been brought home to their hearts as a thing that it would be desirable to emulate in, say, New York. Yet if they had learned from the foreigner any wrinkle that would improve their own business they would be quick to adopt it.

Yet may not this same beauty be just such a wrinkle? I think it is worth to the Parisians about \$200,000,000 a year. But I hate to dwell upon this sordid part of the question. There is another and a higher one in the betterment of our own lives, a worthier memorial to the energy and enterprise of the community. In many directions our lives are being bettered. Libraries are being built or enlarged; finer court houses, state houses, banks and public buildings attest the desire for betterment and for fuller expression of the wealth and ambition of our communities. Only in the wider, more comprehensive matter of the city's beauty as a whole is there a marked apathy; in those matters, in fact, which primarily come within the purview of the municipal authorities.

Something more is necessary in a city than the improvement which ensues from the investments of individuals, such as the laying out of streets and open spaces, the beautifying of those already in existence and the various public utilities, lavatories, drinking fountains, lamp posts, street signs and the like; all of which are properly the concern of the community and come within the control of the municipal authorities. In a word, while the desire to beautify the city must have its origin

in the individual, the individualism must act to secure the wider possibilities of beauty. A sentiment in favor of beauty must be aroused. Such sentiment in a democratic city will have to be widespread in order to be effective; equally, it must represent the prevailing conditions by having as its leaders men of standing in the community.

In two fundamental facts—the universal seeking after beauty and the tendency of the rich to make others share in their objects of beauty—we have the rudimentary causes that should conduce to the beautifying of the city.

The city stands to the community as his home does to the individual. "By their streets ye shall know them." It is in the builded records of our cities that an intelligent foreigner could read the strength and weakness of our own civilization. And what would this foreigner see when he visits any of our larger cities—the largest of them, for instance?

He would be struck by the tall office buildings; would have noticed as he sailed into the harbor how impressively they group themselves and rear like bastions against the sky, and would see in them most eloquent testimony to the aspiring energy of the people and to the dignity of their commerce. But as he came to study the subject at close range he would find that no organic arrangement of the city accompanied these great structures; that they start up here and there, according to no general plan and controlled by no provisions for the benefit of all; that their value often depends upon other similar structures not being erected near them; that they abut on streets from which they exclude the air and sunshine; that these streets are narrow, congested and often foul with dirt; and that the general character of the city belies the dignity and convenience of these office buildings. Further, if he should continue his researches in the uptown residential districts, he would find a Riverside drive or Central Park of conspicuous beauty; the one a fine example of nature preserved, the other of natural charm made by the landscape gardener. He would find also a considerable variety of very fine residences and other notable buildings, but the apparently endless monotony of the gridironed streets, especially in the apartment house district, would appal him.

It is the union of unselfishness with proper pride that represents the finer phase of this question. In these enlightened days no city can be accounted great that does not recognize its duty toward the millions of workers within its gates. What is first needed is the creation of a public sentiment toward beautifying our cities.

### Urban Stupidity.

"Henry," said Uncle Amos from Upcreek, who was visiting his city nephew, "who's that man in the house on the other side of the street? Every morning he stands in front of a window and shaves himself. He's done it now for three days hand-running."

"I suppose he has done it every morning for the last ten years, uncle," replied Henry.

"Has he lived there all that time?"

"Yes, and longer than that, for all I know. I've been here only ten years myself."

"Who is he?"

"I don't know."

"What does he foller?"

"I haven't the slightest idea, uncle."

Uncle Amos put on his hat and went out. In an hour or two he returned.

"Henry," he said, "that chap's name is Horton. He runs an insurance office downtown. He's wuth about \$27,000, owns that house an' lot, belongs to the Presbyterian church, has three boys an' one gal, an' he's 46 years old. I've found out more about him in an hour than you have in ten years. Blamed if I don't believe livin' in the city makes people stupid."

## NEW CROP BEAUTIFUL COLOR

ALWAYS UNIFORM

## IMPORTED



TRADE MARK. REGISTERED.

# K O B E

## TABLE RICE

### Orme & Sutton Rice Co.

46 River Street.  
Phone Central 1409. CHICAGO.

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



FOR SALE BY ALL JOBBERS

**SOMETHING FOR NOTHING.**

**Secret of a Grocer's Success in Rehabilitating Old Stores.**

I have found a way to rejuvenate any grocery business, no matter how run down. This information is worth \$500, but as I have plenty of money I shall give it free to readers on the proviso that they raise a monument to me as a public benefactor after I am dead.

I got this tip from a successful grocer who has made a good deal of money out of the grocery business. His great specialty is buying run-down grocery stores at a nominal price, putting them on a paying basis and then reselling them as profitable businesses at a heavy advance.

This man has done this in seven distinct cases that I know of and has realized a lot of money by it. Every one of the seven was a slipshod, run-to-seed place when he took it. Every one was a successful store and making money when he sold it.

How did he do it?

Before I tell you, I pause to settle with myself the question whether I really ought to give any such valuable information. It really seems as if I ought to get money out of this, with Christmas coming on, too, and coal so high. However, I'll do it.

This grocer, who has, apparently, performed miracles, had a little plan that he says was unquestionably at the bottom of his success. The plan was the soul of simplicity, yet when you think of it, it really takes advantage of a universal tendency of human nature.

Say this man would take hold of a store. He would find it run down, badly kept, maybe, and with nowhere near enough trade to pay expenses. The first thing he would do was to give it a good cleaning; if it needed it, and run-down stores usually do; then he would fill up the gaps in the stock and advertise that the place had changed hands.

After the cleaning and the stock taking were over, the grocer would work his scheme. And that scheme, in a nutshell, was simply this: He gave something away to every man, woman and child who came to the store. He did this in two ways: He either had a demonstration going on or he had a boy distributing samples. Every day, week in and week out, one or the other of these free schemes was going on there.

Very often these things cost him nothing. The samples he easily got from manufacturers, who are usually glad to have them given out. Often he got the demonstrators from manufacturers, too; at least if a manufacturer refused to

send a demonstrator there, he would often contribute goods enough for the demonstration.

Or, if this grocer couldn't find any manufacturer willing to do this for the moment, he would demonstrate his own goods at his own expense.

This was the whole scheme and in no case did it fail. It was, of course, helped along by heavy advertising. Most advertising experts would have said the man was a fool to do the sort of advertising he did, but his bank account doesn't say he was a fool.

He didn't advertise his goods at all. He simply advertised the goods he gave away. As a rule, he used a space, he told me, of six inches double column. In this he would simply print the fact that he was giving away samples of such and such goods. I obtained permission to copy one of his advertisements, and here it is:

**FREE SAMPLES!**

I am distributing to-day (May 1) free samples of — Gelatine. It is the best gelatine in the world. Stop in and get one. You are not expected to purchase anything.

**SMITH'S NEW STORE**  
Lenox Street and Broad Avenue

This was the style of every advertisement he used, and the local dailies carried his advertisement every day. His scrap-book of advertisements, which he showed me, showed that when he was demonstrating goods instead of giving away samples he used the same kind of an advertisement, after changing a few of the words.

The scheme was so uniformly successful that this man used the same advertisements in every place he opened up, simply making such minor changes as were necessary.

It always worked in the same way, too. Women came to the store for the free samples and the free mouthfuls, and almost invariably bought something before they went out. Nobody asked them to, but the store was clean and the stuff was there, so they nearly always took the bait.

The gist of the scheme was that the grocer educated the general public up to knowing that no matter what time they went to his store there was something free waiting for them there. Good scheme? Why, it's a crack-a-jack! I don't know whether you fellows have had the same experience with samples that I have had, but I have seen a

woman with a sealskin sacque on and enough money in her clothes to buy a hundred cases of goods, fight and push and scrap for a free buckwheat cake. And when she got it she tripped away with her face beaming with delight and melted butter, happy in the knowledge that she had gotten something for nothing.

Why, I think the grocer who worked this scheme is a genius, because he

sized up human nature so well. The best commentary on his scheme is the money he made out of it, and the money other people are making out of modifications of it all the time.—Stroller in Grocery World.

One can never judge the length of a woman's tongue by the size of her mouth.

FROM A

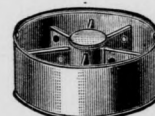
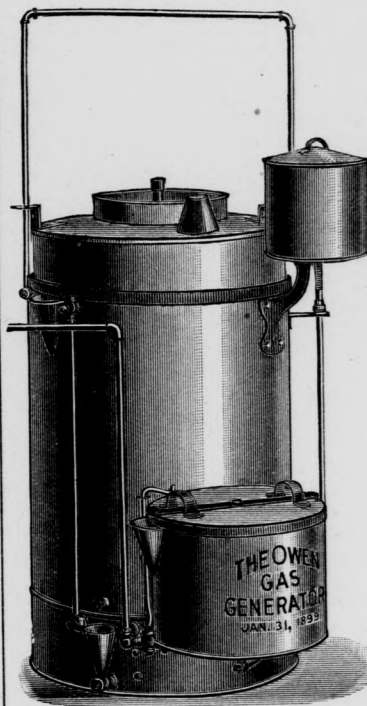
*BUSINESS* Point of View

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New Improved 1901 Model



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**SCOTTEN-DILLON COMPANY**  
TOBACCO MANUFACTURERS  
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OUR LEADING BRANDS. KEEP THEM IN MIND.

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UNCLE DANIEL.  
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HAND PRESSED. Flake Cut.  
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CREME DE MENTHE.  
STRONG HOLD.  
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The above brands are manufactured from the finest selected Leaf Tobacco that money can buy. See quotations in price current.

## Hardware

How the Dealer Evened Up With the Dead Beat.  
Written for the Tradesman.

My friend, the hardware dealer, looked so very pleased that evening that I could not help asking him the cause of his joy, and so he told me all about it.

"You know that skinner of a Bimbleton?" he asked, as a sort of a preface to his remarks.

"Which one?" I enquired, "Jake or Tom?"

You see this dead-beat business sometimes runs so in families that it is a little difficult to tell who is meant when the generic term "skinner" is used.

"Why, Jake, of course. I hope you don't think I'm big enough fool to trust Tom."

"Well, to tell the truth, I wouldn't have thought you guilty of running an account with either. Did you?"

"O, a little one. It didn't amount to much, but there was an account, as you suggest, and now there is none. Balanced it off this afternoon, and that's what I was laughing about when you came in."

"Got in a nice bunch of money, eh?"

"No, didn't get any at all, and it wasn't much anyway—only about \$4—but the whole thing pleases me so much that I have promised to take my small boy to the very next circus that comes along."

"Less than four dollars, didn't get the money, and the man goes into hysterics!" said I in disgust. "If you should happen to make a really good collection sometime, with the cash paid right down, an insane asylum wouldn't hold you. You'll have to be careful. Better let those old matters run and perhaps your son will be able to get something on them after you're gone. For the present I advise a hot mustard foot bath and ice at the back of the head."

"O, you may laugh if you want to, but just the same I am very proud of this collection, even if it was only a small amount, and I merely transferred it from one account to another. If you want to know the rest of it and will try to keep your mouth shut for a few minutes, I don't mind telling you all about it."

Of course I promised, and my friend, the hardware dealer, who likes to talk pretty well anyway, launched forth as follows:

"Year ago last fall Jake Bimbleton was doing a good bit of trading with me. He had a gang of wood choppers and bought all kinds of axes and wedges and saws and chains. I had put in a stock of rubbers, too, that winter, just thinking I'd see if it wouldn't help me sell a little more hardware to the lumbermen. I knew that Jake was no good, but he paid cash right along for everything he got, so I had no fault to find, and treated him the very best I knew.

"Everything went all right until one day he came in with a lot of his gang and went to buying stuff for the camp. They took about \$18 worth, Jake gave me a twenty to change, and after that they discovered that I had rubbers. Happened to be just the kind the boys wanted and, although it was pretty early in the season, nothing would do but they must have a few pairs before the sizes were broken. This rather took Jake unawares, or he pretended it did;

but he had to furnish his men with supplies, if he expected to keep them in his employ, so the only thing to be done was to get the goods. He and I had had an unpleasant little seance on the matter of credit a year or some before, and he hadn't mentioned the matter to me for a long time. In fact, he seems to have a tender spot somewhere, for he hates to be refused credit as bad as any fellow I ever knew. Well, the boys had to have rubbers, and Jake, when he came to size up the thing, was short \$2.50. So he took me aside and alluded to the fact that he had been doing a nice lot of trading with me for a long time and had paid cash for everything. He said he liked my goods the best of any he could find, and if I would only give him a show he would prove that he was a better man than I seemed to think. He admitted candidly that he had been slow in the past, but added that he was getting all his old matters cleaned up as fast as possible, and now that his farm was nearly paid for and he had a splendid job ahead that ought to last for at least three winters, he could see no good reason why he ought not to do pretty well. And when he asked me what I thought of his prospects, I had to admit that it looked to me like a cinch. He was good enough to say he didn't need much credit, so I took him at his word and limited him to \$5.

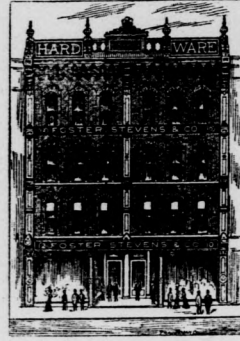
"As it happened, that was one of the best remarks I ever made, but I didn't know how wise I was until afterwards. I told him we'd give him a line of credit of the amount mentioned and that he could use it all he liked; that I hoped he would keep it hot; that all I wanted was to have him see that it never exceeded the limit and was settled at least once a month.

"Jake said it was as good a thing as he could ask for, so he took his gang and went home.

"After he'd gone I wondered if I hadn't made a mistake, for I'd had some little trouble with him in times past and found him rather hard to collect from. However, I consoled myself with the \$5 limit and decided that, come what would, I'd hold him down to that exact figure.

"Well, I don't suppose you'd care to hear all the ups and downs of the account, but in the end we split on the limit. He ran it up to about \$4 and then gave orders on us for rubbers, saying that he would have a scale in a day or two, and would then come in and settle. Of course, I didn't accept the orders, and then it was all off with Jake. He came in the next day looking mad, and wanted to know why his order for a small amount wasn't good, and I told him his orders were as good as anybody's, so long as they were inside the conditions of the account. He admitted that he had no arrangement for a larger credit, but said he couldn't deal where his order for a couple of dollars wouldn't go any time he took a notion to send it in. I suggested the propriety of his giving security on something and raising his limit, but he met that proposition with scorn.

"He wanted me to understand that there were other stores in Michigan than mine and other merchants; that as long as he had done business he had never been so insulted and browbeaten and misused as he had since he had begun to buy from me and that, looking at things from his standpoint, he thought we had better part company. So I told him he would have to be his own judge,



Sporting Goods, Ammunition, Stoves, Window Glass, Bar Iron, Shelf Hardware, etc., etc.

Foster, Stevens & Co.,

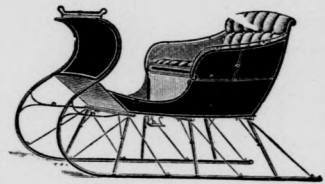
31, 33, 35, 37, 39 Louis St.

10 & 12 Monroe St.

Grand Rapids, Mich.

## For 22 years

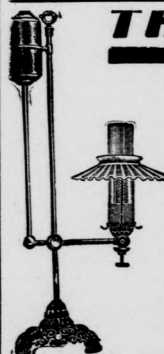
We've been making sleighs and cutters. We make good ones. We ought to make them better than most concerns who have had less experience. We do. We're sure of it. If you want GOOD goods in our line it will pay you to look us up. We have a line which most dealers like better than others. Our catalogue tells a lot about our line of cutters. Write for it. It is free.



Kalamazoo Wagon Co.

Ransom Street

Kalamazoo, Michigan



## 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.



USE THE CELEBRATED

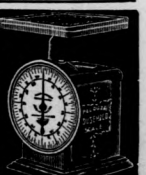
# Sweet Loma

FINE CUT TOBACCO.

NEW SCOTTEN TOBACCO CO. (Against the Trust.)

## PELOUZE SCALE & MFG CO.

CHICAGO CATALOGUE MANUFACTURERS OF HOUSEHOLD, COUNTER, MARKET, CANDY, POSTAL SCALES, SPRING BALANCES, ETC.





that we had kept up our end of the agreement—had furnished the goods—and were ready to keep on as long as he did his part; but that if he had really decided to quit, we wanted our money what little there was of it at once.

"But Jake said he was broke and wouldn't have a cent until he got a wood scale, so I let him go, telling him of course we would expect him in promptly as soon as he got the money. But Jake didn't come, and didn't come, and at last it was getting pretty late in the season before I managed to get my eye on the delinquent. He was quite good natured and as full of promises and as empty of money as any fellow you ever saw. He had quit the cord wood business and discharged all his crew, for reasons best known to himself, but had a little stove wood to cut for a couple of parties and wanted to know if I wouldn't take some for what he owed. I hadn't thought of taking wood, but when he mentioned the matter I thought it as good a thing as I could do. I'd have to buy some pretty soon anyway, and this would just let me out of the scrape. So we made a bargain and I told him to bring along his wood just as soon as he wished.

"A couple of weeks later I saw him and he said he had the wood all out, but the snow was so deep he hadn't been able to skid it out to the road. However, it would only be a few days before he would have it down town. So I told him that was satisfactory and thought no more about it for another fortnight. Next time I saw Jake he came into the store to tell me that he had the wood all skidded out to the road and that he had expected to haul it in sooner, but one of his horses had been sick so he had to postpone it until the following week, when all would again be lovely, and, without doubt, the wood would be forthcoming.

"So, as there seemed to be nothing more I could do about the matter, I asked solicitously after the welfare of the sick horse and was sorry anything had happened to disturb the wonted harmony of the Bimbleton homestead.

"A few days later I saw Jake again. He was emerging from a saloon and averred that he was just coming in to see me about that wood. It seemed that some fellow in town, for whom Jake had been cutting wood, had gotten in a hurry—didn't have any to burn or something like that—and had sent a drayman to bring it home for him. The drayman, knowing nothing about the particular wood that had been cut for the other man, took the first he could lay his hands on, which happened to be

what had been laid aside and skidded out for me. Such a perverse and unscrupulous drayman it had never before been Jake's lot to hear of. However, there was plenty of wood, all cut, and as soon as the roads and the condition of the team would permit, Jake would hustle it right in.

"I supposed then that either he would bring it in or else that would be about the last I should see of Jake. In this, however, I was mistaken. He came in to tell me that a friend of his was stuck on a little logging job about ten miles away and had offered Jake a good thing to help him get out his last few hundred thousand before the snow went off. He could make big money for a short time, and as soon as this was over, would then jump onto my matter with both feet. I had accommodated him, so he said, and I would find that he was square, just as square as I, and I hoped he was.

"I heard that Jake was through with his lumbering job, but as he did not appear in person as soon as I thought he should, I made up my mind he had forgotten all about me; but in this I was wrong again. Bright and early one morning in he came, and said he wanted to tell me that he had to come to town to get a tug sewed up, but he was going right at the wood as soon as he got back, and would like to know where I wanted it piled. That was the last I saw of him for about a month. Then he came to tell me that 'the woman' had gotten out of stove wood when he was away from home and had the kids haul mine up to the house and pile it in the shed. He was sorry, but of course I knew how it was when the women folks got their minds set on anything in petickler. However, it wouldn't be but a few days before he would cut mine. He would have the team right in the woods when the time came, load it into the wagon and bring it to town. Then he asked if I wanted it piled in the same place I had designated before, and went away.

"About six weeks after that I was driving by his farm and thought I'd see whether there was any wood cut, thinking if there was, and Jake couldn't be persuaded to draw it for me, I would send a team from town. Jake was away trading horses, so I talked with one of his boys and the revelations he made regarding the wood business, as conducted by the head of the Bimbleton family, led me to think I would make a shining mark for a confidence man. There was no wood, had been none, and, as there was no suitable timber on the place, the

odds against there ever being any were very, very heavy.

"I looked the place over, couldn't see a thing to levy on, made up my mind it was a 'bad job' and came home. I never said a word to Jake, and I think he decided after a while that I had forgotten it. At any rate one of our good customers phoned in yesterday to see if we would honor his order for ten dollars. He said that Jake Bimbleton had been doing some work for him, and couldn't wait a minute for his pay. We told him we'd rather have such an order at the present time than the cash, and although he seemed a trifle surprised at our enthusiasm, he thanked us and asked no questions.

"When Jake brought in the order, I managed to be out of sight, and my partner met him. He said he had a little document he'd like to trade out if it was any good. John looked surprised and asked what sort of a document it was. Jake showed it up and was informed that it was perfectly good, or would be as soon as his name was written across the back. Jake finally accomplished the task, although it was very hard work for him, and then he said he wanted to get a cross cut saw and some axes.

"John said he'd wait on him just as soon as he looked up his account and found how much there was coming to him. The expression that went over Jake's face wasn't pleasant by any means, but it was very satisfactory to me, as I happened in just at that time. He talked ugly at first, declared he wouldn't pay it and demanded the order returned. After he found that wouldn't work, he coaxed us to let him off for just a few days, until he finished the job he was going to use the saw and axes on. At last he worked himself into such a condition that he actually shed tears. It was really quite funny. But in the end he compromised by saying he'd trade out the balance of the order, and that would be the last time he'd ever step inside our store. He has promised to advertise us from one end of the country to the other and kill our business. Don't I look tolerably cheerful for a man who is on the verge of ruin?"

And I had to admit that he did.

George Crandall Lee.

Willing to Arbitrate.

"Are you willing to arbitrate?" asked the employer.  
"Certainly," replied the walking delegate, "provided I am given positive assurance beforehand that the decision will be in accordance with our way of thinking."

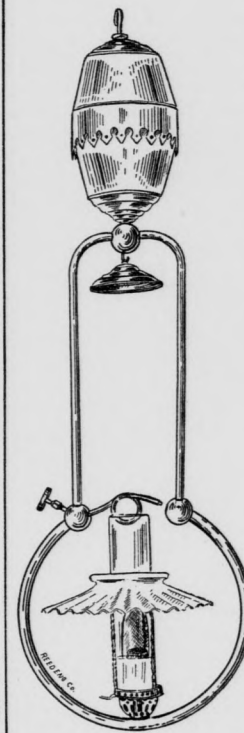
## Double the Stock

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

Brown & Sehler,

Grand Rapids, Mich.

## LIGHT! LIGHT!



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

**Pentone Gas Lamp Co.,**

141 Canal St.  
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Bigger Box.  
Same Price.



# Enameline

THE MODERN STOVE POLISH  
IMPROVED QUALITY



Liquid===  
Best Yet!  
Fire Proof!!

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

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

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

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

## PLAIN TALK.

## How It Reformed An Unprogressive Merchant.

Ever since Mark Peterson had been in business in Greylock he had had a grievance. Here he had gone and put his money into that store with the expectation of building up a good business for himself and the town and now the people wouldn't trade with him. He felt and said at the time that Greylock was too near Grand Rapids for a man to set up a clothing store; but every man he spoke to said and insisted that it was just the thing. Any town of three thousand could and would support a store of that sort; and then, too, there was the country trade to be depended on. No doubt about it, a man with a little capital and drive in him would do well. He had both and gone ahead, and what was the result? Every time Leverett Johnson or any of them upper-crust fellows bought anything that amounted to anything, they'd put off buying until such time as they could go to the city and then they'd unload and come home and brag how much cheaper they'd got things than they'd have to pay in Greylock.

Take that Jim Harriman. Way back in the summer he came in here and pawed over the whole stock pretending he was going to get him a winter suit—a bang up one. Didn't find what he wanted and nobody expected he would, but instead of saying what he wanted and giving the trade to the town that had a right to expect it, what does he do but wait until Thanksgiving and sneak off to Grand Rapids and come home gay as a peacock "with a suit he paid two dollars more than I could have sold it to him for. Add that to his fare there and back and see the bargain he got; and Jim Harriman is no worse than the rest of 'em. Get a man to invest his money so that he can't get away and then treat him like that."

After Peterson had told that story forty-nine times the people in the neighborhood got tired of hearing it. When it reached up into the seventies they determined not to hear it any more and they avoided him as they would any other nuisance. That angered him and he persistently kept at it, making the most of every opportunity to air his grievance. Mail time and the postoffice finally became the time and the occasion for him to air his woes and one Saturday right in the middle of a mail Hickson, the lawyer, came in for his mail. That furnished Peterson an apt illustration which he used at once.

"Take Hickson here. He was one of the hottest men in town for me to sink my money in clothing and look at him; he hasn't got on a thread that he didn't buy in Grand Rapids. Look at that white necktie. Even that came all the way from there; 'n' so it goes. I'm about tired of it."

Hickson finished pulling his mail from the box, shut the box door with a smart snap and then faced the crowd and Peterson.

"Peterson," he said, "every word you have said about my clothes is true. I haven't a rag on that I didn't buy in Grand Rapids. I'm going to tell you why. It won't be any news to you or anybody here, but your going to hear it all the same. I patronized you and paid you town prices which you insisted on asking until I looked like an old hayseed. I won't wear handmedowns and you say that you can't afford a tailor, so that settles that. I get my hats in the city because my head is an odd size and

you say that I'm the only man in Greylock who wears it and of course you can't be expected to keep that size on hand just for me. I ordered a dozen shirts the other day from the manufacturers, because I want that particular make and won't have any other. I asked you to get 'em and you said it would cost more than it would come to. The maker got the order and the shirts, including the express cost, me 50 cents more than I would have paid you; but I'd rather pay a dollar more and get what I want than wear the shirts you wanted to load on to me. I wanted a pair of walking gloves. You didn't have 'em; you did have a lot of thick driving gloves. I suggested that you could get me some, but there wasn't profit enough in a single pair to pay for the trouble. I got the gloves and have 'em on—no thanks to you.

"I wanted a pair of shoes and so did my wife. She likes a certain make and so do I. More than that, we are going to have 'em. For the sake of patronizing home trade I came to you and had the trouble for my pains. It was the old story with the additional courtesy that I was no better than my neighbors who were wearing what you had on hand. I have on a white necktie. It cost the enormous sum of a dozen for twenty-five cents. Did you get it? Not any. Grand Rapids furnished it. A month ago I came to your store, if it can be called that, showed you what I wanted and, as usual, you didn't have any; but you had ordered some and they would be here within a week. At the end of the week I came for the ties and they hadn't come. They were coming by freight and would be here in a fortnight. The Marchbank's wedding was coming off within ten days and I couldn't wait. I at once sent to my Grand Rapids man and three days after the ties were here with a note regretting that the order had not been more promptly filled; but that particular tie had all been sold and the Chicago house had been wired to send the goods directly to me. The point after all is this: Your ties have not put in an appearance yet and when they do come they won't be what I ordered, because you can't make as much on that kind as you do on the coarse ones you always buy and which I won't wear anyway.

"Now, Peterson, I'm not the only one that complains. Here's a crowd of Greylockites. How many of you, fellow citizens, have kicked against the same thing?"

The roof of the building didn't fly off; but the reason is because voice force isn't so powerful as dynamite.

"There you have it. Now I'm going to tell you something. The people of this town are not going to put up with this thing any longer. You think you have a grievance; we know we have one and we're going to put a stop to it. If I can get what I want at a reasonable rate at Grand Rapids, there's no good reason why we shouldn't get it there and we're going to. Either you'll do it or somebody else will. There's a good place in Greylock for a thrifty store and we're going to have one. The Grand Rapids people are all ready to open a branch house and are only waiting for the word. It depends on you whether they will get it. I've a letter in my pocket asking how the land lies. I'll put off answering it for a month. In the meantime if you like the looks of things, you can keep right on. It won't make any difference to me. I can still buy the things you won't get for me at

the same rate per cent. of saving; and if you can stand it I can. You must remember, though, that that Grand Rapids house is already for the move and when the time comes will be here and opened up before you have a chance to catch your breath. That's all."

Hickson walked off arranging his mail as he went and the crowd dispersed, Peterson with the rest. He went away with his head down. He didn't lift it all the way to his store, and the clerk after giving him a good look concluded he'd rather not ask what the matter was. He found out a little after without asking. He figured it out from a single remark of Peterson's shortly after he came in: "Joe, you run over that list of orders and write to the parties filling them to do it at once and send the goods right straight off by express or there'll be the devil to pay."

That was all; but the Greylock people do no more trading out of town.

Richard Malcolm Strong.

## Fruit Cure For Some Ills of the Human Body.

The curative value of fruit is becoming more and more insisted upon by those who make a study of dietetics. Grapes are recommended for the dyspeptic, the consumptive, the anaemic, and for those with a tendency to gout and liver troubles. Plums, also, are said to be a cure for gouty and rheumatic tendencies. The acid fruits, especially lemons and oranges, are particularly good for stomach troubles and rheumatism.

It is not sufficient, say the advocates of the fruit cure, to eat a small quantity at breakfast or dinner. One should eat from two to eight pounds of grapes a day, or, if oranges are the curative agency, the number to be eaten in a day may vary from three to six.

A healthy condition of the body depends upon a perfect balance of foods taken. There are many other factors entering into the question, but this feature must not be forgotten. Few people there are who can keep healthy without fruit.

How absurd, some one says, to be told to eat fruit when everybody eats it. Yes, but how do you eat it? Do you take a definite amount of it, the same as you do of meat and potatoes, or do you eat it as you do candy?

If you suffer from an acute attack of indigestion after a dinner of soup, meats, pickles, sauces, salad, cakes, pastries, with spices and condiments enough to blister the skin, to say nothing of the delicate lining of the stomach, pray do not aver that indigestion arises from the morsel of fruit taken at the end.

Be honest with your stomach for a month. Eat no more than you need of simple food, into which the true luxuries of nature, such as apples, oranges, pears or other fruit, shall enter. Try, if only as an interesting experiment, to eat sparingly of the cruder articles of diet, and more of those suited to your real needs, and see to it that fruit forms a part of each meal.

"But there are so many kinds of fruit that I can not eat."

There it is again. Because you can not eat seventeen kinds of food at one meal, ending with fruit, it, of course, was the apple or the strawberries that did the harm.

"But doesn't fruit make the blood thin?"

"It certainly does, and we are mighty glad of it. Ask any doctor who has practiced medicine for ten years with

his eyes open, and he will tell you that the great majority of grown-up folks have blood too thick.

The minerals and natural acids of the fruit are the very best conceivable remedies for this thickened condition of the blood. Fruit then becomes both a food and a medicine—a necessity and a most delightful luxury.

If You Must Smoke Do It With Leisurely Puffs.  
From the Chicago Tribune.

There are many pipe smokers who do not know how to get the best there is out of their indulgence. The great point in pipe smoking is to smoke slowly. Nervous smokers smoke too rapidly and burn their tongues with hot smoke, besides failing entirely to get the fullest and best flavor out of the tobacco. It is all a matter of habit, but slow smoking is a habit which it is hard for some people to acquire. In some cases pipe smokers have tried for years to check their smoking speed without success. They begin too late, and the habit of rapid smoking is shaken off with difficulty when it is once acquired.

Rapid smoking is as bad as rapid eating or worse. It is also "bad form," whether it is cigar, pipe or cigarette. The smoking should be deliberate in order to get the fullest enjoyment. It is especially so with a pipe. Many persons have smoked all their lives and yet do not know how to smoke. It is as painful to watch some people smoke as it is to sit at the table with a man who "gobbles" and "gorges" his food on the "fifteen-minutes-for-refreshments" plan.

The deliberate pipe smoker gets out of his pipe an enjoyment of which the rapid smoker has no inkling. A cigar which has once gone out has its flavor ruined forever, for nothing is more obnoxious to the sense of smell than a newly extinguished "butt." The beastly persons who take their beastly "butts," half-lighted or newly extinguished, into the elevated and surface cars should have some punishment devised for them—something humorous with boiling oil.

But it makes no difference to the flavor of a pipe how many times it goes out. Fastidious pipe smokers always have at least two pipes at hand and never refill one until it is entirely cooled off. This is a help toward good smoking and a reasonable life in a pipe. A good way to tell if you are smoking too fast is to hold the bowl of the pipe in your hand. If it is too hot to be held with comfort, then you know that your smoking speed is too great. Good tobacco, a good pipe and deliberateness are the prime essentials in pipe smoking. Eat slowly, smoke slowly, drink seldom; so shall you live long in the land and enjoy the fulness thereof.

## Johnny on the Dachshund.

The dachshund is a dog. He is a very short up and down, and very long lengthways. His forelegs are quite crooked, which is a good thing for him, because if they were straightened up his shoulders would be about four inches higher than the remainder of him. The dachshund wears his ears low down. He is quite docile, but prefers the German language to any other. It is very amusing to see a dachshund chasing his tail which he can not do gracefully on account of not having enough legs. If I had to be a dog I would much rather be a large Newfoundland; still we must not repine at our lot. Whatever Providence orders is best for us. Our hired girl says her cousin once had a dachshund that got in his way when he was chopping wood and he accidentally cut the dog's tail off. At 9 o'clock next day the dachshund emitted a frightful scream. He had just found it out. A dachshund is the only thing you can not buy at a department store.

## Full-Fledged.

"Oh!" exclaimed the young bride, as they sat at breakfast in the restaurant, "what a tiny little egg the waiter's brought you. Isn't it cute!"  
"No, dear," he said, after breaking it, "not cute exactly. It's chic."

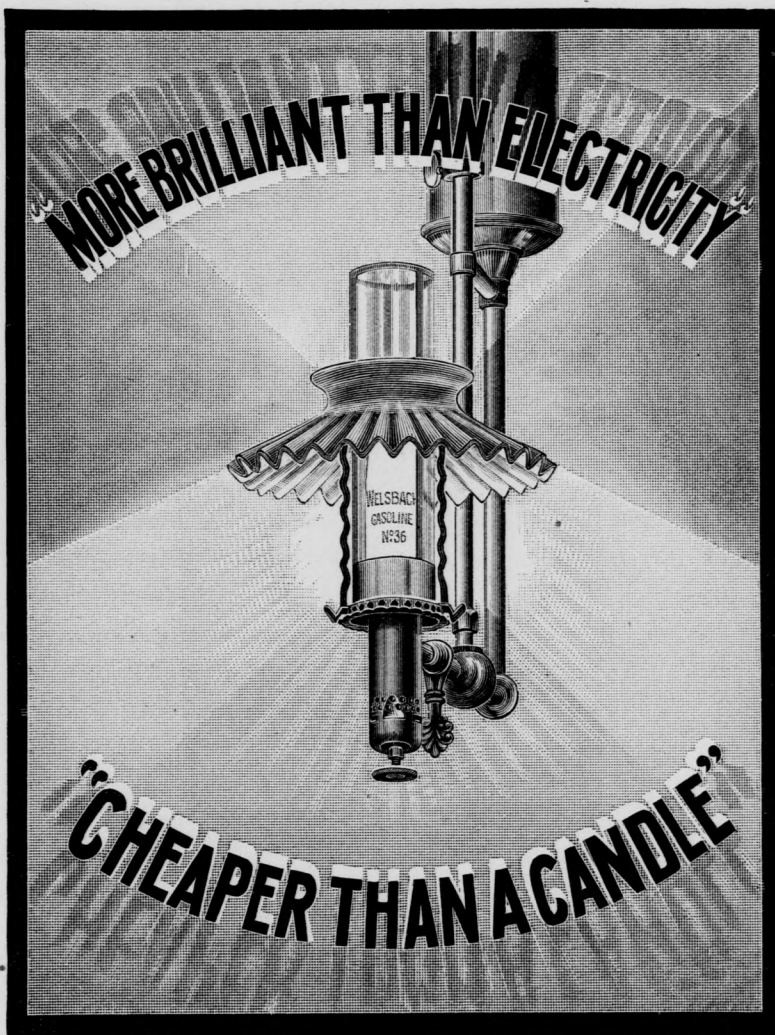
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MICHIGAN OFFICE

233-235 Griswold St., Detroit, Michigan

A. T. KNOWLSON, Manager

## Woman's World

### Companionableness the Cement Which Holds the World Together.

If it were my precious privilege to be a fairy godmother to a girl, and bestow upon her some gift that would be an open sesame to all hearts, I would give her the art of being companionable.

Beauty is, of course, highly desirable, but we tire very soon of the woman who is nothing but a living picture. Wit and cleverness are all very well, but no one wants an uninterrupted round of bright sallies any more than he would want to make three meals a day on salted almonds and biscuit glace, but the woman who is companionable, who can fit into any picture, join in any chorus, blend into any mood of others, has that indestructible charm that will stand the wear and tear of life, and of which we can never have enough.

This art of being companionable is one that women understand far less than men, for with women bon camaraderie is an acquired virtue. It does not come by nature. In her heart every woman cherishes a deadly suspicion of every other woman, and most men; and she is always afraid to be pleasant to strangers for fear they may not be in her own particular social strata. The idea that you may spend an agreeable hour or two with a person who is either above or below you, and then, in the slang of the day, "forget it," does not seem to occur to her.

If you want an example of this you have only to note women and men when traveling. Every man on the sleeper will make the acquaintance of the other men, and before the day is over will be swapping cigars and reminiscences and yarns with them, but the women will all be sitting bolt upright, each in her own particular section, glaring coldly at each other and as silent as the sphinx. Attempt to break down this icy barrier and you do it at your peril. They have read in the Ladies' Home Journal that you must not make indiscriminate acquaintances while traveling, and if you speak to one she will make a frantic clutch to where she has her money sewed up in her dress, and get a death grip on her pocketbook, and turn on you a look that says plainer than words: "I had my suspicion of you from the first, and now I know you are a bold thing and no better than you should be."

Aside from this phase of the question, however, there is the more serious one of the lack of companionableness among women that we see in daily life, and that makes friendship nothing but a hollow mockery. We all know dozens of women whom we respect for their intelligence and culture, and revere for their virtues, and love for their amiable qualities, but how many of us know even two with whom we would voluntarily elect to live? As a general thing, the less we see of our friends the better we like them, and all because they have never acquired the art of being companionable.

There's Mary Brown, for instance, who is a saint if there is one on earth, but she is a continuous performance preacher who would drive a comfortable sinner into an asylum in six months. There's Susan Jones, who is so clever that she positively scintillates, but she is as full of angles as a right-angled triangle, and life is full enough of trouble without having to be perpetually dodging somebody's peculiarities. There's Flora de Smythe, who is so

noble and sweet, and whose good qualities we admire so much from a distance, but Flora has "ways," which is another form of expressing adamantine selfishness. There's Jennie Black, whose conversation is like a dash of Tobasco sauce. It can liven up any dinner, but heaven defend us from having to live under the roof with a woman who is always behind time, and who always has to have things just so.

And so the list goes and then you think, perhaps, of one woman who has none of the startling attractions of the others, who is neither over-wise, or witty, or pretty, but who has that indefinable quality that makes you always want to have her about, and grip her to your heart with hoops of steel.

She may not say anything worth repeating, but she falls into the moods of those about her, and she laughs with those who laugh and weeps with those who weep. She is interested in other people's affairs, and is willing to listen to your hopes and plans, instead of always discoursing about her own. If she is highly educated, her knowledge sits lightly on her, and she isn't forever correcting everybody else's history and grammar and pronunciation. If she visits you she does not give you overmuch of her society. If she travels she does not expect to monopolize the best seat and run the itinerary. She recognizes that other people may have preferences for certain things as well as herself. If she is a girl she does not try to make every man fall in love with her, and if she is a married woman she is not always flinging her husband, as if hers were a personal triumph, into every other woman's teeth.

The woman who is companionable, who is simply comfortable to live with, is such a rara avis that it frequently occurs to me to speculate on why girls do not think it worth their while to cultivate this fine art of being agreeable. They do not do it. Each one believes that she is the "it" of creation, and that it is the duty of the world to defer to her and make things pleasant for her, and so she goes serenely on her way, and we all wonder why it is that there are so few women we really like to be with for more than fifteen minutes at a time.

To my mind the art of being companionable is the answer to two, at least, of the vexed questions that every woman has to solve—how to keep her husband and children at home. Every engaged girl is led to believe, of course, that her adoring Augustus desires nothing else but to spend the balance of his natural life in gazing enraptured on her rosy cheeks. Her stern parent has had to chase him home every night at 11 o'clock, and she does not apprehend that she is going to have any of the troubles about the staying-out-at-night business that other women have. But, alas! she finds out that after marriage she can no more get him in by 11 o'clock than before marriage she could get him out, and if she is a sensible woman she sits down and does some hard thinking.

Ninety-nine times out of a hundred it is because she has not learned the art of being companionable, and when the fire of romantic love burns itself out, as it is bound to do, she is not clever enough to become her husband's chum. She burdens him with household mishaps; she nags at him for his faults; she grows querulous and dissatisfied, or, perhaps, she merely becomes stupid and uninteresting, and she sends him

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#### Pure and Wholesome

There can be no rash or ill effects so common to the users of most Buckwheat Flour. Before we grind the wheat we take off both hulls. We eliminate every bit of the "buckwheat poison" before we crush a kernel. We get less pounds of flour to the bushel; you get more pure food, more wholesome pancakes, and we save your hide.

**Muskegon Milling Co., Muskegon, Mich.**

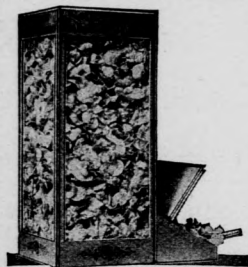
### A Repeater

Not long ago I sold a Lansing, Michigan dealer one of my show cases and ten pounds of

#### Red Seal Brand Saratoga Chips

for \$3.00 and here's the way it repeated:

Order No. 2 for \$4.50 Worth, Bulk net Weight  
Order No. 3 for \$6.00 Worth, Bulk net Weight  
Order No. 4 for \$9.00 Worth, Bulk net Weight



All in a few days. Can you afford to let chances like this slip by? My Lansing customer's experience is no exception to the average. If you buy my show case and sell my clean, fresh chips you can't fall down on my \$3.00 proposition. The 10 pound- of chips retail readily for \$3.50 to \$4.00. You get the show case free and your trade will keep you refilling it at a nice fat profit. Give me an opportunity to prove what I claim. I'll treat you right. Or order through any jobber.

**J. W. Meyer, 127 East Indiana Street, Chicago, Ill.**

away from home, to other men, or other women, for his companionship.

"Are you going to take your wife with you on your travels?" asks one man of another, according to the comic paper.

"Oh, no," replies the other, "I am going on a pleasure trip."

A bitterer satire or more searching arraignment of woman's failure as a wife has never been made than is compressed in that little story, and the pity of it is that it is so true. Look at a man and woman on the street, both walking along with a wearied and bored air; observe a couple sitting up in deadly silence between the acts of a play. You do not have to ask if they are married. You know.

I have seen a woman, whose bookish husband was fond of reading aloud at home, wait until he paused to take breath and then break in with something that showed she had not followed a word. I have known women who religiously sat down upon every fad and home amusement of their husbands, and ridiculed their pet theories until the men became silent and austere. I know of plenty of families in which there is no cheerful home gossip about the hearth. All of this is a woman's fault. It is in her province to make her home such a comfortable place, and her society so fascinating that all others will pall beside it. If she is not the trusted friend and confidant of her husband she has only herself to blame.

It is the same way with her children. She has the first show at them. It is her privilege to bet her closest friend, the sharer of every thought and hope and joy, and if she finds that her daughter is going to some other woman with her first love secrets, or her boy is telling his ambitions to somebody else, let her write herself down as a failure, for she has missed not only the duty, but the reward of motherhood. There may be many qualities that have a higher sounding title than companionableness, but the woman who is always pleasant and agreeable as a friend, who is her husband's confidant and her children's chum, is the cement that holds the world together.

Dorothy Dix.

**Right Kind of Jolly.**

A grocery clerk was at leisure the other day and seemed to be in excellent spirits. He was asked what made him feel so good. He replied: "Well, I'll tell you. Our boss went away the other day for a little vacation. Before he went he called the clerks around him and said, 'I am going to leave the store in your hands. I want to tell you that I trust every one of you from top to bottom, and when I go away I will feel just as safe, so far as my store is concerned, as if I were here myself. I know every one of you will work just as hard and conscientiously as if I were present, and therefore want to bid you good-bye with a feeling of trust and of confidence.' Well, that was enough for us. We all felt like falling on his neck and weeping, for his remarks made us feel like men and not like slaves. Since he went away we all have worked as we never worked before, and there is not a man of us who came in late in the morning or overstayed his lunch hour. To tell the truth, I am happy in working for such a man and have given more time and attention than ever to the store."

Such a proprietor as that mentioned in the foregoing story is certainly a bright, particular star, and a genius this business. A jolly like that, even if it was a pure and simple jolly is certainly effective with the average and more than average employes. It appeals to their manhood and to the sense of honesty and appreciation which exists in almost every breast.—New England Grocer.

**The Necessity for a Combination Room.**

Grand Rapids, thank heavens, has not yet reached the point where it is necessary to pack human beings away in houses, like sardines in a box, but in New York the space problem is a difficult one, and here is the way one architect has solved it:

"I have an architect friend," said the man who knows a good many people, "who has a design for an apartment house that will work a revolution in accommodations for those persons who can not afford to have more than one room. He has fitted up an apartment in his own house as a sample, and it really promises amazing results. I was talking to him the other evening on the problem of city living for people of small means, bachelors and bachelor maids, and that kind principally, when he asked me to come with him and see what he had evolved on that line. We went up to his third floor—he is able to own a house of his own—and he ushered me into an apartment which was about twenty feet long and ten wide, with a fine, large window at one end and a small door at the other. He asked me what I thought of it, and I looked around a minute to reach a conclusion. It was nicely carpeted, there were some chairs, and there was a two-light chandelier about the center of the ceiling. The room was nicely papered on one wall and at the ends, but the opposite side wall was entirely wainscoted, as I thought. I told him it looked all right for a sitting room for one, but beyond that its usefulness seemed to me to be somewhat restricted. He laughed, and asked me if I really thought so, and, going over to the wainscoting, he turned up a little handle and opened a door.

It revealed a closet big enough to accommodate all the clothes an ordinary person would care to have. Below it there was a drawer for shoes and that sort.

"Then he went right on with his revelations, leaving me to stare at him. He turned down a nice bed similar to the sleeping car variety; adjoining it was a chiffonier with half a dozen drawers in it and a glass at the top, the glass being concealed by a lid which dropped down, making a shelf for toilet articles. Beyond was a washstand opening up in the same way, with water tank, bowl, slop jar and all. In another place was a door that fell down, making a small table, and revealing a cupboard where dishes and food might be kept; in still another, a similar lid dropping made a writing table and revealed space and shelving for a good-sized library, with a nook for ink, pens and such things. A half dozen leather-covered seats were hidden in the same way ready to be pulled down for use, and behind each of them was shelving, the depth of the wainscoting being about two feet. Above the bed and elsewhere about the wainscoting were drawers and shelves, room for a trunk, and little cubby holes for storing things, until really in that one wall, twenty feet long and ten feet high, was room for more stuff than nine-tenths of people have.

"I forgot to say that inside of the high closet for clothes was a mirror two feet by six in size and hung just right to see one's self in when he was ready to go out. I looked at the layout of household conveniences in amazement, and when he had shut it up again, leaving a handsome, well-lighted sitting room, I could scarcely realize that I was not in the home of a magician who touched

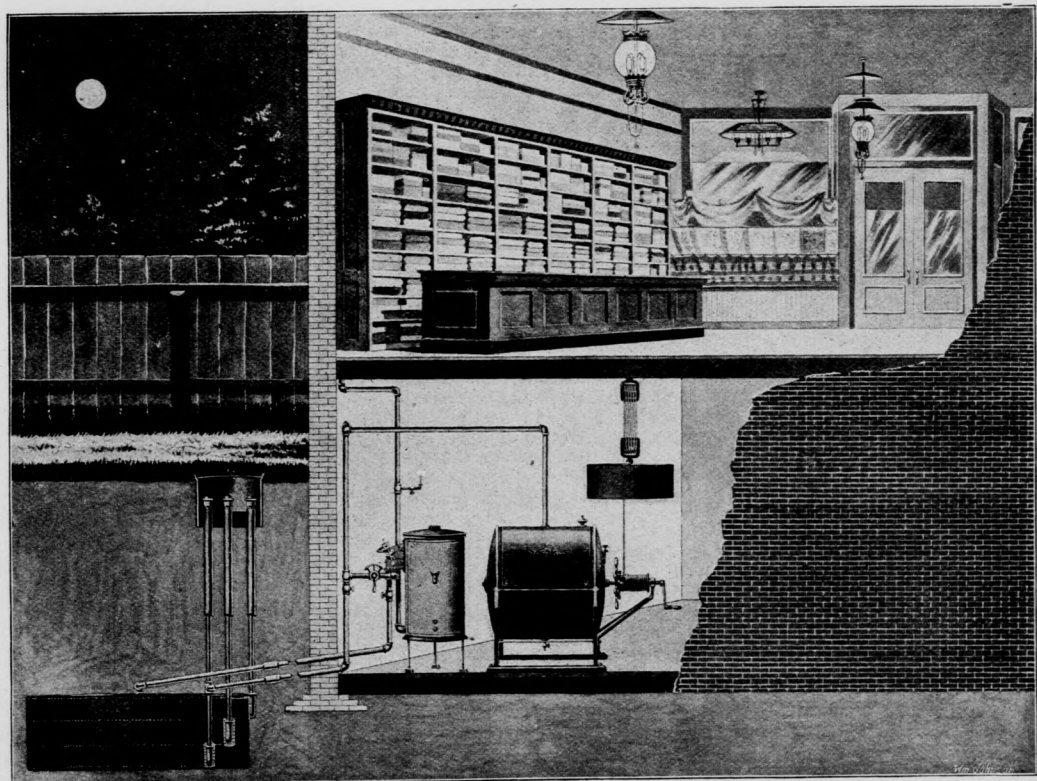
the walls and brought forth what he wished. My friend told me he had more conveniences in mind for rather larger rooms, one being a shower bath to take the place of the washstand. He said his idea was that this kind of a room could be used in houses of any kind, but he designed it especially for the apartment house of the future, where in small space a man or woman might get some of the comforts of a home in a room that would cost only \$15 a month rent, and still be a good investment for the real estate owner. The Lord only knows when that good time is coming," concluded the talker, "but thousands are waiting for it." Cora Stowell.

Julian Ralph tells of one of the greatest and most successful steel manufacturers of England, who declares that he owes the results he has achieved to his visits to America. Ralph quotes this man as follows: "I go to America twice a year simply to be able to do a big business in England. If I stayed at home all the time I would become too conservative and narrow. I would be afraid of big undertakings, I would decline to adopt new methods. But when I have been in America and am home once again nothing daunts me, nothing seems too big to undertake. I make contracts which would stagger me if I had not got this Yankee ozone in my lungs. And I carry them out successfully for the same reason I am made a bigger man, a broader, abler business man, just by getting two whiffs of American air every year."

Lord Sackville West's whole defense rests on his ability to prove that he did not marry the admitted mother of his children. And he is a shining light of the London society which our snobocrats try so strenuously to get into.

Women kiss each other merely to keep in practice. They don't mean it.

# Michigan Gasoline Gas Machine



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

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

## The Meat Market

### The Social Success of the Belgian Hare.

Just as surely as fall comes around the Belgian hare bobs up with fresh claims to distinction. Exactly one year ago he exhibited his greatness at a Belgian Hare Show in Chicago; then he was heard of in Washington, where his habits and usefulness were widely discussed. After that he journeyed to New Orleans and astonished the Southern people by his many and marvelous characteristics; and later still his praises were sung in Boston, where more than a hundred enthusiastic and capacious members of the New England Belgian Hare Club assembled with their friends to pass judgment upon Belgian hare meat as an article of food.

At present this active and renowned little animal is engaged in winning the affections of the good people of Philadelphia. At the Food Show in that city he is reported to be "the novelty of the season," and, consequently, the center of attraction. Philadelphians who have visited the Food Show and are not familiar with the life, the culture and the domestication of Belgian hares, and have somehow failed to taste Belgian hare soup or fricassee, simply have neglected a golden opportunity, and will lose no time in revisiting the exhibition, if they know a good thing when they see it.

But why, in the name of American jack rabbits, should there be such a wide and perplexing difference of opinion as to what Belgian hare meat actually tastes like? As it is, the dish seems to possess a distinctly new flavor every time it is served. In Chicago it tasted for all the world like plover or hardshell crab; in Boston it couldn't be distinguished, when baked, from a delicious slice of roast turkey; in Washington it required the assurances of the chef to convince diners that the dish before them was other than chicken; while the epicures of Philadelphia can compare it to nothing on earth but canvasback duck. In attempting to describe the specific quality of the dish, no one, apparently, has suspected that it tastes pre-eminently like Belgian hare. Why should any one disparage this famous diet by comparing it with such commonplace fare as turkey and canvasback duck?

Another surprising feature of the Belgian hare industry is to be found in the fact that, notwithstanding the immense number of the little creatures now in this country and their extraordinary powers of propagation, the time appears to be far distant when the ordinary hard-working citizen will be able to afford a square meal off them. In Southern California, for example, where the hares are so thick that appeals have been made to the Legislature to restrain their migrations, and the farmers talk of declaring war against what they call the Belgian hare pest, we are told that dressed hare ready for cooking brings 18 and 20 cents a pound. In the South hare meat is about on a par with chicken. Around Chicago it sells at 25 cents a pound; while in Boston the ruling price a short time ago was from 35 cents to 40 cents a pound. Of course, the

hares valued as prize winners, like Oom Paul, Lord Bancroft and Terry McGovern, which were exhibited at the Show in Chicago, command extravagant prices and belong in a class by themselves. One of this trio was valued at \$2,000.

If any one doubts that the hare family is well represented in this country and is likely to become more conspicuous in a few years, here are a few statistics on the subject: A little more than a year ago it was estimated that there were upward of 1,000,000 hares in California and 8,000,000 throughout the United States. The San Francisco Argonaut published at that time an authoritative estimate of the hares' average rate of increase, which stated that one pair of the animals would be represented at the end of a year by twenty-two, and that in five years, if the increase went on proportionately, the descendants of the original pair would number 3,809,322.

Let us remember that it is not, after all, as a source of food that the hare ranks highest, but rather as a producer of fur. Its hide is said to be exceedingly choice and durable and suitable for the manufacture of almost any sort of wearing apparel from a felt hat to a "sealskin" coat. Indeed, it is soberly averred that the hares' cultivation here will result in a saving of millions of dollars annually in the United States which heretofore has been paid for imported Belgian hare fur.

But, however much these interesting little chaps may accomplish in this country, they can not begin to keep pace year in and year out with the claims and aspirations of some of their promoters. To do that, their present powers would have to be increased tenfold.—N. Y. Sun.

### Supply of Fish in the Sea Inexhaustible.

From the Nineteenth Century.

In Great Britain Prof. William C. McIntosh, the leading British marine biologist, has strongly supported the view that the resources of the sea are practically inexhaustible; and in Norway Dr. Hjort and Dr. Dahl are stout apostles of the more hopeful prospect as regards our sea-food supply. Dr. Hjort's discovery shows that there are many million times more young fish in the sea than man had any idea of, and the theory that the young brood carried out to sea perished is proved to be a fable. He made the further remarkable discovery that away out in the open sea, where it was several thousand of meters in depth, he found fish as it were in layers or ocean strata. Some required a line as long as the Monument to reach down to them, others were in still lower depths which would submerge St. Paul's and the monument on top, and with many thousand feet of water below them. There, in these still and dark and hitherto supposed barren regions of the sea, he caught great cod and haddock and coal-fish, sometimes in quantities. Not of least significance is the finding of cod in the deep places of the sea, as in this discovery we have the key to solve the mystery as to where the cod abides when he draws from the coast.

It was formerly supposed that the killing of a cod in roe men the destruction of more than 2,000,000 potential codfish. Now, as Dr. Dahl says, it merely looks like improving the life-chances of the progeny of another cod. Formerly it was considered that the fish production of the sea was a fixed quantity,

which was being continually decreased by man's inroads on it. Now it would appear to be an organism on which the attacks of man can make no real impression. It seems probable, indeed, that in every second, every minute, and every day, more fish are produced in the sea than all humanity combined could devour in the same time.

### How a Blind Man Can Tell Time.

From the Milwaukee Sentinel

Perhaps many people have noticed that the blind man who plays the hand organ day after day at Grand avenue bridge has a watch in his pocket. He has a watch, and can tell time, too.

Yesterday a man dropped a nickel in his cup, and, noticing the watch, asked him for the time. It was a queer question to ask, but he saw the watch and wanted to know whether the blind man was simply pretending to be sightless. "I think I can tell," said the blind man. He held it up close to his ear and slowly turned the stem-winder.

"One, two, three, four, five, six, seven, eight," he counted, and then he said: "That means seventy-two minutes. I wound up the watch tightly at 3 o'clock and so the time ought to be about twelve minutes past 4. Here, look and see how near I came to it."

His questioner looked, and the time was 4:18. He was only six minutes off.

"Do you mean to say that you can tell the time of day by winding up your watch?"

"Not exactly, but I can come mighty near it; usually within ten minutes, and it's very easy, too. All you have to know is how long one click in winding up will run the watch. I'll explain.

Suppose that at 3 o'clock I wind up my watch until it is tight, as we say; that is, until another turn of the winder would apparently break a spring. At 5 o'clock I wind the watch again and find that the winder clicks twelve times before the watch is wound up to the place where it sticks. Then I know that twelve clicks will run the watch 120 minutes and that one click represents ten minutes of time."

### Paraphrasing a Joke.

A big good-natured farmer was waiting the suburban train accompanied by a handsome Gordon setter. Two sons of Britain stood near him. The dog strayed away from his owner, who was reading a newspaper.

"Hey!" called the farmer. "Come here, Locksmith," and the dog immediately ran to his feet.

One of the Englishmen approached the farmer.

"May I ask," he said, "what you called that dog?"

"Locksmith," said the farmer.

"And why, pray?"

"Because every time I kick him, he makes a bolt for the door."

There was a general laugh, in which the Englishman joined.

When he returned to his companion, he remarked:

"Most extraordinary name that man over there calls his dog."

"What?" asked his friend.

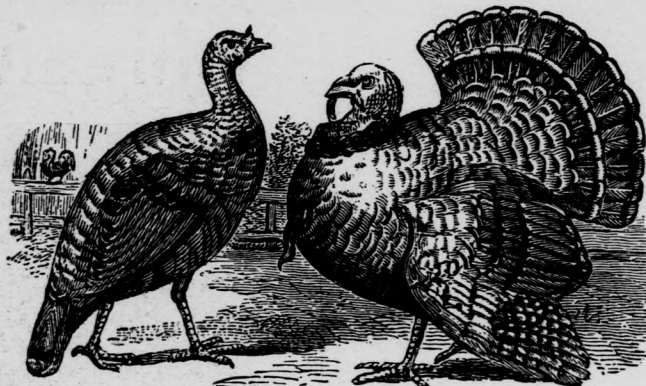
"Locksmith," replied the first Briton.

"And why such a name?"

"Because, he says, every time he kicks 'im he bolts for the doors."

We are continually hearing of woman's rights, but not a word of man's wrongs.

## THANKSGIVING POULTRY



Unsurpassed service, promptness, integrity, responsibility, experience, conservative quotations and we think an unexcelled poultry market, light freight, quick railroad service etc. You certainly are as safe on fancy or other poultry at Buffalo as anywhere. Our oldest shippers are our best references—satisfactory anywhere on demand—also Third National Bank, Buffalo, Berlin Heights Bank, Berlin Heights, Ohio, also real estate security. If we don't please nobody here will. Book of instructions and reliable price current on demand. Start Thanksgiving poultry at once—freight if cold, express if warm. Canning factories, cold storage buyers and the great consumptive demand prevent any gluts at Buffalo and assures as good results as patrons get anywhere. Our 34 years as poultry commission merchants insure careful treatment.

## Batterson & Co.

92 Michigan Street, Buffalo, N. Y.

# TURKEYS AND DUCKS

Will be in good demand for

## Thanksgiving

Have your dressed poultry HERE not later than Nov. 26th. Please bear this in mind. Wire or phone us about the market, etc.

Established 1891.

F. J. SCHAFFER & CO.

Leading Poultry House Eastern Market. 398 E. HIGH ST., DETROIT, MICH.  
Refer to Michigan Tradesman.

**The New York Market**

Special Features of the Grocery and Produce Trades.

Special Correspondence.

New York, Nov. 16—Jobbers of coffee generally report a light run of orders and would-be buyers are not especially interested in coffee at prevailing rates. Prices are too high, they say, to justify any great outlay and they prefer to wait. Reports from Brazil tell of good rains, but intimate that they have come too late to be of much, if any, benefit. It is mighty hard to get the facts in the situation, however, and the trade seems to be divided altogether upon the question of the future coffee supply. Prices are firmly adhered to and from abroad come reports of well-sustained markets. At the close No. 7 is quotable at 6 3/4 c. In store and afloat the amount aggregates 2,200,631 bags, against 1,182,631 bags at the same time last year. Receipts at Rio since July 1 have aggregated 8,611,000 bags against 5,737,000 bags at the same time last year. Mild coffees are so quiet that it might be said there is absolutely nothing doing. Fair to good Cucuta, 8 1/2 @ 9c. East Indias are dull, but prices are firm. Some beautiful Puerto Rico coffee is on sale here at one place. It is certainly most attractive. Pretty costly, though, as the roasted article is held at 29c.

Sugar buyers are very cautious. Even at the recent reduction, there is still a wide margin between raws and refined, and purchasers are inclined to think that a further drop may occur at any time. Consequently, they take what they need, but are not purchasing ahead of current wants.

The tea market is firm and offerings are comparatively light, although the demand is limited. The condition of affairs is much better than during the summer, however, and every importer seems to have great confidence in the future.

There is a small jobbing business being done in rice, but, as a rule, the market during the week has been very quiet. Prices are without any change—choice to head, 5 3/8 @ 6 1/2 c. Foreign grades are quiet and without change in last week's rates. With the single exception of ginger, which is decidedly firm, the market for spices goes from week to week unchanged. Jobbers report a limited trade and there is nothing that attracts special attention; but spices are sought for only in a limited way at most and to report a steady market is the best that can be expected. Ginger, 8 3/4 @ 10c, as to kind.

Molasses is steady and practically without change. Some small lots of open kettle here have sold from 33 @ 38c, and blends at 30 @ 35c. There is a light demand for syrups, as buyers seem to regard the prevailing rates as rather beyond them. Good to prime, 18 @ 23c.

There is a lull in canned goods. Sellers do not seem to be anxious to part with their holdings and, on the other hand, buyers do not seem to be willing to purchase far beyond current wants. Jersey tomatoes have gone up until \$1.25 has been touched. There will come a point when the consumption will decline. Corn is steady, with New York up to 85c for fancy brands. It is likely a long time will elapse before tomatoes are again so much higher than corn. From Baltimore come reports of firm market for almost every line.

Oranges from Florida continue to show better quality and prices show a slight advance, good fruit now being worth \$3.25 per box. Jamaica oranges are firm and unchanged at \$4.75 @ 5.50 per bbl. Lemons are meeting with moderate request at from \$2.50 @ 3.75. Bananas are quiet and the demand is of a somewhat local nature.

Nothing of interest can be picked up from one end of the dried fruits market to the other. Everything is selling with a fair degree of freedom and the holiday trade is making itself felt more and more. Quotations are almost exactly as last noted.

The market for beans is well sustained. Choice mediums are worth \$2; pea, \$2; red kidney, \$2 @ 2.25; California limas, \$3.25.

Potatoes are in fairly large receipt and yet there is no oversupply. Western are quotable from \$2 @ 2.12 for 180 pounds; Maine \$2 @ 2.12 per 180 pounds. Sweet potatoes, Jerseys, are worth \$2 @ 2.75.

Butter is firm and advancing almost every day. For best Western creamery we find 24 1/2 c pretty well established and seconds to firsts 20 @ 23c; Western imitation creamery, 15 @ 18c; factory, 14 @ 15c.

There has been no change in cheese. The demand is light and best full cream is worth 10 3/8 @ 10 1/2 c. Exporters are seemingly out of the market.

The American hen has occasion to be proud. Fresh gathered Western eggs are worth 27 @ 27 1/2 c and ordinary stock 23 @ 26c.

We have received 268,000 barrels of Almeria grapes so far this season, against 182,000 barrels for the same time last year. Bananas since Nov. 1, 160,000 bunches, against 96,000 bunches last year.

**Florida Oranges Regaining Their Former Position.**

Jacksonville, Fla., Nov. 15—A few carloads of Florida oranges have been started toward the market. Shipments from this time forward will be almost continuous, although the bulk of the Florida crop will not be marketed until December and January. A careful estimate corrects the erroneous impression that the output will reach a million and a quarter boxes. It is closely figured by Steven Powers, Secretary of the State Horticultural Society, that 1,100,000 boxes will cover the crop.

It is true, however, that the rehabilitation of the orange industry in Florida since the fatal freeze in 1895 has shown more development in the past year than in the five years previous, and this great factor in Florida's wealth is becoming potent again. Secretary Powers, of the State Horticultural Society, gives out the following interview in response to various questions concerning the season's crop and the outlook:

"The course of development since the freeze has been somewhat slow at first, retarded by climatic conditions and the uncertainty of the growers. This year the trees have made a wonderful growth, the crop is fine and there is widespread encouragement. Probably a million trees were sold last winter, largely for planting in Florida.

"There is little fear of any effective West Indian complication. The Florida orange, backed by American will and energy, can not be displaced. As to the percentage of the orange groves that have been or will be restored, it is difficult to answer. Probably not over 50 per cent. But new groves are being planted, which will be better than restored groves, more durable and more healthy. The restoration of a grove, properly done, enables one to secure fruit quickly, but the trees are not so viable as one grown on its own roots from an original setting.

"Scores of determined and wealthy growers and even poor men are providing protection by the use of tents. One grove at Deland, belonging to Millionaire John B. Stetson, is covered with a vast harbor of fifty-five acres. Many sheds have been erected, costing from \$400 to \$500 an acre.

"Although costly, these structures pay, with good management. One of these groves last winter yielded several hundred boxes of the finest fruit ever

sent out of Florida. It is sold readily in Jacksonville for \$5 a box.

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

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

The Florida growers this year are more careful as to the carrying quality of the orange than heretofore and the fruit will undoubtedly find a more satisfactory market. Floridas are recognized to be superior to Californias, but in the intervening years since the 1895 freeze the California fruit has made big progress on the world's markets and Florida oranges must again work up to their former standing.

**No Longer a Cabin Passenger.**

"Now that I am poor, I suppose you'll throw me overboard!" exclaimed the man bitterly.

"Oh, no," replied the woman. "But of course you can't expect to be a first-cabin passenger any more."

**W. C. TOWNSEND,**

Wholesale

Fruit and Produce Commission Merchant, Eggs, Poultry, Veal, Etc.

References: Columbia National Bank, Dun's and Bradstreet's Commercial Agencies. 84-86 W. Market St., Buffalo, N. Y. Elk Street Market.

**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.

**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

**"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.**

ESTABLISHED 1865

**L. O. SNEDECOR Egg Receiver**

36 Harrison Street, New York

REFERENCE—NEW YORK NATIONAL EXCHANGE BANK. NEW YORK

**I NEED YOUR**

Small shipments of FRESH EGGS for my retail trade.

## Butter and Eggs

Observations by a Gotham Egg Man.

"The dry packed season is not very far off," suggested a receiver, "and it might be well to suggest to shippers to secure their parchment paper. Cheap brown paper which some shippers use is less attractive than parchment, and some cheap paper, especially the soft thick drab colored paper, contains enough acid to affect the poultry, especially if put in freezers to be held any length of time."

\* \* \*

"If some shippers would sort their poultry a little more closely they would realize a larger profit," said another receiver. "I am getting some marks which run very irregular in size and quality. The shipper claims the culls have been sorted out, but so many are left in that buyers only take the goods at a low price. In instances when we have been dull we have had the men pick them over, but this is rarely possible and the shipper pays little attention to my advice to grade more closely."

\* \* \*

"Another trouble we have," remarked another receiver, speaking along the same lines, "is that some shippers do not mark their shipments honestly. The weights are away off, and stock marked fancy contains considerable second grade poultry so that every package has to be examined thoroughly to find out just what its real value is. A shipper can never build up a reputation for his stock in this way and it is certainly to every shipper's advantage to do all he can to make a reputation for his stock."

\* \* \*

"I have often wondered why a poultry exchange would not be a good thing for the poultry trade here in New York," said one of our poultry merchants recently. "The butter and egg merchants meet on 'Change every day and exchange views regarding the situation and I think the poultrymen would find it of much benefit to get together and talk over the situation every day. As it is now, we only know how our own advices are and while we telephone around to our neighbors and ask about the market it takes a good deal of time and as customers come along we have to 'go it blind' and, sell at best terms possible. As it is we often get very little information and wait for the market reporters for a pointer regarding the situation, but all this is unsatisfactory and I think if we all met at some appointed place every day for a few minutes it would be of great benefit to both the receivers and shippers."

\* \* \*

"There seems to be a scarcity of fancy poultry of late and it strikes me that perhaps many shippers are holding back for the holidays," remarked a receiver. "I think a mistake is often made by waiting for a future market. If shippers have poultry fit to market it is a poor plan to decide to hold it for Thanksgiving or Christmas; as so many do that way, there is often a shortage of fine grades of poultry just before the holidays and consequently shippers should watch the market closely and if the outlook is favorable send their poultry along even if it is before the holiday."

\* \* \*

"There is a steady increase in the receipts of spring turkeys," said another receiver. "But the proportion of fancy

is small and it is probable that the weather has been such that few will be in condition for Thanksgiving. With a light crop and few turkeys ready to market we should have high prices for this first holiday provided the weather is favorable."—N. Y. Produce Review.

### The Need of Better Packing.

Observation in the principal centers where eggs are received from widely different sections of the country, put up in all manner of cases and showing the most diverse ideas of grading, even down to the arrivals that indicate that the shipper has never heard of grading eggs, nor that any more attractive package has been manufactured than a lemon box for shipping eggs, is something interesting and instructive. It shows one a glimpse aided by the imagination of that great army of people in some way connected with producing, handling, packing or transporting those eggs, and reveals furthermore the need of practical education in producing and handling eggs for the Eastern markets. Those who daily read the wide range of market quotations and perhaps think there is only an occasional small lot sold at the lower quotations would be surprised to see how large the proportion of eggs really is that shows a lamentable want in knowledge to handle them properly. To see eggs in all the conditions and various stages of deterioration on arrival is to remove all doubts as to the justice of the wide range of prices at which sales are made by the receivers, and the possibility of selling some marks even at the low prices obtained can only be explained by the fact that those careless producers and shippers of the West find their level in a like class of buyers in the East. So long as those at the producing end pay the penalty for their carelessness, there is a class of buyers who are willing to take the stock. There are those who put up eggs that sell on arrival at mark and command good prices even when the market is sticky, when those of doubtful reputation are passed by and remain among the "left-overs."

Shippers of poor eggs are constantly looking for a house that will "use them right," while those who use intelligence and care in selecting and packing meet no difficulty whatever in finding such houses and are not hunting for people to handle their shipments.

The successful egg shipper grades his eggs so his mark has a reputation for uniformity in size, quality and general appearance, and the buyer, learning by experience that he is not disappointed, becomes a steady customer of that mark, using them whether the market be strong or weak.—Egg Reporter.

### Didn't Discover Her Mistake.

Miss Cutting—I have a good joke on my Cousin Clara. Without her glasses, you know, it is almost impossible for her to distinguish one person from another, and this morning she actually talked to a dummy in front of a clothing store for ten minutes, thinking it was you.

Softleigh—Weally! And how did she—aw—discovah her mistake?

Miss Cutting—She didn't; there's where the joke came in.

### Convinced.

Mistress—Did you tell the lady I was out?

Servant Girl—Yes, ma'am.

Mistress—Did she seem to have any doubt about it?

Servant Girl—No, ma'am; she said she knew you wasn't.

### Altogether Too Honest.

"By Jove! I left my pocketbook under my pillow."

"Well, your servant girl is surely an honest person."

"That's just the trouble. She will give the pocketbook to my wife."

### 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.

We are making a specialty at present on fancy

## Messina Lemons

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

E. E. HEWITT,

Successor to C. N. Rapp & Co.

9 North Ionia Street, Grand Rapids, Mich.

## Geo. N. Huff & Co.

WANTED

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

55 Cadillac Square, Detroit, Michigan

R. HIRT, JR.

34 and 36 Market Street, Detroit, Mich.

## FRUITS AND PRODUCE

Write for Quotations

References—City Savings Bank, Commercial Agencies

## C. D. CRITTENDEN,

Successor to C. H. LIBBY.

Wholesale Butter, Eggs, Fruits, Produce.

Consignments solicited. Reference, State Bank of Michigan.

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

## You can get Cars for POTATO shipments

that will make Chicago when you can not get them for other points and that is why you should have a good reliable connection here to whom you would feel safe in shipping or selling.

BY WRITING US

you will be making a move in the right direction. We handle potatoes exclusively in carlots only and it will pay you to look us up and keep posted.

Albert Miller & Co.

4 South Clark St., Chicago

## FREIGHT TRACERS

One copy for R. R. Co., one for your customer, one for yourself, all written at one time—50 CENTS PER BOOK of 100 full triplicate leaves.

BARLOW BROS.,

GRAND RAPIDS, MICH.



**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. EDLEMAN, 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 PANFLIND, Grand Rapids; Secretary and Treasurer, GEO. F. OWEN, Grand Rapids.

**Regular Quarterly Meeting Board of Directors, M. K. of G.**

Jackson, Nov. 16—The regular quarterly meeting of the Board of Directors of M. K. of G. was held at the Warwick Hotel, Grand Rapids, Nov. 16. The members were all present except Mr. Smith. The Secretary's report was read and approved as follows:

Your Secretary would report twenty-five new members received since our last Board meeting and during that time we have lost two members by death—J. J. Seagers, of Saginaw, and Frank F. Bassett, of Milwaukee. We have also had four resignations—Kirk A. Smith, of Kalamazoo; J. S. Phillips, 620 Wellington Flats, Grand Rapids; E. A. Rasch, 901 Majestic building, Detroit; S. L. Otis, of Lansing. The receipts have been as follows:

General fund.....	\$ 17.00
Deposit fund.....	56.33
Death fund.....	5,142.00

The Treasurer reported the receipts of his office as follows:

General fund.....	\$ 376.26
Death fund.....	5,399.79
Deposit fund.....	178.33
Tenant fund.....	82.24

**The disbursements were as follows:**

General fund.....	\$ 376.26
Death Fund.....	4,000.00
Deposit fund.....	122.00

Mr. Koster offered a resolution to amend Article 10, Section 1, to read as follows:

The Secretary shall receive an annual salary of 5 per cent. of all monies collected and placed to the credit of the beneficiary fund and his bona-fide expenses incurred in attending Board meetings and the necessary amount expended for postage in the discharge of the duties of his office, to be determined and allowed by the Board of Directors. Adopted.

An amendment to Article No. 3, Sec. 1, of the constitution was offered by M. Howarn to read as follows:

Any person who has been employed for the term of one year, or more, immediately preceding the date of the application as a traveling man, not over 45 years of age, in good health, not afflicted with any chronic disease, not addicted to the use of intoxicating liquors as a beverage, residing or traveling in the State of Michigan, who is actively engaged in selling goods at wholesale, adjusting insurance or as superintendent of agencies (this does not include any person selling goods to consumers—the object of the organization is to make it strictly for legitimate commercial travelers), is eligible to membership upon the recommendation of two members in good standing and a certificate of health from a regular qualified physician, the approval of the President and Secretary and the payment of one year's annual dues and one death assessment in advance, which shall accompany the application. Adopted.

The following petition was received and referred to the Railway Committee:

We, the undersigned members of the Michigan Knights of the Grip, petition your honorable body to give us better train service for Marcellus. As it is now, the Grand Trunk has no train stopping, going either direction, at Marcellus between No. 9 at noon and No. 6 at midnight. It is a great inconvenience and we desire that you have it changed. Geo. C. Steele, Jno. J. DeShane, L. E. Finont, T. E. McGee, Geo. S. Hartom, E. E. Mix.

Mr. Randall moved that the chairman of the Railway Committee be instructed to take the matter up with the Railway Commissioner, Chase S. Osborne, and see if it is possible to have agents post bulletins in depots when trains are late, according to law. Carried.

Mr. Weston moved that we hold our annual meeting in Lansing, Dec. 26 and 27, Thursday and Friday. Carried.

Mr. Randall moved that we call our regular assessment for \$2 and 1902 yearly dues Dec. 1, to close Jan. 1. Carried.

Mr. Randall moved that \$50 be allowed to the Secretary for stamps for Assessment No. 5. Carried.

Mr. Howarn moved that \$50 be drawn in favor of Post A (Lansing) for sending out invitations to our annual meeting. Carried.

The following resolution was offered by Mr. Randall and approved unanimously by a rising vote:

Whereas—Through united efforts and energetic work, the officers and members of Post F (Saginaw) and Post A (Lansing) have succeeded in adding a large number of desirable gentlemen to our membership; therefore be it

Resolved—That this Board, in meeting assembled, views with pleasure and gratitude the commendable spirit manifested by their members in behalf of our order and recommends to the posts of the State this successful method in enlisting new material; and be it further

Resolved—That a vote of thanks of this Board be tendered the above Posts and members for their interest in our order and that the Secretary be instructed to transmit to the proper officers of the respective Posts a copy of these resolutions; also

Resolved—That these resolutions be embodied in the annual report of the Secretary and read at the annual meeting in December.

Mr. Weston moved that the Secretary be instructed to investigate the claim of B. F. Ranch, of Dundee, and, if necessary, go to Dundee for that purpose. Carried.

Mr. Howarn moved that the Tenant fund be known in the future as the Employment and Relief fund. Carried.

Mr. Weston moved that a vote of thanks be extended to Mr. Gardner, the proprietor of the Hotel Warwick, for the courtesies extended to the members and their ladies at our meeting. Carried.

Mr. Howarn moved that a vote of thanks be extended to President and Mrs. Owen for the entertainment offered the Board and their ladies. Carried.

Mr. Schram offered the following resolution as an amendment to the constitution: Article 7, Section 1, amended as follows:

The annual convention shall be held the first Thursday and Friday in September.

The following bills were allowed and ordered paid:

J. W. Schram, for board meeting.....	\$ 8 12
C. W. Hurd, for board meeting.....	7 32
J. W. Weston, for board meeting.....	5 10
Geo. H. Randall, for board meeting.....	8 48
A. W. Stitt, for board meeting.....	6 50
M. Howarn, for board meeting.....	8 12
L. J. Koster, for board meeting.....	2 78
Hunt Printing Co.....	53 50
A. W. Stitt, stamps No. 3 assessment.....	12 00
A. W. Stitt, stamps No. 4 assessment.....	10 00
A. W. Stitt, office supplies.....	1 05
A. W. Stitt, fees from annual dues.....	4 25
A. W. Stitt, fees from death fund.....	257 10
J. W. Schram, fees from general fund.....	17 00
J. W. Schram, fees from death fund.....	103 18

The following death claims were allowed: F. F. Bassett, Milwaukee, and J. J. Seagers, Saginaw.

Mr. Weston moved that the Board adjourn, to meet in Lansing at the Hotel Downey, Dec. 26, at 1 p. m. Carried. A. W. Stitt, Sec'y.

Labor unions are taking a fall out of the injunction, but from the number of falls the injunction has taken out of them they seem to have a return fall coming to them.

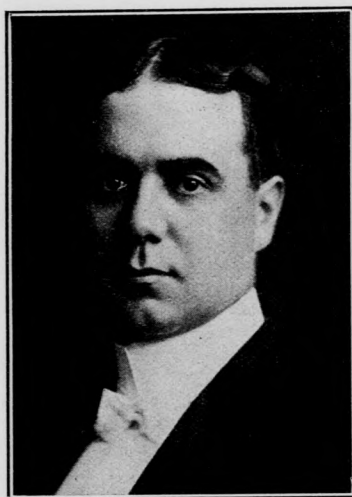
That man who nearly died from having a tooth drawn had better never get in a position where he will get his leg pulled.

**SUCCESSFUL SALESMEN.**

**John A. Weston, Representing Detroit Stove Works.**

John A. Weston was born in London, Ont. He came to Michigan with his parents when he was 12 years of age and lived on a farm for four years. He then went to Bad Axe and secured a clerkship in a hardware store. At the end of three years he accepted a position as traveling salesman for Wyckoff, Tuttle & Co., of Perry, N. Y., his territory being New York, Pennsylvania and Michigan. He remained with this firm for eight years. He then resigned to accept a position with the Detroit Stove Works as its representative for Central and Northern Michigan. He has had the honor of being the banner salesman each year for five years. He is also a member of the firm of Smith & Weston, successful retail hardware dealers of Lansing.

Mr. Weston was married June 7, 1893, to Miss Minnie Truax, of Ortonville, Mich. After their marriage they moved to Perry, N. Y., where they resided a



year. July, 1894, they moved to Lansing, which has since been their home. Their hearthstone is blessed with one son and one daughter.

Mr. Weston is a member of the Presbyterian church and has taken an active part in all movements having for their object the betterment of the city, morally, socially and economically. He has always thrown the weight of his influence with the law-abiding and law-respecting elements of society and his name is found on every petition asking for better laws and ordinances and the rigid enforcement of the laws and ordinances already in effect.

Mr. Weston was one of the founders of the Lansing Newsboys' Association, and at the present time is President of the organization.

Mr. Weston is an ardent devotee at the shrine of masonry and carries into his work a degree of thoroughness and enthusiasm which has naturally placed him in nearly every chair within the gift of the several lodges with which he is affiliated.

Mr. Weston has been an active member of the Michigan Knights of the Grip for twelve years. He has been a member of the Board of Directors for two years, during which time he has improved the opportunity to post himself thoroughly on the various features of the work of the organization, pursuing the subject with the energy and devotion characteristic of the thorough-going business man.

At the last meeting of Post A (Lansing), held last Saturday evening, Mr. Weston was endorsed as the candidate of the Post for the position of President of the Michigan Knights of the Grip and as he is practically the only candidate who has appeared in the field, it seems entirely within the realm of probability that he will receive a practically unanimous vote for the office. Those who know him well and appreciate his abilities feel no hesitancy in predicting that he will prove to be the equal in every respect of the long line of efficient officers who have served the organization in the capacity of presiding officer.


**Gripsack Brigade.**

G. A. McClelland, Northern Michigan representative for the American Malt Cream and Drug Co., was in town several days last week.

Hillsdale Standard: T. J. Jones and W. I. Barnes have started out as traveling salesmen for the Scowden & Blanchard Shoe Co., the former having Southern Michigan for his territory and the latter Northern Michigan and Wisconsin.

Saginaw Courier-Herald: E. P. Rose, of Cheboygan, was in the city on a business trip yesterday. Mr. Rose has for some time been a traveling salesman for the Saginaw Beef Co., with his home in Cheboygan, and has now been transferred to the Upper Peninsula, where he will have charge of that branch of the business at the Canadian and American Soos, and will remove to the latter city with his family. J. S. Tuke, of the south side, assumes his position on the road.

H. P. Merren has opened a grocery store at Sand Lake, purchasing his stock of the Ball-Barnhart-Putman Co.



Livingston  
Hotel,  
  
Grand  
Rapids,  
Mich.

## Drugs--Chemicals

### Michigan State Board of Pharmacy

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

### Examination Sessions.

### Mich. State Pharmaceutical Association.

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

### Necessary Caution in Prescribing and Dispensing New Remedies.

A prescription was recently handed to a Brooklyn pharmacist to be compounded, in which the doctor had ordered full doses of both codeine and heroin. The prescriber probably reasoned that these drugs acted synergistically, as aconite and antipyrin might be expected to do. He had been accustomed all his life to prescribe two or more pain-relievers like belladonna and opium, two or more antipyretics like sweet spirit of nitre and aconite, cathartics like aloin and rhubarb, expectorants like ipecac and squill, and that without reducing the dose of either of the active substances below that which he would be likely to prescribe of one of them alone. He had been taught that synergists, as a rule, only fortify each other in the one direction in which we seek to have them act. He had seen that atropine, while increasing the pain-relieving qualities of morphine, actually lessens its toxic qualities. So great is this power that atropine has become an acknowledged antidote to morphine in cases of poisoning by the latter. Lately, indeed, a case has been reported of a man sleeping off an enormous dose of a mixture of morphine and atropine taken with suicidal intent. There was enough of either alkaloid to have killed several persons, had each been administered separately. Being true synergists, they did not fortify each other toxically, but on the contrary neutralized each other's toxic power.

Had the physician to whom reference is above made known the chemical structures of heroin and codeine, he would have hesitated to prescribe these remedies together. In this instance we have a type of incompatibility peculiar to a large and growing number of the newer remedies, and which has not been specifically pointed out by pharmaceutical journals, but which should be referred to warningly. To dispense together some of the newer remedies in full doses of each may mean unwittingly to double the maximum dose, and thus possibly lead to death. All the remedies to which we refer belong to a few groups or classes, the common chemical nucleus of which in each class is identical. The members of each such class are all distinct, definite chemicals, and in no sense mixtures; but they break up into their constituent radicals in the body and set free exactly the same active agents. In some cases this fact is well recognized, but not in all; hence the danger. Every prescriber of salol probably knows that in the system it yields carbolic acid and salicylic acid, so that he would expect to get a heightened effect of salicylic acid when both this acid and the salol are prescribed together. How many, however, know that morphine, codeine, heroin, and dionin behave in a somewhat analogous manner, and should therefore never be prescribed together in doses the total of

which is much, if any, larger than the full dose of one alone?

No one thinks of prescribing morphine sulphate, morphine hydrochlorate, and morphine acetate together in any other manner than this. Indeed, these are seldom prescribed together at all. This is due to the fact that practical identity of therapeutic results is afforded by them. In the newer remedies such nearly exact identity does not exist. They yield similar but not identical results. Their therapeutically active molecules are modified more profoundly than in the mere production of different salts with different acids. This depth of modification does not, however, prevent the exact identity, and therefore intensification, of action belonging to the organic radicals or ions common to each.

The following ten groups of new organic remedies appear to be proper subjects for the application of a precautionary rule something like this: When two or more of the same class occur in the one prescription, the aggregate of the doses should not exceed the maximum dose of any single one of that group—(1) Resorcin, phenol, salol; (2) creosote, guaiacol, and thiocol; (3) acetanilid, phenacetine, citrophen, kryofine, lactophenin, phenocoll hydrochlorate, and triphenin; (4) trional and sulfonal; (5) chloral, urialum, chloral-amide, chloralose, and dormiol; (6) morphine, codeine, dionin, apomorphine, and heroin; (7) euphorin, neurodin, and thermodin; (8) antipyrin, ferropyrine and salipyrine; (9) beta-naphthol, benzo-naphthol, betol and orphol; (10) salicylic acid, wintergreen oil, aspirin and salol.

While the danger here referred to is largely attached to the exhibition of acetanilid and phenacetine together in full doses of each with the hope of getting a combined synergistic effect, this particular form of danger is less likely to occur in the combination of antipyrin and acetanilid or of antipyrin and phenacetine, because their chemical structures are less nearly akin. The rule specifically applies to those within the same group. As a large number of the ready-made mixtures on the market contain at least one member of one of the groups mentioned above, great caution should be taken by physicians in prescribing with them any medicaments having an identical action; at least the doses should be proportionately reduced. It is impossible to guard against danger without such a precaution, in the absence of definite information concerning the true composition of ready-made mixtures. To attempt to give synergists with secretly prepared remedies is therefore always a risky matter, for it is impossible to predict what the consequences may be.—Merck's Report.

### Adulterated Powdered Ulmus.

J. H. McGehee, a student in the pharmaceutical laboratory of the Alabama Polytechnic Institute, examined twenty-one samples of powdered ulmus to determine to what extent the powdered ulmus of the market is adulterated with starch. Thirteen of the twenty-one samples contained starch. Of these, three contained small amounts and ten were very largely adulterated, one seeming to be almost all starch. In every case the starch found was wheat starch, wheat flour being most probably the adulterant. Three different samples of unground ulmus were examined for starch. None of them responded to the starch test.

### Treatment For Ivy Poisoning.

There are several remedies which are prompt and effective in the treatment of ivy poisoning. Some of them are so certain as to be dignified by many physicians with the name of specifics. Spirit of nitrous ether (sweet spirit of niter) is one of these drugs. It is generally applied clear on cloths. A few drops of solution of lead subacetate may be added to each ounce of the spirit. At the same time a good saline laxative, like Epsom or Rochelle salt, is to be given internally. From personal experience we know that this treatment is very effective. Another good drug, which is highly recommended, is grinnelia robusta. From 1 to 4 drams of the fluid extract, mixed with 6 ozs. of water, is applied on cloths and changed frequently. From 2 to 5 drop doses of the fluid extract may also be given internally, at the same time, every three or four hours.

Another highly valued application is a saturated solution of sodium hyposulphite, or sulphite. Other drugs recommended are ammonium chloride, lead and opium wash (in our experience good only for very mild cases), corrosive sublimate, 1:1,000 to 1:5,000; ichthyol, 10 per cent. of ointment or solution; saturated solution lead acetate (rather dangerous—risk of lead intoxication), yellow or black wash, etc. It is well to bear in mind that after the wet applications have been used for a day or two—that is, after the greater part of the swelling and the itching have been allayed—a dry powder or an ointment will usually prove more serviceable.

It is also well to remember that frequently a person once infected by the ivy will show symptoms of poisoning every year, at about the time the infection took place, for many years to come. Such persons must be treated constitutionally; small doses of sulphur and cream of tartar, of sodium salicylate, or of fluid extract of pilocarpus (jaborandi) will prove useful. Wm. Mixton.

### Cultivate the Students.

Druggists in business in college towns might pay special attention to college students with profit to themselves. Let them encourage medical students to come to them for information on their pharmaceutical studies, and also have cabinets of herbs and chemicals arranged for their inspection. These will be of interest to physicians, nurses and the general public as well. On the opening of college secure a list of students and send them a letter of invitation to your store, and again several times during the term, telling them that they will always be welcome and that you will be pleased to give them any information which will help them in their pharmaceutical work. They will want many things in the line of sundries and appreciating the interest you take in them will come to you and also use their influence with their friends.

The medical students are the future physicians, and by helping them with their work, when their college days are over they will go out in the world with a kindlier feeling towards the druggists and will no doubt be more disposed to work together for their mutual interests. Henry Quincy.

### The Drug Market.

Opium—Is weak and lower, both here and in the primary markets.  
 Quinine—Is firm at the recent decline.  
 Morphine—Has advanced 20c per ounce.

Balm Gilead Buds—On account of small stocks, have advanced.

Cod Liver Oil—Is firmer abroad and advancing in this market.

Cocaine—Is firm at recent decline.

Oil Cubebs—Has declined, in sympathy with the berries.

Oil Anise—Is firm and has advanced abroad.

Oil Spruce—Has advanced, on account of scarcity.

Oil Peppermint—Is very firm and advancing.

Oil Wormwood—Is extremely scarce and steadily advancing.

Oil Hemlock—Stocks are low and prices higher.

Gum Shellac—Stocks are very light and price is advancing daily.

### Clarifying Wine of Pepsin.

The method is recommended of adding gelatine, then shaking with talcum, asbestos, or still better, with kieselguhr and filtering through a wet plaited filter. The clarifying powder should be transferred to the filter and the liquid poured on carefully in such a manner as to prevent washing the powder away from the walls of the filter. If the filtrate does not pass through clear at once, it is returned to the filter until it does.

### Dying By the Gross.

Dr. Gross, the celebrated surgeon of Philadelphia, had been dangerously ill. Shortly after his recovery he met one of his lady patients, who remarked to him: "Oh, doctor, I rejoice to see that you are out again; had we lost you, our good people would have died by the dozen."

"Thank you, madam," replied the affable doctor; "but now, I fear, they will die by the Gross!"

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<b>Aceticum</b> ..... \$ 60 8	<b>Conium Mac.</b> ..... 50 80	<b>Sellae Co.</b> ..... @ 50
<b>Benzolcum, German.</b> ..... 70 17	<b>Cubebe</b> ..... 1 15 25	<b>Tolutan</b> ..... @ 50
<b>Borace</b> ..... @ 17	<b>Exechthitos</b> ..... 1 00 1 10	<b>Prunus virg.</b> ..... @ 50
<b>Carbolcum</b> ..... 30 42	<b>Erigeron</b> ..... 1 00 1 10	
<b>Citricum</b> ..... 45 48	<b>Gaultheria</b> ..... 2 00 2 10	
<b>Eucrochlor</b> ..... 3 5	<b>Geranium, ounce.</b> ..... @ 75	
<b>Nitrosum</b> ..... 8 10	<b>Gossypil, Sem. gal.</b> ..... 50 60	
<b>Oxalium</b> ..... 12 14	<b>Hedeoma</b> ..... 1 60 1 75	
<b>Phosphorium, dll.</b> ..... @ 15	<b>Junipera</b> ..... 1 50 2 00	
<b>Salicylicum</b> ..... 52 55	<b>Lavendula</b> ..... 90 2 00	
<b>Sulphuricum</b> ..... 1 10 1 20	<b>Limonia</b> ..... 1 20 1 30	
<b>Tannicum</b> ..... 38 40	<b>Mentha Piper</b> ..... 2 10 2 20	
	<b>Mentha Verid.</b> ..... 1 50 1 60	
	<b>Morrhuae, gal.</b> ..... 1 10 1 20	
	<b>Myrcia</b> ..... 4 00 4 50	
	<b>Olive</b> ..... 75 3 00	
	<b>Pisct Liquid, gal.</b> ..... 10 12	
	<b>Pisct Liquid, gal.</b> ..... @ 35	
	<b>Ricinia</b> ..... 1 00 1 06	
	<b>Rosmarini</b> ..... @ 1 00	
	<b>Rosae, ounce.</b> ..... 6 00 6 50	
	<b>Sucini</b> ..... 40 4 15	
	<b>Sabina</b> ..... 90 1 00	
	<b>Santal</b> ..... 2 75 7 00	
	<b>Sassafras</b> ..... 55 60	
	<b>Sinapis, ess., ounce.</b> ..... @ 65	
	<b>Tigil</b> ..... 1 50 1 60	
	<b>Thyme</b> ..... 40 50	
	<b>Thyme, opt.</b> ..... 1 60	
	<b>Theobromas</b> ..... 15 20	
		<b>Potassium</b>
	<b>Bi-Carb.</b> ..... 15 18	
	<b>Bichromate</b> ..... 13 15	
	<b>Bromide</b> ..... 52 57	
	<b>Carb</b> ..... 12 15	
	<b>Chlorate, po. 17@19</b> ..... 16 18	
	<b>Cyanide</b> ..... 34 38	
	<b>Iodide, po.</b> ..... 2 30 2 40	
	<b>Potassa, Bitart, pure</b> ..... 28 30	
	<b>Potassa, Bitart, com.</b> ..... @ 15	
	<b>Potass Nitras, opt.</b> ..... 7 10	
	<b>Potass Nitras</b> ..... 6 8	
	<b>Prussiate</b> ..... 23 26	
	<b>Sulphate po.</b> ..... 15 18	
		<b>Radix</b>
	<b>Aconitum</b> ..... 20 25	
	<b>Althae</b> ..... 30 33	
	<b>Anchusa</b> ..... 10 12	
	<b>Arum po.</b> ..... @ 25	
	<b>Calamus</b> ..... 20 40	
	<b>Gentiana, po. 15</b> ..... 12 15	
	<b>Glycyrrhiza, pv. 15</b> ..... 16 18	
	<b>Hydrastis Canad.</b> ..... @ 75	
	<b>Hydrastis Can., po.</b> ..... @ 80	
	<b>Hellebore, Alba, po.</b> ..... 12 15	
	<b>Inula, po.</b> ..... 18 22	
	<b>Ipecae, po.</b> ..... 3 60 3 75	
	<b>Iris plox., po. 35@38</b> ..... 35 40	
	<b>Jalapa, pr.</b> ..... 25 30	
	<b>Maranta, 1/4s.</b> ..... @ 35	
	<b>Podophyllum, po.</b> ..... 22 25	
	<b>Rhel.</b> ..... 75 1 00	
	<b>Rhel, cut.</b> ..... @ 25	
	<b>Rhel, pv.</b> ..... 75 1 35	
	<b>Spigelia</b> ..... 35 38	
	<b>Sanguinaria, po. 15</b> ..... @ 18	
	<b>Serpentaria</b> ..... 50 55	
	<b>Senega</b> ..... 60 65	
	<b>Smilax, officinalis H.</b> ..... @ 40	
	<b>Smilax, M.</b> ..... @ 25	
	<b>Sellae, po. 35</b> ..... 10 12	
	<b>Symplocarpus, Foeti-</b> ..... @ 25	
	<b>dus, po.</b> ..... @ 25	
	<b>Valeriana, Eng. po. 30</b> ..... 15 20	
	<b>Valeriana, German.</b> ..... 14 16	
	<b>Zingiber a.</b> ..... 14 16	
	<b>Zingiber j.</b> ..... 25 27	
		<b>Semen</b>
	<b>Anisum, po. 18</b> ..... @ 15	
	<b>Apium (graveleons).</b> ..... 13 15	
	<b>Bird, is.</b> ..... 4 6	
	<b>Carul, po. 15</b> ..... 10 11	
	<b>Cardamon</b> ..... 1 25 1 75	
	<b>Coriandrum</b> ..... 8 10	
	<b>Cannabis Sativa</b> ..... 4 1/2 @ 5	
	<b>Cydonium</b> ..... 75 1 00	
	<b>Chenopodium</b> ..... 15 16	
	<b>Dipterix Odorate.</b> ..... 1 00 1 10	
	<b>Foeniculum</b> ..... @ 10	
	<b>Foenugreek, po.</b> ..... 7 9	
	<b>Lini</b> ..... 3 1/2 @ 5	
	<b>Lini, grd. bbl. 4</b> ..... 4 1/2 @ 5	
	<b>Lobella</b> ..... 1 50 1 55	
	<b>Phariaris Canarian.</b> ..... 4 1/2 @ 5	
	<b>Rapa</b> ..... 4 1/2 @ 5	
	<b>Sinapis Alba</b> ..... 9 10	
	<b>Sinapis Nigra</b> ..... 11 12	
		<b>Spiritus</b>
	<b>Frumenti, W. D. Co.</b> ..... 2 00 2 50	
	<b>Frumenti, D. F. E.</b> ..... 2 00 2 25	
	<b>Frumenti, O. T.</b> ..... 1 25 1 50	
	<b>Juniperis Co.</b> ..... 1 65 2 00	
	<b>Juniperis Co.</b> ..... 1 75 3 50	
	<b>Saacharum N. E.</b> ..... 1 90 2 10	
	<b>Spt. Vini Gall.</b> ..... 1 75 6 50	
	<b>Vini Oporto</b> ..... 1 25 2 00	
	<b>Vini Alba</b> ..... 1 25 2 00	
		<b>Sponges</b>
	<b>Florida sheeps' wool</b> ..... @ 1 50	
	<b>carriage.</b> ..... 2 50 2 75	
	<b>Nassau sheeps' wool</b> ..... @ 1 50	
	<b>carriage.</b> ..... 2 50 2 75	
	<b>Velvet extra sheeps' wool, carriage</b> ..... @ 1 50	
	<b>Extra yellow sheeps' wool, carriage</b> ..... @ 1 25	
	<b>Grass sheeps' wool, carriage</b> ..... @ 1 00	
	<b>Hard, for slate use.</b> ..... @ 75	
	<b>Yellow Reef, for slate use.</b> ..... @ 1 40	
		<b>Syrups</b>
	<b>Acacia</b> ..... @ 50	
	<b>Aurant Cortex</b> ..... @ 50	
	<b>Zingiber</b> ..... @ 50	
	<b>Ipecae</b> ..... @ 50	
	<b>Ferri Iod.</b> ..... @ 50	
	<b>Rhel Arom.</b> ..... @ 50	
	<b>Smilax Officinalis</b> ..... 50 60	
	<b>Senega</b> ..... @ 50	
	<b>Sellae</b> ..... @ 50	

<b>Menthol</b> ..... @ 5 56	<b>Selditz Mixture</b> ..... 50 22	<b>Linseed, pure raw</b> ..... 58 61
<b>Morphia, S., P. &amp; W.</b> ..... 2 25 2 50	<b>Sinapis</b> ..... @ 18	<b>Linseed, boiled</b> ..... 54 62
<b>Morphia, S., N. Y. Q.</b> ..... 2 16 2 40	<b>Sinapis, opt.</b> ..... @ 30	<b>Neatsfoot, winter str</b> ..... 54 60
<b>Morphia, Mal.</b> ..... 2 15 2 40	<b>Snuff, Maceaboy, De</b> ..... @ 41	<b>Spirits Turpentine</b> ..... 4 1/2 46
<b>Moschus Canton</b> ..... @ 40	<b>Voos</b> ..... @ 41	
<b>Myristica, No. 1</b> ..... 65 80	<b>Snuff, Scotch, De Vo's</b> ..... 90 11	
<b>Nux Vomica, po. 15</b> ..... @ 10	<b>Soda, Boras, po.</b> ..... 2 1/2 2 1/2	
<b>Os Sepia</b> ..... 35 37	<b>Soda, Boras, Tart.</b> ..... 2 1/2 2 1/2	
<b>Pepsin Saac, H. &amp; P.</b> ..... @ 1 00	<b>Soda, Carb.</b> ..... 1 1/2 2	
<b>D Co.</b> ..... @ 1 00	<b>Soda, Bi-Carb.</b> ..... 3 1/2 5	
<b>Pisct Liq. N.N. 1/4 gal. doz</b> ..... @ 2 00	<b>Soda, Ash</b> ..... 3 1/2 4	
<b>Pisct Liq., quarts.</b> ..... @ 1 00	<b>Soda, Sulphas</b> ..... @ 2 60	
<b>Pisct Liq., pints.</b> ..... @ 85	<b>Spts. Cologne</b> ..... @ 2 60	
<b>Pil Hydrag.</b> ..... po. 80 @ 50	<b>Spts. Ether Co.</b> ..... 50 55	
<b>Piper Nigra.</b> ..... po. 22 @ 15	<b>Spts. Myrcia Dom.</b> ..... @ 2 00	
<b>Piper Alba.</b> ..... po. 35 @ 30	<b>Spts. Vini Rect. bbl.</b> ..... @ 2 00	
<b>Assafetida</b> ..... 50 7	<b>Spts. Vini Rect. 1/2 bbl</b> ..... @ 2 00	
<b>Atrape Belladonna.</b> ..... 60 10 12	<b>Spts. Vini Rect. 10gal</b> ..... @ 2 00	
<b>Aurant Cortex</b> ..... 50 15 50	<b>Sulphur Ipecae et Opi</b> ..... 1 30 1 50	
<b>Benzoin</b> ..... 50 50	<b>Pyrethrum, boxes H.</b> ..... @ 75	
<b>Benzoin Co.</b> ..... 50 50	<b>P. D. Co., doz.</b> ..... @ 75	
<b>Barosma</b> ..... 26 30	<b>Pyrethrum, pv.</b> ..... 80 10	
<b>Cantharides</b> ..... 50 10	<b>Quassia</b> ..... 28 30	
<b>Capsicum</b> ..... 50 29 39	<b>Quinia, S. P. &amp; W.</b> ..... 29 39	
<b>Cardamon</b> ..... 75 29 39	<b>Quinia, S. German.</b> ..... 29 39	
<b>Cardamon Co.</b> ..... 75 29 39	<b>Quinia, N. Y.</b> ..... 29 39	
<b>Castor</b> ..... 1 00 12 14	<b>Rubia Tinctorum</b> ..... 12 14	
<b>Catechu</b> ..... 50 20 22	<b>Saccharum Lactis pv</b> ..... 4 50 4 75	
<b>Cinchona</b> ..... 50 40 50	<b>Salacln</b> ..... 4 50 4 75	
<b>Cinchona Co.</b> ..... 50 40 50	<b>Sanguls Draconis</b> ..... 40 50	
<b>Columba</b> ..... 50 12 14	<b>Sapo M.</b> ..... 10 12	
<b>Cubebe</b> ..... 50 12 12	<b>Sapo W.</b> ..... 10 12	
<b>Cassia Acutifol.</b> ..... 50 15	<b>Sapo G.</b> ..... @ 15	
<b>Cassia Acutifol Co.</b> ..... 50 15		<b>Oils</b>
<b>Dittalis</b> ..... 50 50	<b>Whale, winter</b> ..... 70 70	
<b>Ergot</b> ..... 50 70	<b>Lard, extra</b> ..... 60 70	
<b>Ferri Chloridum</b> ..... 35 50	<b>Lard, No. 1</b> ..... 45 50	
<b>Gentian</b> ..... 50 50		
<b>Gentian Co.</b> ..... 50 50		
<b>Guilaca</b> ..... 50 50		
<b>Guilaca ammon.</b> ..... 50 50		
<b>Hyocyanus</b> ..... 50 75		
<b>Iodine</b> ..... 50 75		
<b>Iodine, colorless</b> ..... 50 50		
<b>Kino</b> ..... 50 50		
<b>Lobelia</b> ..... 50 50		
<b>Myrrh</b> ..... 50 50		
<b>Nux Vomica</b> ..... 50 50		
<b>Opi</b> ..... 75 75		
<b>Opi, comphorated</b> ..... 1 50 50		
<b>Opi, deodorized</b> ..... 50 50		
<b>Quassia</b> ..... 50 50		
<b>Rhatany</b> ..... 50 50		
<b>Rhei</b> ..... 50 50		
<b>Sanguinaria</b> ..... 50 50		
<b>Serpentaria</b> ..... 50 50		
<b>Stromonolium</b> ..... 50 50		
<b>Tolutan</b> ..... 50 50		
<b>Valerian</b> ..... 50 50		
<b>Veratrum Veride</b> ..... 50 50		
<b>Zingiber</b> ..... 20 20		
		<b>Miscellaneous</b>
	<b>Ether, Spts. Nit. 7 F</b> ..... 30 35	
	<b>Ether, Spts. Nit. 4 F</b> ..... 34 38	
	<b>Alumen</b> ..... 2 1/2 3	
	<b>Alumen, gro'd. po. 7</b> ..... 3 4	
	<b>Annatto</b> ..... 40 50	
	<b>Antimony, po.</b> ..... 40 50	
	<b>Antimony et Potass T</b> ..... 40 50	
	<b>Antipyrin</b> ..... @ 25	
	<b>Antifebrin</b> ..... @ 20	
	<b>Argent Nitras, oz.</b> ..... @ 50	
	<b>Arsenicum</b> ..... 10 12	
	<b>Balm Gilead Buds</b> ..... 45 50	
	<b>Bismuth S. N.</b> ..... 1 6 1 70	
	<b>Calcium Chlor., 1s.</b> ..... @ 10	
	<b>Calcium Chlor., 1/4s.</b> ..... @ 12	
	<b>Calcium Chlor., 1/2s.</b> ..... @ 80	
	<b>Cantharides, Rus po</b> ..... @ 15	
	<b>Capsic Fructus, af.</b> ..... @ 15	
	<b>Capsic Fructus, po.</b> ..... @ 15	
	<b>Caryophyllus, po. 15</b> ..... 12 14	
	<b>Carmin, No. 40</b> ..... @ 3 00	
	<b>Cera Alba</b> ..... 50 55	
	<b>Cera Flava</b> ..... 40 42	
	<b>Cocculus</b> ..... @ 40	
	<b>Cocculus Fructus</b> ..... @ 35	
	<b>Centraria</b> ..... @ 10	
	<b>Cetaceum</b> ..... @ 45	
	<b>Chloroform</b> ..... 55 60	
	<b>Chloroform, squibbs</b> ..... @ 1 10	
	<b>Chloral Hyd Crst.</b> ..... 1 40 1 65	
	<b>Chondrus</b> ..... 20 25	
	<b>Cinchonidine, P. &amp; W</b> ..... 38 48	
	<b>Cinchonidine, Germ.</b> ..... 38 48	
	<b>Cocaine</b> ..... 5 55 5 75	
	<b>Corks, list, dis. pr. et.</b> ..... @ 45	
	<b>Cresotum</b> ..... @ 75	
	<b>Creta</b> ..... bbl. 75 @ 2	
	<b>Creta, prep.</b> ..... @ 5	
	<b>Creta, precip.</b> ..... 9 11	
	<b>Creta, Rubra</b> ..... @ 30	
	<b>Crocus</b> ..... 25 30	
	<b>Cudbear</b> ..... @ 24	
	<b>Cupri Sulph.</b> ..... 6 1/2 8	
	<b>Dextrine</b> ..... 7 10	
	<b>Ether Sulph.</b> ..... 78 92	
	<b>Emery, all number.s</b> ..... @ 8	
	<b>Emery, po.</b> ..... @ 6	
	<b>Ergota</b> ..... po. 90 85 90	
	<b>Flake White</b> ..... 12 15	
	<b>Galla</b> ..... @ 23	
	<b>Gambier</b> ..... 8 9	
	<b>Gelatin, Cooper.</b> ..... @ 60	
	<b>Gelatin, French</b> ..... 35 60	
	<b>Glassware, flint, box</b> ..... 75 & 5	
	<b>Less than box</b> ..... @ 13	
	<b>Glue, brown</b> ..... 11 10	
	<b>Glue, white</b> ..... 15 25	
	<b>Glycerina</b> ..... 17 1/2 25	
	<b>Grana Paradisi</b> ..... 25 55	
	<b>Huulus</b> ..... @ 1 00	
	<b>Hydrag Chlor Mite</b> ..... @ 1 10	
	<b>Hydrag Chlor Cor.</b> ..... @ 1 10	
	<b>Hydrag Ox Rub'm.</b> ..... @ 1 20	
	<b>Hydrag Ammoniat</b> ..... 50 60	
	<b>Hydrag Unguentum</b> ..... @ 35	
	<b>Hydragrum</b> ..... 65 70	
	<b>Ichthyobolla, Am</b> ..... 75 1 00	
	<b>Indigo</b> ..... 3 40 3 85	
	<b>Iodine, Resubi</b> ..... 3 60 3 85	
	<b>Iodoform</b> ..... @ 50	
	<b>Lupulin</b> ..... @ 50	
	<b>Lycopodium</b> ..... 65 70	
	<b>Maels</b> ..... 65 75	
	<b>Liquor Arsen et Hy-</b> ..... @ 25	
	<b>drag Iod.</b> ..... @ 12	
	<b>Liquor Potass Arsenit</b> ..... @ 3	
	<b>Magnesia, Sulph.</b> ..... @ 1 1/2	
	<b>Magnesia, Sulph, bbl</b> ..... @ 1 1/2	
	<b>Manna, S. F.</b> ..... 50 50	

# 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
Gallon Tomatoes
No. 1 Whitefish

DECLINED

Package Currants
Loose Muscatel Raisins
Bulk Starch.

Index to Markets
By Columns

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

1

Table listing items under column 1, including AXLE GREASE and BAKING POWDER.



Table listing items under column 1, including Mica and BAKING POWDER.



Table listing items under column 1, including BATH BRICK and BLUING.

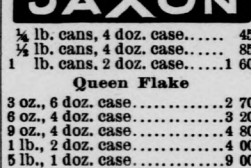


Table listing items under column 1, including BATH BRICK and BLUING.



Table listing items under column 1, including BROOMS and BRUSHES.

2

Table listing items under column 2, including Stove, BUTTER COLOR, and CANDLES.

Table listing items under column 2, including CANNED GOODS and Beans.

Table listing items under column 2, including Blueberries and Brook Trout.

Table listing items under column 2, including Clams and Corn.

Table listing items under column 2, including French Peas and Mackerel.

Table listing items under column 2, including Lobster and Mushrooms.

Table listing items under column 2, including Oysters and Peaches.

Table listing items under column 2, including Pears and Plums.

Table listing items under column 2, including Raspberries and Salmon.

Table listing items under column 2, including Strawberries and Succotash.

3

Table listing items under column 3, including Tomatoes and CATSUP.

Table listing items under column 3, including CARBON OILS and Cheese.

Table listing items under column 3, including CHEESE and CHEWING GUM.

Table listing items under column 3, including CHICORY and CHOCOLATE.

Table listing items under column 3, including CLOTHES LINES and COCOA.

Table listing items under column 3, including COCOA and COCOA SHELLS.

Table listing items under column 3, including COFFEE and COCONUT.

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Table listing items under column 4, including Mexican and Guatemala.

Table listing items under column 4, including Java and Mocha.

Table listing items under column 4, including Package and New York Basis.

Table listing items under column 4, including Extract and CONDENSED MILK.

Table listing items under column 4, including COUPON BOOKS and COUPON PASS BOOKS.

Table listing items under column 4, including CRACKERS and Credit Checks.

Table listing items under column 4, including Soda and Oyster.

Table listing items under column 4, including Sweet Goods-Boxes and Animals.

Table listing items under column 4, including Assorted Cake and Belle Rose.

Table listing items under column 4, including Coffee Cake and Cocoa Macaroons.

Table listing items under column 4, including Cream Crisp and Creams.

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5

Table listing items under column 5, including Sugar Squares and Sultanas.

Table listing items under column 5, including Tutti Frutti and Vanilla Wafers.

Table listing items under column 5, including Cream Tartar and DRIED FRUITS.

Table listing items under column 5, including Apples and California Fruits.

Table listing items under column 5, including Raspberries and California Prunes.

Table listing items under column 5, including Currants and Citron.

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**6**

**COLEMAN'S**  
HIGH FOOT & JENKINS GLASS  
EXTRACTS

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

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

**JENNINGS' FLAVORING**  
EXTRACTS

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

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

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

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

**FRESH MEATS**

**Beef**  
Carcass. 6 @ 8  
Forequarters. 5 @ 6  
Hindquarters. 5 @ 8 1/2  
Loins. 9 @ 12  
Ribs. 8 @ 10  
Rounds. 6 1/4 @ 7 1/4  
Chucks. 5 1/2 @ 6  
Plates. 3 @ 5

**Pork**  
Dressed. 6 1/2 @ 8  
Loins. 8 @ 8 1/2  
Boston Butts. 8 @ 8  
Shoulders. 8 @ 8  
Leaf Lard. 3 @ 9

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

**Veal**  
Carcass. 6 @ 7

**GRAINS AND FLOUR**

**Wheat**  
Winter Wheat Flour  
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.

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

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

**PROVISIONS**  
**Barreled Pork**  
Mess. @ 14 50  
Back. @ 17 00  
Clear back. @ 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 1/2  
Extra shorts. 9 1/2

**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

**KRAUT**  
Barrel. 5 25  
1/2 Barrel. 3 50

**LICORICE**  
Pure. 30  
Calabria. 23  
Sticky. 14  
Roof. 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. 28  
Mayflower. 50  
Satchel. 60  
Bottom. 80  
Square. 80

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

**PICKLES**  
**Medium**  
Barrels, 1,200 count. 7 00  
Half bbls, 600 count. 4 00

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

**SMOKED MEATS**  
Hams, 12 lb. average. @ 11 1/4  
Hams, 14 lb. average. @ 11  
Hams, 16 lb. average. @ 10 3/4  
Hams, 20 lb. average. @ 10 1/4  
Ham dried beef. @ 12 1/2  
Shoulders (N. Y. cut) @ 9 1/2  
Bacon, clear. 10 1/2 @ 11 1/4  
California hams. @ 8  
Boiled Hams. @ 16 1/4  
Picnic Boiled Hams. @ 13  
Berlin Ham pr's'd. @ 9  
Mince Hams. @ 9 1/2

**Lards-In Tierces**  
Compound. 7 1/2  
Pure. 9 1/2  
Vegetable. 8  
60 lb. Tubs. advance. 1/2  
80 lb. Tubs. advance. 1/2  
90 lb. Tubs. advance. 1/2  
20 lb. Palls. advance. 1/2  
10 lb. Palls. advance. 1/2  
5 lb. Palls. advance. 1  
3 lb. Palls. advance. 1

**8**

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

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

**Pigs' Feet**  
1/4 bbls., 40 lbs. 1 65  
1/2 bbls., 80 lbs. 2 90

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

**Casings**  
Pork. 21  
Beef rounds. 12  
Beef middles. 12  
Sheep. 65

**Butterine**  
Sold, dairy. @ 13 1/4  
Rolls, dairy. @ 14  
Rolls, creamery. 17 1/2  
Sold, creamery. 17

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

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

**SALEBRATUS**  
Packed 60 lbs. in box.  
Church's Arm and Hammer. 3 15  
Deland's. 3 00  
Dwight's Cow. 3 15  
Emblem. 2 10  
L. P. 3 00  
Wyandotte, 100 1/2 s. 3 00

**SAL SODA**  
Granulated, bbls. 90  
Granulated, 100 lb. cases. 1 0  
Lump, bbls. 80  
Lump, 145 lb. kegs. 85

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

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

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

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

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

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

**Solar Rock**  
56 lb. sacks. 25

**Common**  
Granulated Fine. 85  
Medium Fine. 90

**SALT FISH**  
**Cod**  
Georges cured. @ 6  
Georges genuine. @ 6 1/2  
Georges selected. @ 7  
Grand Bank. @ 6  
Strips or bricks. 6 1/4 @ 10 1/4  
Pollock. @ 3 1/2

**Halibut.**  
Strips. 10  
Chunks. 12

**Trout**  
No. 1 100 lbs. 6 25  
No. 1 40 lbs. 2 80  
No. 1 10 lbs. 7 75  
No. 1 8 lbs. 69

**Herring**  
Holland white hoops, bbl. 19 00  
Holland white hoops, 1/2 bbl. 5 25  
Holland white hoop, keg. 72  
Holland white hoop mchs. 82  
Norwegian  
Round 100 lbs. 3 35  
Round 40 lbs. 1 65  
Boated. 15  
Bloaters. 1 60

**9**

**Whitefish**  
No. 1 No. 2 Fam  
100 lbs. 8 00 3 25  
40 lbs. 3 50 1 65  
10 lbs. 95 48  
8 lbs. 79 42

**SEEDS**  
Anise. 9  
Canary, Smyrna. 3 1/4  
Caraway. 7 1/4  
Cardamon, Malabar. 1 00  
Celery. 10  
Hemp, Russian. 4  
Mixed Bird. 4  
Mustard, white. 7  
Poppy. 6  
Rape. 4  
Cuttle Bone. 14

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

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

**SOAP**  
B. T. 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 00  
King Cole. 4 00  
Detroit Soap Co. brands—  
Queen Anne. 3 35  
Big Bargain. 1 90  
Umpire. 2 25  
German Family. 2 65  
Dingman Soap Co. brand—  
Dingman. 3 85  
N. K. Fairbanks brands—  
Santa Claus. 3 40  
Brown. 2 22  
Fairly. 4 00  
Fels brand—  
Naptha. 4 00  
Glews & Sons brands—  
Oak Leaf. 3 25  
Oak Leaf, big 5. 4 25

**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  
50 cakes. 27  
Ricker's Magnetic. 3 90  
Lautz Bros. brands—  
Big Acme. 4 25  
Acme 5c. 3 65  
Marseilles. 4 00  
Master. 3 70  
Proctor & Gamble brands—  
Lenox. 3 20  
Ivory, 6 oz. 4 00  
Ivory, 10 oz. 6 75  
Schultz & Co. brand—  
Star. 3 25  
A. B. Wrisley brands—  
Good Cheer. 3 80  
Old Country. 3 25

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

**SODA**  
Boxes. 5 1/2  
Kegs, English. 4 3/4

**SPICES**  
**Whole Spices**  
Allspice. 12  
Cassia, China in mats. 12  
Cassia, Batavia, in bund. 28  
Cassia, Saigon, broken. 38  
Cassia, Saigon, in rolls. 55  
Cloves, Amboyna. 17  
Cloves, Zanzibar. 14  
Mace. 55  
Nutmegs, 75-80. 50  
Nutmegs, 105-10. 40  
Nutmegs, 115-20. 35  
Pepper, Singapore, black. 18  
Pepper, Singapore, white. 28  
Pepper, shot. 20  
**Pure Ground in Bulk**  
Allspice. 16  
Cassia, Batavia. 28  
Cassia, Saigon. 48  
Cloves, Zanzibar. 17  
Clove, African. 15  
Ginger, Cochin. 18  
Ginger, Jamaica. 25  
Mace. 65  
Mustard. 18  
Pepper, Singapore, black. 17  
Pepper, Singapore, white. 25  
Pepper, Cayenne. 20  
Sage. 20

**Syrups**  
**Corn**  
Barrels. 22  
Half bbls. 24  
1 gallon cans, per doz. 3 40  
1/2 gallon cans, per doz. 1 90  
1/4 gallon cans, per doz. 85

**10**

**Pure Cane**  
Fair. 16  
Good. 20  
Choice. 25

**STARCH**

**Kingsford's Corn**  
40 1-lb. packages. 6 1/2  
20 1-lb. packages. 7  
6 lb. packages. 7 1/2

**Kingsford's Silver Gloss**  
40 1-lb. packages. 7 1/2

**Common Gloss**  
1-lb. packages. 5 1/2  
3-lb. packages. 5  
6-lb. packages. 6  
40 and 60-lb. boxes. 3 1/2  
Barrels. 3 1/2

**WINGSFORD'S**  
STARCH

**BEST GLOSS STARCH**  
FREE FROM ACID-ALKALI  
CHAS. POPE GLUCOSE CO. CHICAGO

**BEST GLOSS STARCH**  
FREE FROM ACID-ALKALI  
CHAS. POPE GLUCOSE CO. CHICAGO

**BEST GLOSS STARCH**  
FREE FROM ACID-ALKALI  
CHAS. POPE GLUCOSE CO. CHICAGO

**Common Corn**  
20 1-lb. packages. 5 1/2  
40 1-lb. packages. 4 1/2

**STOVE POLISH**

**Enameline**  
SALT WATER

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

**S. C. W.**

**Common Corn**  
No. 4, 3 doz in case, gross. 4 50  
No. 6, 3 doz in case, gross. 7 20

**SUGAR**  
Domino. 5 50  
Cut Leaf. 5 50  
Crushed. 5 50  
Cubes. 5 25  
Powdered. 5 10  
Coarse Powdered. 5 10  
XXXX Powdered. 5 15  
Fine Granulated. 4 97  
2 lb. bags Fine Gran. 5 05  
5 lb. bags Fine Gran. 5 05  
Mould A. 5 35  
Diamond A. 5 00  
Confector's A. 4 75  
No. 1, Columbia A. 4 70  
No. 2, Windsor A. 4 65  
No. 3, Ridgewood A. 4 65  
No. 4, Phoenix A. 4 60  
No. 5, Empire A. 4 45  
No. 6. 4 35

**11**

No. 8. 4 25  
No. 9. 4 20  
No. 10. 4 15  
No. 11. 4 10  
No. 12. 4 05  
No. 13. 4 06  
No. 14. 4 00  
No. 15. 4 00  
No. 16. 4 00

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

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

**BEST GLOSS STARCH**  
FREE FROM ACID-ALKALI  
CHAS. POPE GLUCOSE CO. CHICAGO

**BEST GLOSS STARCH**  
FREE FROM ACID-ALKALI  
CHAS. POPE GLUCOSE CO. CHICAGO

**BEST GLOSS STARCH**  
FREE FROM ACID-ALKALI  
CHAS. POPE GLUCOSE CO. CHICAGO

**Best Corn Starch**  
Neutral Pearl Starch in bbl.  
Neutral Powdered Starch in bbl.  
Best Confect's in bbl., thin boil.  
Best Laundry in bbl., thin boil.  
Chas. Pope Glucose Co., Chicago, Ill.

**Young Hyson**  
Choice. 30  
Fancy. 36

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

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

**India**  
Ceylon, choice. 32  
Fancy. 42

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

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

**Fine Cut**  
Uncle Daniel. 54  
Ojibwa. 34  
Forest Giant. 34  
Sweet Spray. 38  
Cadillac. 57  
Sweet Loma. 38  
Golden Top. 26  
Hiawatha. 57  
Telegram. 26  
Pay Car. 45  
Prairie Rose. 50

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

Plug

Flat Iron.....33
Creme de Menthe.....60
Stronghold.....39
Elmo.....33
Sweet Chunk.....37
Forge.....35
Red Cross.....32
Kylo.....36
Hlawatha.....41
Battle Axe.....37
American Eagle.....54
Standard Navy.....37
Spear Head, 16 oz.....42
Spear Head, 8 oz.....44
Nobby Twist.....48
Jolly Tar.....38
Old Honesty.....38
Toddy.....34
J. T.....33
Piper Heldsick.....63
Boat 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
Kiln Dried.....22
Duke's Mixture.....38
Duke's Cameo.....40
Myrtle Navy.....40
Yum Yum, 1 1/2 oz.....38
Yum Yum, 1 lb, palls.....37
Cream.....34
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

LEA & PERRINS' SAUCE



The Original and Genuine Worcestershire.

Lea & Perrins, large.....3 75
Lea & Perrins, small.....2 50
Halford, large.....3 75
Halford, small.....2 25
Salad Dressing, large.....4 50
Salad Dressing, small.....2 75

TWINE

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

VINEGAR

Malt White Wine, 40 grain.....8
Malt White Wine, 80 grain.....11
Pure Cider, B. & B. brand.....11
Pure Cider, Red Star.....12
Pure Cider, Robinson.....12
Pure Cider, Silver.....12

WASHING POWDER

Gold Dust, regular.....4 50
Gold Dust, sc.....4 00

Rub-No-More

Rub-No-More.....3 50
Pearline.....3 75
Scourine.....3 50

WICKING

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

WOODENWARE

Baskets
Bushels.....85
Bushels, wide band.....1 15
Market.....30
Splint, large.....6 00
Splint, medium.....5 00
Splint, small.....4 00
Willow Clothes, large.....5 50
Willow Clothes, medium.....5 00
Willow Clothes, small.....4 75

Butter Plates

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

Egg Crates

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

Clothes Pins

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

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 40
Ideal.....1 50

Tubs

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

Wash Boards

Bronze Globe.....2 50
Dewey.....1 75
Double Acme.....2 75
Single Acme.....2 25
Double Peerless.....3 25
Single Peerless.....2 60
Northern Queen.....2 50
Double Duplex.....3 00
Good Luck.....2 75
Universal.....2 25

Wood Bowls

11 in. Butter.....75
13 in. Butter.....1 00
15 in. Butter.....1 75
17 in. Butter.....2 50
19 in. Butter.....3 00
Assorted 13-15-17.....1 75
Assorted 15-17-19.....2 50

WRAPPING PAPER

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

YEAST CAKE

Magic, 3 doz.....1 00
Sunlight, 3 doz.....1 00
Sunlight, 1 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.....10
Trout.....9
Black Bass.....10 1/2
Halibut.....15
Clasces or Herring.....5
Bluefish.....12
Live Lobster.....20
Botted Lobster.....20
Cod.....10
Haddock.....7
No. 1 Pickerel.....8
Pike.....8
Perch.....5
Smoked White.....1 1/4
Red Snapper.....11
Col River Salmon.....13 1/2
Mackerel.....15

Oysters

Can Oysters.....40
F. H. Counts.....33
F. S. D. Selects.....27
Selects.....27
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:
Hides
Green No. 1.....7 1/4
Green No. 2.....6 1/4
Cured No. 1.....7 1/4
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 1/2
No. 2.....3 1/2

Wool

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

CANDIES

Stick Candy
Standard.....7 1/4
Standard H. H.....7 1/4
Standard Twist.....8
Cut Leaf.....9
Jumbo, 32 lb.....7 1/4
Extra H. H.....10 1/4
Boston Cream.....10
Beef.....8

14

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

Fancy-In Pails

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

Fancy-In 5 lb. Boxes

Lemon Sours.....55
Peppermint Drops.....60
Chocolate Drops.....65
H. M. Choc. Drops.....65
H. C. Choc. L. and P. K. No. 1.....41 00
Gum Drops.....35
Licorice Drops.....75
Lozenges, plain.....55
Lozenges, printed.....60
Imperial.....60
Molasses Bar.....65
Hand Made Creams.....80
Cream Buttons, Fep. and Wint.....65
String Rock.....65
Wintergreen Berries.....60

Caramels

Clipper, 20 lb. palls.....9
Standard, 20 lb. palls.....10
Perfection, 20 lb. pls.....12 1/2
Amazon, Choc Cov'd Korker 2 for 16 pr bx Big 3, 3 for 16 pr bx.....55
Dukes, 2 for 16 pr bx Favorite, 4 for 16, bx AA Cream Car's 3 lb.....60
Florida Russett.....2
Florida Bright.....2
Fancy Navels.....4 50
Extra Choice.....2
Late Valentias.....2
Seedlings.....2
Medt. Sweets.....2
Jamalca.....3 50@4 00

FRUITS

Oranges
Florida Russett.....2
Florida Bright.....2
Fancy Navels.....4 50
Extra Choice.....2
Late Valentias.....2
Seedlings.....2
Medt. Sweets.....2
Jamalca.....3 50@4 00

Lemons

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

Bananas

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

Foreign Dried Fruits

Figs
California, Fancy.....2
Cal. pkg. 10 lb. boxes.....2 9
Extra Choice, Turk., 10 lb. boxes.....12
Fancy, Trkr., 12 lb. boxes.....14
Pulled, 6 lb. boxes.....14
Naturals, in bags.....14
Dates
Fards in 10 lb. boxes.....5
Fards in 60 lb. cases.....5
Hallow.....5
lb. cases, new.....5
Sairs, 60 lb. cases.....4 1/2
NUTS
Almonds, Tarragona.....16
Almonds, Ivica.....16
Almonds, California, soft shelled.....15@16
Brazil.....13
Fiberts.....13
Walnuts Grenobles.....14
Walnut, soft shelled California No. 1.....14
Table Nuts, fancy.....15
Table Nuts, choice.....13
Pecans, Med.....10
Pecans, Ex. Large.....13
Pecans, Jumbos.....13
Hickory Nuts per bu. Ohio, new.....2 00
Cocoanuts, full sacks.....2
Chestnuts, per bu.....6 50
Peanuts
Fancy, H. P., Suns.....5 1/2@
Fancy, H. P., Suns Roasted.....6 1/2@ 7
Choice, H. P., Extras Roasted.....6
Span. Shld No. 1 n'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 1/2
Churn Dashers, per doz.....84

Milkpans

1/2 gal. fat or rd. bot., per doz.....48
1 gal. fat or rd. bot., each.....6

Fine Glazed Milkpans

1/2 gal. flat or rd. bot., per doz.....60
1 gal. flat or rd. bot., each.....6

Stewpans

1/2 gal. fireproof, ball, per doz.....85
1 gal. fireproof, ball, per doz.....1 10

Jugs

1/2 gal. per doz.....60
3/4 gal. per doz.....45
1 to 5 gal., per gal.....7 1/2

Sealing Wax

5 lbs. in package, per lb.....2

LAMP BURNERS

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

LAMP CHIMNEYS—Seconds

Per box of 6 doz.
No. 0 Sun.....1 38
No. 1 Sun.....1 54
No. 2 Sun.....2 24

Anchor Carton Chimneys

Each chimney in corrugated carton.
No. 0 Crimp.....1 50
No. 1 Crimp.....1 78
No. 2 Crimp.....2 48

First Quality

No. 0 Sun, crimp top, wrapped & lab. 1 85
No. 1 Sun, crimp top, wrapped & lab. 2 00
No. 2 Sun, crimp top, wrapped & lab. 2 90

XXX Flint

No. 1 Sun, crimp top, wrapped & lab. 2 75
No. 2 Sun, crimp top, wrapped & lab. 3 75
No. 2 Sun, hinge, wrapped & lab.....4 00

Pearl Top

No. 1 Sun, wrapped and labeled.....4 00
No. 2 Sun, wrapped and labeled.....5 00
No. 2 hinge, wrapped and labeled.....5 10
No. 2 Sun, "Small Bulb," for Globe Lamps.....80

La Bastie

No. 1 Sun, plain bulb, per doz.....1 00
No. 2 Sun, plain bulb, per doz.....1 25
No. 1 Crimp, per doz.....1 35
No. 2 Crimp, per doz.....1 60

Rochester

No. 1 Lime (65c doz).....3 50
No. 2 Lime (70c doz).....4 00
No. 2 Flint (80c doz).....4 60

Electric

No. 2 Lime (70c doz).....4 00
No. 2 Flint (80c doz).....4 60

OIL CANS

1 gal. tin cans with spout, per doz.....1 60
1 gal. galv. iron with spout, per doz.....1 80
2 gal. galv. iron with spout, per doz.....3 00
3 gal. galv. iron with spout, per doz.....4 30
5 gal. galv. iron with spout, per doz.....5 75
3 gal. galv. iron with faucet, per doz.....4 50
5 gal. galv. iron with faucet, per doz.....6 00
5 gal. Tilting cans.....7 00
5 gal. galv. iron Nacetas.....9 00

LANTERNS

No. 0 Tubular, side lift.....4 75
No. 1 B Tubular.....7 25
No. 15 Tubular, dash.....7 25
No. 1 Tubular, glass fountain.....7 50
No. 12 Tubular, side lamp.....13 50
No. 3 Street lamp, each.....3 60

LANTERN GLOBES

No. 0 Tub., cases 1 doz. each, box, 10c.....45
No. 0 Tub., cases 2 doz. each, box, 15c.....45
No. 0 Tub., bbls 5 doz. each, per bbl.....2 00
No. 0 Tub., Bull's eye, cases 1 doz. each.....1 25

MASON FRUIT JARS.

Pints.....6 00
Quarts.....6 25
Half Gallons.....9 00
Caps and Rubbers.....2 25
Rubbers.....25 & 35

You ought to sell

LILY WHITE

"The flour the best cooks use"
VALLEY CITY MILLING CO., GRAND RAPIDS, MICH.
Are you not in need of
New Shelf Boxes
We make them.
KALAMAZOO PAPER BOX CO.
Kalamazoo, Michigan

WE ARE HEADQUARTERS FOR
AUTOMOBILES AND
MOTOR CYCLES.



Oldsmobile, \$600.00

This handsome little gasoline carriage is made by one of the oldest and most successful makers of gasoline engines in the world. It is simple, safe, compact, reliable, always ready to go any distance. It is the best Auto on the market for the money.

We also sell the famous "White" steam carriage and the "Thomas" line of Motor Bicycles and Tricycles. Catalogues on application. Correspondence solicited.

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

WANTED A Merchant in every town to become our agent and sell the WORLD'S ONLY SANITARY DUSTLESS Floor Brush. Newly invented, modern and up-to-date. Sweeps without raising dust. Absolutely sanitary. Good seller. Good profit. Write for particulars to Milwaukee Dustless Brush Co. 121 Sycamore St. Milwaukee, Wis.

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

**Where Premiums Are the King Bee Trade Bringers.**

Boys, I'm going to tell you something this morning that some of you do not know.

I'm going to knock principle into a cocked hat, this morning, with practical hard sense.

If any of you don't agree with what I say to you, you needn't drag this paper over the carpet about it, for this is me, IT, a talkin'.

In my hand I hold a letter from a friend. I can't tell you his name nor where he is located, because he is bashful.

This friend asked me to not make this letter public, but I can say right here that nobody need write to the Tramp and expect a private answer unless he encloses a greenback.

I can keep names and addresses private, but the body of these letters that are of most vital interest to my boys I must tell and talk about.

Listen to the letter:

I have been reading your talks with great interest, and with great profit, and now I feel like telling you about a little of my trouble. Our town is in a German community and our trade is German and our opponents are trying to draw by prize schemes, such as giving premiums when one lot is bought at \$10 in cash. The premiums are very handsome and attractive and catch a great deal of trade. I do not approve of this manner of drawing trade and am lost. If you can give me some advice through your talks I would greatly appreciate the same.

Now, boys, if you have all been listening while I read that letter I want you to answer a few questions, then I'll tell you what I think.

If some of you have been sleeping sleep on.

When a man goes into business, what does he go into business for?

Anybody who knows may snap his fingers.

Tommy Smith, you may answer.

Yes; that's right, Tommy, when a man goes into business he goes in it to make a living and some money on the side.

I think that's right, Tommy, and I don't believe very many men go into business for any other reason.

Is it honorable to get business in any legitimate way?

All may answer.

That's right, boys. Any old way to get business just so you get it, and just so you don't steal it, is my ticket.

Boys, if you knew of a scheme whereby you could increase your sales one-third over what you are doing now, would you do it?

You all say yes.

I've got you right now where I want you.

And here's where my friend's letter comes in. He sits down and writes me a note about his competitor doing a lot of business in that German settlement because he gives premiums.

One thing I forgot to ask you, boys: Who pays for everything? Who pays your advertising bills, your clerk hire, and your rent?

Everybody answer.

Right you are, boys. The consumer pays for everything.

Now my friend in his letter admits that his competitor is doing good business and catching a lot of trade with his handsome premiums while he himself is lost.

He at one fell swoop casts premiums aside with the mere statement that he doesn't approve of them.

Candidly, I am unable to follow his reasoning, and I'll bet a cookie to a doughnut that he can not give a reasonable reason why he doesn't approve of them, except the same reason that all merchants have for any kind of advertising, which, when boiled down and the extract taken, simply means that their ideal of a store is to put in a stock of goods, open their doors and have the public fall over itself in trying to get to them with its money.

This kind of business may become possible when Bellamy's "Looking Backward" becomes a fact and there is only one store in town.

But it won't work where there are live competitors.

I was talking to a man the other day about premium schemes.

He also disapproved of them.

I asked him why and he said because if he ever started in it he would have to keep it up.

I asked him if he didn't have to eat and breathe every day to keep on living; if he didn't have to open his store doors every morning to let the people in; if he didn't have to keep on buying goods so that he could sell them; if he didn't have to take the curtains down every day and cover up the goods every night; if he didn't have to pay his salespeople every week, and keep a cashier working taking in the money every work day in the year?

I didn't convince him, for he said he had another engagement and bade me goodbye.

My friend's letter could not have been more idiotic if it had read: "I do not keep my front door open, but keep it locked and let my customers come in by the alley. My competitor keeps his front door open all day long, and is catching a great deal of trade in consequence. I do not approve of keeping my front door open and am lost."

Ain't I right, boys?

Here my friend has a practical example set before him of a prosperous competitor. Prosperous because he gives premiums.

More prosperous than my friend.

I'm not going on record, boys, as saying that I believe that premiums are the best things that ever came down the pike to draw business in every community, but here is a man who admits that in his locality premiums are the King Bee trade bringers, yet he refuses to go into the deal.

\* Instead he sits down and asks me for advice.

I would suggest that he go way back and sit down.—Tramp in Dry Goods Reporter.

**Too Much Publicity.**

A physician recently rounded up a reporter because he didn't mention the physician's name in the announcement of births.

"I'll do it on one condition," said the editor.

"What's that?" asked the doctor.

"That I shall also mention your name in connection with the deaths," replied the editor.

The physician said he didn't believe he cared to have his name mentioned in connection with births anyway.

It is estimated that the world's almond crop, exclusive of California and Arizona, will amount this year to about 41,000 tons. The nuts come from Italy, Sicily, Majorca, Spain, France, Portugal, Morocco and Algiers. The highly-prized Jordan almonds come from Malaga, Spain. Physicians say that the almond is the most indigestible of all nuts, and contains very little nourishment.

**Hardware Price Current**

Ammunition			
Caps			
G. D., full count, per m.	40		
Hicks' Waterproof, per m.	50		
Musket, per m.	75		
Ely's Waterproof, per m.	60		
Cartridges			
No. 22 short, per m.	2 50		
No. 22 long, per m.	3 00		
No. 32 short, per m.	5 00		
No. 32 long, per m.	5 75		
Primers			
No. 2 U. M. C., boxes 250, per m.	1 20		
No. 2 Winchester, boxes 250, per m.	1 20		
Gun Wads			
Black edge, Nos. 11 and 12 U. M. C.	60		
Black edge, Nos. 9 and 10, per m.	70		
Black edge, No. 7, per m.	80		
Loaded Shells			
New Rival—For Shotguns			
No.	Drs. of Powder	oz. of Shot	Size Shot Gauge
120	4	1 1/2	10
129	4	1 1/2	9
128	4	1 1/2	8
126	4	1 1/2	6
135	4 1/4	1 1/2	5
154	4 1/2	1 1/2	4
200	3	1	10
208	3	1	8
236	3 1/2	1 1/2	6
265	3 1/2	1 1/2	5
264	3 1/2	1 1/2	4
Discount 40 per cent.			
Paper Shells—Not Loaded			
No. 10, pasteboard boxes 100, per 100.	72		
No. 12, pasteboard boxes 100, per 100.	64		
Gunpowder			
Kegs, 25 lbs., per keg.	4 00		
1/2 kegs, 12 1/2 lbs., per 1/2 keg.	2 25		
1/4 kegs, 6 1/4 lbs., per 1/4 keg.	1 25		
Shot			
In sacks containing 25 lbs.			
Drop, all sizes smaller than B.	1 75		
Augurs and Bits			
Snell's.	60		
Jennings genuine.	25		
Jennings' imitation.	50		
Axes			
First Quality, S. B. Bronze.	6 00		
First Quality, D. B. Bronze.	9 00		
First Quality, S. B. S. Steel.	6 50		
First Quality, D. B. Steel.	10 50		
Barrows			
Railroad.	12 00		
Garden.	29 00		
Bolts			
Stove.	60		
Carriage, new list.	60		
Plow.	50		
Buckets			
Well, plain.	4 00		
Butts, Cast			
Cast Loose Pin, figured.	65		
Wrought Narrow.	60		
Chain			
1/2 in. 5-16 in. 3/4 in. 1 in.	7 c. 6 c. 5 c. 4 1/2 c.		
Com.	8 1/2	7 1/2	6 1/2
BB.	8 3/4	7 3/4	6 3/4
BBB.	8 1/2	7 1/2	6 1/2
Crowbars			
Cast Steel, per lb.	6		
Chisels			
Socket Firmer.	65		
Socket Framing.	65		
Socket Corner.	65		
Socket Sinks.	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, List 12 13 14 15 26; 16.	28		
Discount, 65	17		
Gauges			
Stanley Rule and Level Co.'s.	60&10		
Glass			
Single Strength, by box.	85		
Double Strength, by box.	85		
By the Light.	85		
Hammers			
Maydole & Co.'s, new list.	33 1/2		
Yerkes & Plumb's.	40&10		
Mason's Solid Cast Steel.	30c list		
Hinges			
Gate, Clark's 1, 2, 3.	60&10		
Hollow Ware			
Pots.	50&10		
Kettles.	50&10		
Spiders.	50&10		
Horse Nails			
Au Sable.	40&10		
House Furnishing Goods			
Stamped Tinware, new list.	70		
Japanned Tinware.	20&10		
Iron			
Bar Iron.	2 25 c rates		
Light Band.	3 c rates		
Knobs—New List			
Door, mineral, jap. trimmings.	75		
Door, porcelain, jap. trimmings.	85		
Lanterns			
Regular 0 Tubular, Doz.	5 00		
Warren, Galvanized Fount.	6 00		

Levels	
Stanley Rule and Level Co.'s.	70
Mattocks	
Adze Eye.	\$17 00. dis 65
Metals—Zinc	
600 pound casks.	7 1/2
Per pound.	8
Miscellaneous	
Bird Cages.	40
Pumps, Cistern.	75&10
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&10
Patent Planished Iron	
"A" Wood's patent planished, Nos. 24 to 27.	12 50
"B" Wood's patent planished, Nos. 25 to 27.	11 50
Broken packages 1/4 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 50
Wire nails, base.	2 50
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, Alloway Grade.	7 50
14x20 IX, Charcoal, Alloway Grade.	9 00
20x28 IC, Charcoal, Alloway Grade.	15 00
20x28 IX, Charcoal, Alloway Grade.	18 00
Ropes	
Sisal, 1/4 inch and larger.	10
Manilla.	14 1/2
Sand Paper	
List acct. 19, '86.	50
Sash Weights	
Solid Eyes, per ton.	25 00
Sheet Iron	
com. smooth. com.	
Nos. 10 to 14.	\$3 60
Nos. 15 to 17.	3 70
Nos. 18 to 21.	3 90
Nos. 22 to 24.	4 10
Nos. 25 to 26.	4 20
No. 27.	4 30
All Sheets No. 18 and lighter, over 30 inches wide, not less than 2-10 extra.	
Shovels and Spades	
First Grade, Doz.	8 00
Second Grade, Doz.	7 50
Solder	
1/2 @ 1/4.	19
The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.	
Squares	
Steel and Iron.	60-10-5
Tin—Melyn Grade	
10x14 IC, Charcoal.	\$10 50
14x20 IC, Charcoal.	10 50
20x14 IX, Charcoal.	12 00
Each additional X on this grade, \$1.25.	
Tin—Alloway Grade	
10x14 IC, Charcoal.	9 00
14x20 IC, Charcoal.	9 00
10x14 IX, Charcoal.	10 50
14x20 IX, Charcoal.	10 50
Each additional X on this grade, \$1.50	
Boiler Size Tin Plate	
14x56 IX, for No. 8 Boilers, } per pound..	13
14x56 IX, for No. 9 Boilers, }	
Traps	
Steel, Game.	75
Onelda Community, Newhouse's.	40&10
Onelda Community, Hawley & Norton's.	65
Mouse, choker per doz.	15
Mouse, delusion, per doz.	1 25
Wire	
Bright Market.	60
Annealed Market.	60
Coppered Market.	50&10
Tinned Market.	50&10
Coppered Spring Steel.	40
Barbed Fence, Galvanized.	3 25
Barbed Fence, Painted.	2 95
Wire Goods	
Bright.	80
Screw Eyes.	80
Hooks.	80
Gate Hooks and Eyes.	80
Wrenches	
Baxter's Adjustable, Nickered.	30
Coe's Genuine.	30
Coe's Patent Agricultural, Wrought.	70

### Preliminary Arrangements For the Lansing Convention.

Lansing, Nov. 18.—The arrangements being made for the entertainment of the coming convention of the M. K. of G. are being carried forward by Post A with satisfactory progress, as evidenced by reports of the various committees at a full meeting of the Post on the evening of the 16th, and every one is making strenuous efforts to make this the most successful meeting of the organization.

The Printing Committee reports the work on invitations well under way and will place the invitations in the hands of Secretary Stitt this week.

The Committee on Programme and Banquet has completed the programme and all to whom assignments of responses have been made have signified their acceptance of the same. As all are persons of note, a very interesting and enjoyable evening is assured.

The Committee on Ball has arranged for a ball in the armory of Co. E., M. N. G., on the evening of Dec. 27, and all who participate will find the best of music and no lack of spacious and pleasant rooms in which to enjoy themselves. It is hoped that every Knight will attend the ball and, as the railroad facilities here are of the best, there would seem no reason why any one should not remain.

Since the list of committees, as published in last week's Tradesman, was arranged, another committee, known as the Committee on Carriages, has been appointed, composed of the following named members of the Post: J. J. Frost, chairman; Fred Zeigler, Theo. C. Gross, T. McEwen, E. D. Glancey. Mr. Frost will also be added to the Executive Committee.

Mr. Bradner, in a few well-chosen remarks, announced his withdrawal from the race for Secretary, owing to business which demanded his attention, and then proposed that Post A unanimously endorse John A. Weston for President of the M. K. of G., which was done by a rising vote.

The next meeting of the Post will be held at the Hotel Wentworth on Saturday evening, November 30.

E. R. Havens, Sec'y.

### Pleasant Words For the Anniversary Edition.

American Grocer: The last issue of the Michigan Tradesman was the first issue of its nineteenth year. It contains eighty-four pages, is illustrated, but, above all, contains articles contributed by prominent bankers, manufacturers, railway officials, merchants and others, thus testifying to the high standing of a journal noted for its fearless spirit, high character and prosperity. We congratulate the Tradesman Company and Mr. E. A. Stowe upon its successful career, and wish for all identified with the journal a long-continued career of prosperity.

Topeka Merchants' Journal: The last number of the Michigan Tradesman, published at Grand Rapids, was the nineteenth anniversary edition of that most excellent trade journal, edited and managed by E. A. Stowe. The eighty-four pages of this number contained a symposium of interesting articles on business topics by leading business men of Michigan, each of whom has made a conspicuous success in his line. The Tradesman is a business paper that has a character essentially its own. It is most ably edited. Its editorial columns, its miscellaneous matter, its splendid line of advertisements, its excellent typographical appearance reflect dignity, candor, poise and enterprise in its conduct.

Belding Banner: The Michigan Tradesman of last week issued a nineteenth anniversary number of double the usual size and filled with "good stuff." Editor Stowe has worked his way from the bottom, but has to-day one of the best and most influential trade papers in the United States. The Banner congratulates him upon the success he has achieved and wishes him continued prosperity.

Coopersville Observer: The nine-

teenth anniversary edition of the Michigan Tradesman was issued last week. This number contains eighty pages of excellent reading matter. There is no better trade paper published in the United States, and the success achieved by this publication in so short a time is certainly remarkable. Brother Stowe is to be congratulated on the success he has achieved.

Sparta Sentinel-Leader: The Michigan Tradesman of Grand Rapids issued its nineteenth anniversary edition last week. The Tradesman is one of the best trade papers in the United States and Editor Stowe has worked his way from the bottom until he stands foremost among the molders of public opinion of Michigan. He is to be congratulated on the success he has achieved in so brief a time.

Manistee News: The current number of the Michigan Tradesman is of extra size to commemorate the anniversary of its founding. There is a series of special articles by well-known Michigan business men, and the entire number reflects great credit on the publishers of this excellent paper.

### Hides, Pelts, Tallow and Wool.

Hides have declined in price since last week. Stocks are closely sold up and the demand is good. The quality is poor of the Southern and Western shipments, and is growing still worse. Prices are made quite a little lower for December delivery on light stock, while most dealers are holding at higher values for prime stock.

Pelts are in fair demand and up to all offerings, at slightly better prices. There are no accumulations.

Tallow is in light offerings, with a pressure to buy that is likely to send values up a peg or two.

Wools are firm and in great demand and are selling freely at seaboard points. Large lots have left the State in the last few weeks at a good advance of price above the August and September sales.

The large sales of the past few weeks have stimulated the market West beyond selling prices East. Those having filled the gap and stepped out, awaiting future developments. Higher prices are hard to obtain East. Wm. T. Hess.

### Sensation in Store for Erie Telephone Co.

The Boston correspondent of the New York Commercial thus chronicles the unsettled financial condition of the Erie Telephone Co.:

Erie Telephone was again heavy. This stock acts as if it were being left entirely to the mercy of the public, there being no indications of inside buying even after a decline of 100 points.

There are confidential rumors in the Street which foretell, perhaps, a bigger Erie Telephone sensation than was supplied by the break in the stock. These rumors tell of big rake-offs by former officials of the company at the times when the stocks of subsidiary companies were purchased, and also that stock issues by the Erie Co. were underwritten at 90, at times when it would have been easy to have underwritten them at par. One rumor says that criminal action may grow out of investigations now being carried on.

### The Second Party a Success.

Grand Rapids, Nov. 10.—Did you attend the party Saturday evening, Nov. 16, given by Grand Rapids Council, No. 131? If you did, all right. You know all about it—the good, jolly crowd that was there and the excellent music furnished by Prof. Wilber Force and Mrs. Maude Randolph for those who wished to dance, and the card parties at the tables for those who did not care to trip the light fantastic. Every one seemed to have a good time. There was a punch bowl, presided over by the ladies, and it was excellent. Now,

brother counsellors—we mean those who were not there—you do not know what you missed. We can not tell you all about it, but when you get your notification of the next party, be sure and come, and bring some friend along so that he may see what a good lot of boys we are and wish to become one of us. U. C. Tism is a good thing. Help it along with a hearty good push.

JaDee.

"The difference between a man and a woman," says Magistrate Mott, of New York, "is that when a woman thinks or believes a thing to be so she is ready to swear to it, while a man does not swear to a thing unless he sees it and knows it to be true." Has Magistrate Mott never heard that all women know things by intuition, which is the gift denied to men?

## 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.

**JOB SALE—A GENERAL STORE WITH** about \$2,000 stock, in good locality. Address 416 Erie St., Port Huron, Mich. 144

**WANTED—TO BUY A STOCK OF HARD-** ware in some good Northern town. S. T. Hasse, Ithaca, Mich. 143

**FOR SALE—CIRCULAR SAW MILL, WITH** top saw, on Walloon Lake, Mich.; capacity, twenty-five thousand feet of hardwood per day; steam feed and engine (12x20) fed by two boilers. Docks and roads all built and everything ready for this winter's cut. For full particulars address H. F. Guerin, Horton Bay, Mich. 142

**FOR SALE—GROCERY, CHINA AND BA-** zaar store. Invoice about \$1,100; centrally located; town of 1,200; established trade; bargain; investigate. Address No. 147, care Michigan Tradesman. 147

**FOR SALE—GENERAL STORE, STOCK** and dwelling; doing \$15,000 yearly business on \$1,800 stock; will pay expense of investigation if not so. Michigan Central Railroad ticket office in store, worth \$25 a month. A. M. Bentley, Rhodes, Mich. 146

**FOR SALE—ALL OR ANY PART OF THE** machinery or buildings of my box factory and planing mill. Frederick C. Miller, Grand Rapids. 150

**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 1,200. 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 4-3, 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 COL-** onies of bees in good chaff hives. Albert Baxter, R. R. No. 3, Muskegon, Mich. 141

**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

**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. Brummeler & Sons, 249-263 South Ionia St., Grand Rapids. 113

**ON ACCOUNT SICKNESS WILL SELL** warehouse and produce business, best town in State, cheap. Clark's Real Estate Exchange, Grand Rapids. 111

**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—STORE, GENERAL MERCH-**andise 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, \$225. Fire barrel kerosene tank in cellar with measuring pump. Pear and apple trees between store and barn. For particulars or for inspection of photograph of premises address or call on Tradesman Company. 99

**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. 83, 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, 128-128 Market St., Chicago, Ill. 6

### MISCELLANEOUS

**WANTED—SALESMEN WHO CALL ON** retail furniture, hardware, dry goods and general store trade to carry a desirable and profitable side line. No samples necessary; sales from photographs. Address 145, care Michigan Tradesman. 145

**WANTED—EXPERIENCED MEN TO** write life insurance; good territory none but active workers wanted. Address D. D. Alton, 96 and 97 Lyman Block, Muskegon, Mich. 149

**EXPERIENCED COMMISSION SALES-**man, commanding trade in Michigan, to represent leading New York manufacturer of bronze powder, leaf, varnishes, lacquers, stains, paints, brushes, etc. Address No. 148, care Michigan Tradesman. 148

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

**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

## The Warwick

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

A. B. GARDNER, Manager.