

#### Nineteenth Year

### **GRAND RAPIDS, WEDNESDAY, NOVEMBER 27, 1901.**

## Number 949

## ••••••• WILLIAM CONNOR WHOLESALE READYMADE CLOTHING for all ages. . Removed to William Alden Smith block, 28 and 30 South Ionia street. Open daily from 8 a. m. to 6 p. m. Saturday to 1 p. m. Mail orders promptly attended to. 3 Customers' expenses allowed. \* Aluminum Money Will Increase Your C. H. HANSON, 44 S. Clark St., Chicago, Ill.



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THE MERCANTILE AGENCY Established 1841. R. G. DUN & CO. Widdicomb Bid'g, Grand Rapids, Mich. Books arranged with trade classification of names Collections made everywhere. Write for particulars C. E. McCRONE, Manager.

National Fire Ins. Co. of Hartford Successor to The Grand Rapids Fire Ins. Co. CAPITAL. \$1.000.000

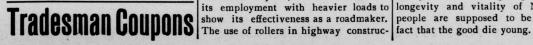
**ELLIOT O. GROSVENOR** Late State Food Commissioner

Advisory Counsel to manufacturers and jobbers whose interests are affected by the Food Laws of any state. Corres-pondence invited. 1232 Majestic Building, Detroit, Mich.

Glover's Gem Mantles

For Gas or Gasoline. Write for catalogue. Glover's Wholesale Merchandise Co.

Manufacturers, Importers and Jobbers of Gas and Gasoline Sundries Grand Rapids, Michigan



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A	UTOMOBILES AND GOOD	ROA

DS The influence of the automobile in the road problem is becoming more and more manifest as the new mode of progression is developed. It is already demonstrated that the prophecies of its significance as a factor made in the early days of its evolution are destined to be far more than realized. There is much to be done in the direction of simplifying construction and securing greater immunity from derangement, but enough has been accomplished to show that the goal of practicality is attainable.

Possibly the most significant principle employed in the construction of the modern self-propelling vehicle is that of elasticity. In the evolution of the steam and electric roads ingenuity has been exercised to its utmost to secure perfect rigidity in the supporting surface of the road. With the advent of gigantic locomotives and tremendously heavy electric cars, the necessity of providing the heaviest steel construction possible has been recognized and met. Fabulous sums of money have been spent in making the most perfect and strongest track possible, and the mechanical perfection of the rolling stock has taxed the utmost of modern construction. The results are wonderful, but with the best that can be accomplished along this line the railroads are still perishable. Human ingenuity is not adequate to the task of providing a way of sufficient firmness but that the speeding loads will attack it and the work of repair and renewing construction must be constantly urged. The use of rigid surfaces of contact in transportation must always involve the destruction of both road and vehicle as long as perfection is so far from attainment.

The radical difference between the rigid principle of construction and the elasticity of the new tires is that, instead of being a means of destruction to the supporting surface, the tires operate to bring it to greater perfection. This principle was early recognized in the use of bicycles, but it remained for its employment with heavier loads to longevity and vitality of New Jersey

tion is still in its infancy; factories for building the machines are crowded to their capacity by the demand from all parts of the country, and as the elastic tire comes more and more into use, instead of vehicles acting as instruments of destruction, they are coming to supplement and perfect the work of construction. The elastic tire of a heavy automobile is the best instrument that can be devised to compress the materials of a highway. The heavy, rigid rollers employed in road construction must be used with enough moisture to make the mass yield under the solid surface of the wheels, but the elastic tire exerts its pressure whether the materials yield equally or not. Given sufficient drainage to prevent the accumulation of mud and the tires will secure a smoother surface, which they will constantly perfect. It only remains to level the inequalities, and also prevent destruction by the heavy tires and calks of ordinary teaming, to secure constantly improving roads with little expenditure for road metal materials.

Gradually as the value of this prin-ciple of elasticity comes to wider recognition it will be permitted to do its work without so much interference. Public sentiment will come to recognize that the driver of a vehicle which tears up and destroys the highway is a public enemy which must be suppressed.

Just now is the era of the full development of transportation by the electric trolley and its steel rails. The fact of its rapid extension shows a demand for local traffic which the steam railways have failed to meet. It is not probable that the trolley will supersede the older system in any great degree, but its work will be supplementary in meeting the conditions of shorter travel. And while this is the case the field will not yet be fully occupied. Through the automobile with its elastic tire there is bound to come another system for still other needs. This is already assuming form in many of the older centers, lines of the new vehicles being started with wonderful rapidity, even while the proper type of construction is not yet fixed. And this is only the beginning. The time is not far distant when regular lines of the new vehicles, with pleasant, roomy accommodations, will noiselessly glide from town to town and, instead of working destructively, to require a constant force of road menders, will do no small share of the work of making and maintaining their own roads.

Because a pert telephone girl in Seattle refused to connect a subscriber with the fire department when he wanted to give notice of a fire, a loss of \$60,000 was incurred, and now the Bell telephone company is being sued for damages by the person thus served and by the insurance company which suffered the loss.

A New Jersey man 98 years of age has just had his leg amputated. The people are supposed to be due to the

GENERAL TRADE REVIEW. That an export of gold of over \$18,-000,000 in three weeks should not adversely affect the financial situation in this country shows that the underlying strength is widely appreciated. The fact seems to be recognized that it is because the Old World is in need of gold and that we have it to spare that we are sending it forward. It is better that it should be thus employed and that we should have returns for its use than that it should lie idle in our treasuries: but the timid financial mind is generally sensitive to any material outgo of the yellow metal, regardless of conditions.

The strength manifested last week in the stock market carried the average of prices upward and closed with a prospect of still further advance and increasing activity. This week the bears are getting in their work on the report that the United States Attorney General contemplated action against Amalgamated Copper and other so-called trusts. This report is sufficient to cause much irregularity, not only in the shares in question, but by sympathy all along the line. In the face of the general strength it is not thought there will be more than temporary uneasiness on this account.

More seasonable weather has come to the rescue of distribution and retail trade and supplementary orders are becoming the rule, with premium for early delivery.

The iron and steel industries are still under a pressure of activity for early deliveries. Pig iron to be delivered this year commands a premium and Southern furnaces are beginning to advance prices. Scarcity of cars is still a serious factor in the Connellsville coke region, where a production of 243,756 tons for the week makes a new high record.

With a movement of grain and other staples limited only by the lack of transportation facilities, prices are strongly maintained, corn especially reaching the highest point for years.

Recent record breaking purchases of wool are followed by enormous shipments from Boston and heavyweight woolens are in great demand, with strengthening prices. Eastern shoe shops are shipping at the rate of 25 per cent. more than last year and price changes are upward. A busy season is already assured for next year's goods, and new factories are projected in the South. There is some yielding in the prices of hides, but leather is well sustained on account of low stocks.

Li Hung Chang's case was hopeless when the doctors agreed on the verdict that he could take only liquids into his system. Such a verdict as that would tickle a Kentucky colonel into convalescence.

Chicago claims to be receiving great benefit from the drainage canal. What St. Louis claims, however, is something altogether different.

Some women are both good and truebut most of them are too good to be true.

## **Getting the People**

The Use of Devices for Catching the Eye The first two essentials in getting the people are to gain attention and inter-An advertisement may be well written and may contain that which highly interests the customer, and yet may lack distinction or may be so buried with other display as to be wholly lost to notice.

One of the curious things to those who have given the subject study is the difficulty of getting people to see things. Take, for instance the work of circularizing among business men. After the regular system of circulars and followups with a personal letter or so, the caller naturally expects to find the matter a foremost subject. The experienced caller, however, goes prepared for its introduction, for he learns that the per-centage of those who can be reached by any method is small.

There may be some value in gaining continued interest in the matters advertised and so getting people to look for the announcements. With the element of interest the use of certain fixed space may be good. But the main dependence must be in making everything so plain that as many as possible of those who run may be made to read.

The use of borders is to give distinction and definition and to attract the when possible by the repetition of similar forms. The giving of distinction is the separation of the space employed from its surroundings. In this the border proper serves only a part, the white space between it and the matter contained usually serves the more important part.

It was early recognized in architecture that the eye is most pleasantly attracted by the repetition of similar forms. A single column is beautiful; a row of columns is far more beautiful. So in the ornamentation of friezes, panels and dadoes the constant study is to give as great a number of the repetitions of similar forms as possible. The same principle obtains in the ornamentation of a border, the eye is attracted by the constant repetition of similar forms, and usually the simpler the form the more easily is the principle of repetition made available. It is on this account that a solid black line is not attractive to the eye although it may serve the purpose of distinction. Parallel light lines are better for they give the architectural quality in some degree, which is totally lost in a single black line.

Naturally the first thought in gaining the eye is display. In this the tendis to make the principal line as ency black as possible. A better study is to make it as suitable to the subject and space as possible. For a line to catch the eye agreeably it must not be crowded. Then let the letter be simple and symmetrical as possible, and the subject must do the rest. Subordinate display should be made harmonious in style and unity preserved throughout. The use of panels harmonizing with the border may be made effective, but simple rectangular shapes are the most at-

tractive in typography. The use of cuts is often enlarged upon and I need not go into the general subject here. The value is various as to the designs and appropriateness to the subject. One feature that may be noticed, however, is the use of the architectural principle in these. Sometimes a row of simple designs is used NO JOKE!

But a yoke Overcoat is the thing. A new line of voke overcoats in all shades just received. Also full box overcoats without yoke. Prices \$10, \$12 and \$15.

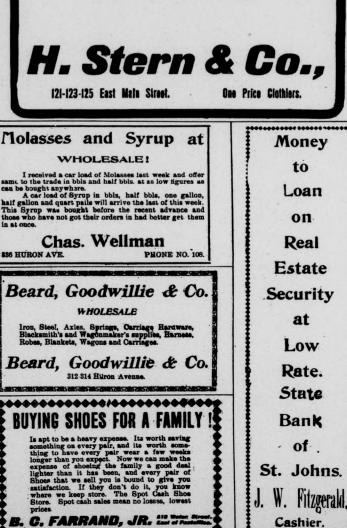
# You will find

In our Men's Suit Department all the newest fabrics and designs, Thibet, Cheviot, Melton and Worsted cloths in the latest cuts.

We are still selling that \$1.50 Hat for sl 13.

Boy's and Children's clothing at reduced prices.

Give us a call before you fill your wants. Come whether you wish to purchase or not.



.....

for a border or panel with great effectiveness. Then recently many are employing the repetition of the same design reduced in perspective, as the Beaman portrait in pepsin gum and some of the still more recent figure designs. This is in recognition of the principle of the attractiveness of re-peated forms added to the architectural effect of receding distance.

H. Stern & Co. show a display which the printer has handled consistently, but which I think employs too much border and black in the display. I fail to see the force of the first display line, and I am afraid others may be as obtuse as I am. A reason for things should be sufficiently apparent to be compre-bended by the ordinary mind. The feature of the advertisement is the prices.

Chas. Wellman evidently wishes to convey the impression that his molasses trade is of some magnitude. The printer's work is good except that he crowds his border too closely.

A well displayed general hardware advertisement is that of Beard, Goodwillie & Co. I should have spaced the firm name a little farther from the border. The advertisement is an exceptionally good one.

Rather a formidable paragraph is shown in the advertisement of B. C. Farrand, Jr., and the printer has em-ployed too large border and type for his space. The matter is interesting and readable, and the card will sell goods, but less wording and smaller type would sell more.

The State Bank of St. Johns uses a generous space, which is more profitably occupied than if it was crowded with matter.

#### Making Reputation.

You are advertising yourself and store, and nothing should be omitted that would increase the attractiveness. Polite clerks, with accommodating manners, are great helps. Many poor people may be among your visitors, but be sure that the same degree of politeness be accorded them that you would bestow upon the rich. In these times, and for that matter at all times, there should be shown equal respect and consideration for all. The character of your store is what you make it; its reputation depends upon what the people think and say about it. If the reputation it receives among the people is good, you have succeeded in widening your range of trade, but if it is the contrary, no system of advertising will give it a standing among the people of the community. A reputation for fair and po-lite treatment, neatness and orderly arrangements, fine goods and good quality, is a thing much desired by every retailer.-Clothier and Furnisher.

#### Good Reason For Modesty.

An officer in one of the English Vol unteer regiments who had made himwhen he slipped and fell into deep water. He was rescued with great difficulty by a private in his own regi-ment ment

The officer was profuse in his expres-The oncer was prouse in his expres-sions of gratitude and asked his pre-server how he could reward him. "The best way," said the soldier, "is to say nothing about it." "But why?" asked the officer in

amazement. "Because," was the blunt reply, "if the other fellows knew I'd pulled you out they'd chuck me in."

A spread-eagle speech is not so bad if the eagle isn't spread out too thin.



Victory is on the side of the army with the beaviest artillery. Of the retailer who buys best values for the least money. Loosen yourself from those old, unprofitable connections. Untie yourself, anybow, long enough for us to talk to you. You are a dealer in the fight with other dealers, aren't you? You want to carry the fight into the enemy's camp. Want to be able to cut prices with a smile while the rival gets desperate. All depends how close to value you can buy. You must get the same value for less than your rival does.

## **Cry Pan=American Guaranteed Clothing**

It's the kind that fits and sells on sight. Besides, we help you sell it with various advertising methods. Where we have spent money in the past to get customers—for ourselves, We will spend it in the future to get customers—for you. We'll furnish your window ads. We'll do your newspaper advertising. We'll relieve you of all your advertising worries. We've doubled our business by the right kind of advertising. We'll help you double yours, if you say so. Whether you're a customer or not "machts nicks." Send us a postal just the same. We'll mail you full particulars. We'll send you the whole outfit express prepaid. Don't hesitate to call for help.

WILE BROS. & WEILL

MAKERS OF PAN-AMERICAN GUARANTEED CLOTHING . .

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

Minneapolis Office in charge of Mr. W. A. Morse, Room 510 Boston Block.

BUFFALO, N. Y.

### Around the State

Movements of Merchants

Vanderbilt-Zickgaff & Karslike have opened a furniture store. Adrian-Don C. Hoag will open a

meat market at 22 S. Main street. Cass City-W. C. Jenks & Co., meat

dealers, have sold out to Harry Young. Detroit-Hay Bros. succeed Shefferly

& Hay in the grocery and meat business. Cadillac-L. B. Bellaire has added a

fresh meat department to his grocery store.

White Pigeon-Ray Colby has closed out his grocery stock and retired from trade.

Melvin-John H. Beal has sold his eneral merchandise stock to Charles Parkins.

Unionville-Isaac Berkovitz has removed his general stock from Akron to this place.

Holland-Gerrit Steketee has purchased the boot and shoe stock of W. Ham & Co.

Hastings-Guy Crook has purchased an interest in the Hastings Halter & Leather Co.

Brutus-H. Hinkley & Co. succeed Homer Hinkley in the hardwood lumber business.

Ortonville-F. C. Profrock has purchased the general merchandise stock of R. G. Brosius.

Scofield-J. W. Fulcher has purchased the general merchandise stock

of W. F. Fulcher. South Haven-The Quaint Furniture Co. has filed articles of incorporation. The capital stock is \$6,000.

Harrietta-S. J. Doty, general dealer, has gone to Los Angeles for the winter, accompanied by wife and daughter.

Berrien Springs-R. C. Bell has moved into his new meat market, which has been fitted up in first-class shape.

Traverse City-E. F. Ferris succeeds Ferris & Champney, dealers in agricultural implements and farm machinery. Petoskey--Robert Wachman has

opened a fruit and produce house at the corner of Petoskey and Michigan Herring & Parish. The new firm will streets.

Owosso-C. E. Underwood & Co. have engaged in the grocery business at the corner of Washington and King streets.

Holland-E. S. Gale has purchased the general stock of Teunis VanDyke, and will continue the business at the same location.

Memphis-H. O. Sink & Co. have engaged in the millinery and grocery business. The stock was purchased of Sutherland & Co.

Sault Ste. Marie-Carlson & Farm have opened a new grocery store in the new block at the corner of Maple street and Bingham avenue.

Ann Arbor-C. H. Major & Co., dealers in wall paper and paints, have dissolved partnership. Chas. H. Major continues the business.

Metamora-H. G. Perkins & Son is the style of the new firm which continues the dry goods and grocery business of Perkins, Heenan & Perkins.

Boyne City-Nurko & Frazer's general stock was badly damaged by fire and water on Nov. 21. The fire originated in an office over the store.

Rockford-G. A. Kelley, who last spring disposed of his general stock at the four corners six miles northwest of this place to B. H. Putman, bas repurchased the stock and resumed business at the same loca ion.

Baraga-Albert Grabower has packed his men's furnishing goods stock at this place and removed it to Mass City, where he has a store building in readiness for the goods.

Gladwin-Mrs. J. R. Campbell has purchased the grocery stock of Mat Crosson and will continue the business at the same location. She has added a bakery and restaurant.

Cross Village-Gerrison & Harris will establish a branch dry goods, clothing and furnishing goods store at Levering as soon as the store building now in process of erection can be completed.

Cheboygan-Leo Edelstein has leased one of the stores in the brick bank block which is being built in Boyne City, and as soon as completed he will put in lines of dry goods, clothing and shoes. Benton Harbor-Frank Potts, formerly of Decatur, has purchased the interest of Peter Tonnelier in the Battlement Drug Co. The firm is now composed of Al. H. Wiggins and Mr.

Potts. Ionia-Charles H. Bradley has sold his furniture stock to Geo. H. Allured & Son. There will be no immediate consolidation of the stocks. Mr. Bradley will go on the road for D. Wildman & Co., of Detroit.

St. Joseph-J. W. Lush, who for the past three years has been clerk at the Three I depot, and Edward Rowe have opened a food and grain store at 619 Ship street. Mr. Lush will have charge of the business.

Battle Creek-Geo. L. Bernard, proprietor of the Heath Home drug store, has returned from a fortnight's hunting trip in the Upper Peninsula. He is the only one of his party who brought home a deer.

Port Huron-Woods & Marks have withdrawn their petition for a receiver and have sold their clothing stock to Heavenrich Bros., of Detroit, the principal creditor. It is stated that Mr. Woods will continue the management of the business.

St. Joseph-Emanuel and Amel A. Herring have purchased the interest of Alphonso Parish in the drug stock of be known as Herring & Herring, the other member of the firm being A. Frank Herring.

Traverse City-Henry J. Pohl has purchased the interest of August N. Nelson in the firm of Nelson & Johnson, grocers and provision dealers. The firm will hereafter be known as Johnson & Pohl and business will be continued at the old stand.

Petoskey-Sherman & Bryam celebrated the second anniversary of their business career last Thursday at the residence of Frank Sherman. A course dinner was served, to which were invited the clerks and the families of the members of the firm.

Leslie-H. T. DuBois, general dealer at Grass Lake, has leased the store building now occupied by the clothing and shoe stock of A. O. DuBois and will remove his stock to this place. A. O. DuBois expects to be established in the Dennis store building by Dec. 1.

Manton-M. Alvin, general dealer at this place, has been committed to the Northern Michigan Asylum at Traverse City until he is declared sane by the physicians in that institution. Mr. Alvin has been for several years one of Manton's leading business men, and his affliction is deplored by his friends and acquaintances in this village. His hallucination is that he has unlimited wealth, and therefore is enabled to

possess anything through the use of his imaginary money that he may desire or covet. It is confidently expected that the treatment he will receive at Traverse City will fully restore his mind.

Jackson-The Jackson Hardware Co. has been organized here to purchase the hardware stock of Charles E. Barnard, for years in the hardware business here. The company is capitalized at \$25,000, with W. C. Starr, of Detroit, and J. A. Taggart, of Toledo, principal stockholders. Both are experienced hardware men. Mr. Taggart has been traveling salesman for L. B. Williams & Sons, of Dover, N. H., and Mr. Starr has been connected with a prominent Detroit hardware concern.

Detroit-December I Joseph J. Crowlev, an active member of the wholesale dry goods firm of Burnham, Stoepel & Co., will retire from that concern, and it is reported that Mr. Crowley, with his brother, Wm. C. Crowley, a salesman for the same firm, will, with others, organize a new dry goods jobbing house, with capital of from \$300,000 to \$400,000. Mr. Crowley's retirement is simultaneous with a reorganization of the affairs of Burnham, Stoepel & Co. The firm has a house in Kansas City, as well as here, J. K. Burnham residing in the former city, and it is said that Mr. Burnham will dispose of his interest in the Detroit house to Mr. Stoepel, who lives in this city, while Mr. Stoepel will sell his Kansas City holdings to Mr. Burnham. It is also asserted that the firm will be succeeded by a corporation.

#### Manufacturing Matters.

Detroit-The Venito Brass Works has changed its style to the Eagle Brass Works.

Detroit-The Standard Cap Co. has been organized with a capital stock of \$5,000.

Charlevoix-The Charlevoix Sugar Co. has filed articles of incorporation with a capital stock of \$300,000.

Levering-M. Palmer has sold his sawmill to S. Vandermeer and H. Timmer, who will continue the business.

Detroit-The proposition of the directors of the Michigan Stove works, of Detroit, that the capital stock of the company be increased from \$300,000 to \$3,000,000 has been endorsed by the stockholders.

Bay City-The stockholders of the Michigan Chemical Co. have voted to increase the capital stock from \$200,000 to \$250,000.

Macon-A new enterprise has been established at this place under the style of the Macon Creamery Co. The capital stock is \$4,250. Detroit—The Crescent Brass & Iron

Co. is succeeded by the Buckley-Hart Manufacturing Co., which also succeeds the Hart Co. in the manufacture of cabinet hardware.

Reed City-Gerber & Strable have bought the old Wenzell Bros. shingle mill plant, and will at once put in a maple flooring plant, making three such mills in this town.

Gladwin-S. O. Church & Bro., of New York City, have purchased the stave and heading mill of Edward Jennings, including the stock on hand, the consideration being \$14,000.

Holland-W. H. Beach & Co. have secured the services of E. Misner, of Grand Rapids, as head miller for their new mill. He has been with the Valley City Milling Co. for some time.

Roscommon-The Hanson Lumber Co. will add a shingle mill to its box factory at this place. This plant works up jack pine into box material, and the firm has timber enough available to keep the plant in operation a number of years.

Harbor Springs-Chapman & Johnson, whose sawmill plant is now located near Pleasantview Center, have decided to remove it to this place. They have secured piling ground on the bluff and will move the output of this winter there and, in the spring, will remove the plant. They have a cut of about thirty million to make and will undoubtedly add other machinery which will make a complete manufacturing plant. Saginaw-John McLean, for some years one of the heaviest stockholders in the Saginaw Specialty Co., and manager of the business, has disposed of his interest, and is about to remove to Tuscaloosa, Ala., where he will engage in the lumbering and planing mill inaw Specialty Co. has passed to Leon-ard Van Houghton, who was one of the organizers of the company and who will devote his entire time to the business.

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

## Cover Your Steam Pipes

Asbestos Pipe Coverings, Asbestos Paper, Asbestos Mill Board, Asbestos Cement, Asbestos Packings, Mineral Wool, Hair Felt. GRAND RAPIDS SUPPLY COMPANY 20 Pearl Street

Grand Rapids, Mich.

## Buy the Most Perfect Talking Machine Made



"HIS MASTER'S VOICE"

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

> POST MUSIC CO., Lansing, Mich.



## Grand Rapids Gossip

#### The Grain Market.

Wheat has ruled rather strong during the past week, while sales have not been as large as expected, and an advance of 11/2c in winter wheat can be recorded. Spring wheat, December, was only up about 1/2c, while cash No. 2 red winter was fully 3c above December. Cash winter is held very firm. The high price in the coarse grains helped to sustain the market. The receipts in the Northwest have been very large. Exports were again over 5,000,000, while the visible made another gain of 3,235,000 bushels, while last year it decreased 100,000 bushels. The wheat feeding process in the corn belt goes on Wheat is selling in Kansas as usual. around 6oc. Corn is selling at 64c at the same place. It is estimated that fully 50,000,000 bushels will be fed, which sooner or later will affect the market. The large receipts in the Northwest had a depressing effect. Receipts in the Southwest are below the usual amount, notwithstanding the large crop that was raised in Kansas and Oklahoma. Texas will have to import wheat, as her crop was only about 4,000,000 bushels. Notwithstanding the large increase, the market held firm and the short sellers could not depress the market.

Corn decreased 692,000 bushels and the market closes 31/2c higher than a week ago, as receipts are not coming along as fast as wanted. The weather also was not favorable for the curing of new corn. Taking all things into consideration, corn is in a strong position for a still further advance. While a break in prices was predicted, the contrary took place.

Oats, as well as corn, are very strong. Prices were advanced 21/2c over the previous week and more were wanted.

Rye also jumped up 1 1/2 per bushel It looks as though this cereal would advance still more, as the export demand is large.

Beans are held very firm. There does not seem to be very much change and the demand is about equal to the supply. Holders are not anxious to part with what they have on hand.

Flour, owing to the firmness in wheat. is strong. An advance of 10c per barrel for domestic trade is being demanded.

Mill feed is \$1 per ton higher and, with pastures getting short, prices will be advanced still more.

Receipts have been as follows : wheat, 50 cars; corn, 2 cars; oats, 2 cars; flour, 7 cars; beans, 3 cars; hay, 5 cars; potatoes, 32 cars.

Mills are paying 75c for wheat. C. G. A. Voigt.

### The Produce Market.

The Produce Market. Apples—The market is strong but prices are too high to be very active. Good stock is running from \$4@4.50 per bbl. for Spys and Baldwins and \$3,75@4 for other varieties. Banas—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, hold-ing city picked at \$1.75@1.80. Bets—\$1.25 per bbl. Butter—Factory creamery commands 24c for fancy, 22c for choice and 20c for storage. Dairy grades are firm and in good demand, fancy commanding 17@ 19c. Choice fetch 15@17c. Packing stock goes at 12@13c. stock goes at 12@13c.

Cabbage—\$2 per crate of four dozen. Carrots—\$1.25 per bbl. Celery—15c per doz. Cranberries—Have sustained a sharp the postage stamp.

advance. Jerseys command \$8@8.50 per bbl. Waltons, \$3 per crate for fancy. Dates-434@5c per lb. Eggs-The market is strong and firm

Eggs at 10@22c for strictly fresh and about 18c for storage. Receipts have been

liberal beyond expectation. Figs—Three crown Turkey command 11c and 5 crown fetch 14c. Game—Dealers pay \$1@1.20 for rab-

bits.

Grapes—\$5@6 per keg of Malagas. Honey—White stock is in ample sup-ply at 13@14c. Amber is in active de-mand at 12@13c, and dark is in mod-erate demand at 10@11c.

erate demand at 10@11c. Lemons-Verdellis range from \$4.50 for 300s to \$4.75 for 360s. Maioris com-mand \$5 for 300s. Californias, \$3.50@ 3.75 for either size. Lettuce-12½c per lb, for hothouse. Maple Syrup-\$1 per gal, for fancy. Onions-The market continues to strengthen, and quotations have ad-vanced 5@15c during the past week. Yellow Danvers fetch \$1.05@1.10 and Red Globes command \$1.10@115. Red Globes command \$1.10@1.15. Oranges-California are now in mar-

ket, commanding \$3,50@3,75 per box, Jamaicas are held at \$3,25@3,50 per box. Floridas fetch \$3,25@3,50 per box

box. Parsley—20c per doz. Potatoes—The market has evidently gone crazy, but prices range around 75c per bu., although local competition fre-quently forces the buying price up to 90c. Dealers are looking for a reaction from the high prices which have pre-vailed during the past month and are

rom the high prices which have pre-vailed during the past month and are hedging accordingly. Poultry—The market is strong, par-ticularly on turkeys, which were very largely contracted for Thanksgiving trade. Chickens are scarce and strong. Dressed hens fetch 7@8c, spring chick-ens command 8<sup>moc</sup> turkey hens fetch ens command 8@9c, turkey hens fetch 10@11c, gobblers command 9@10c, ducks fetch 10@11c and geese 9@10c. Live pigeons are in moderate demand at 60@75c and squabs at \$1.50@2.

Sweet Potatoes-Virginias have ad-vanced to \$2.25. Baltimores command \$2 and genuine Jerseys \$3@3.50 per bbl

Winter Squash-Hubbard fetches 2c per lb.

### Service Has Been of the Best.

T. E. Flanegin & Co.,

T. E. Flanegin & Co., General Land and Immigration Agents. Sioux City, Iowa, Oct. 17, 1901. Commercial Credit Co., Grand Rapids. Gentlemen—We beg to acknowledge receipt of your valued favor of Oct. 14, enclosing check for proceeds of collec-tion on our claim No. 366. We desire to thank you for your prompt attention to this matter and desire in this connection to say that the service which you have given us on collections has been of the best and, taking into con-sideration the class of claims which we have submitted to you, the results have been more than satisfactory. We shall be very glad indeed to give

you such collections as we have and will send you a big bunch of them within a few days.

## Yours truly, T. E. Flanegin & Co.

The Grand Rapids Match Co. has evidently been fortunate in securing the services of Henry Stire, a practical matchmaker of Germany, who now has charge of the composition used in the factory. The new blue top match manufactured under Mr. Stire's formula is one of the most perfect matches made and is evidently destined to meet with a large sale.

Claude Lamoreaux and M. R. Alden have formed a copartnership under the style of Claude Lamoreaux & Co. and engaged in the butter and egg business at the corner of Ellsworth avenue and Oakes street.

The successful man always sticks to one thing until he gets there. So does

#### The Grocery Market.

Sugars-The raw sugar market is somewhat firmer in tone, but with prices unchanged, 96 deg. test centrifugals being still quoted at 3<sup>3</sup>/<sub>4</sub>c. Refiners were rather inclined to make purchases, but offerings were small, as holders remained confident and, with expected light receipts of raw sugar in the near future, it is generally believed that prices will harden. It is reported that planters in Cuba are making preparations to grind sugar cane, but receipts of new sugar will be light until after December. The world's visible supply of raw sugar is 1,840,000 tons. against 1,600,000 tons a week ago and 1,240,000 tons the corresponding time last year. The refined market is quiet. Buyers operate cautiously and purchases were confined to such lots as were needed to fill immediate wants and it is not expected that they will take hold very freely until they see what the mar-ket is going to do. The demand for Michigan beet granulated is good, there being a steady demand for this sugar.

Canned Goods-The canned goods market, as a whole, is very quiet, but prices are firmly held on practically all lines. Buying is chiefly of small lots for immediate use, but is large enough to keep the market in good condition. Tomatoes are firm, but the market is generally inactive and sales are few. It is in just such shape, however, that any little additional demand would send prices up still further. Corn is also quiet. Holders' ideas are about 5c per dozen higher than the trade are willing to pay, consequently very few sales re-There is not much to say about sult. peas this week. The market is dragging along, the orders are plentiful, but small, but are sufficient, however, to justify the belief that all of the best grades and qualities will be sold out very shortly. Lima beans are very scarce, but are not in very large demand. String beans are somewhat stronger and prices have advanced 5c per dozen. Baked beans are firm, with good demand. Pumpkin continues scarce, but is less wanted as dealers are now fairly well supplied. Good quality gallon apples are getting scarce. The buying of this line has been excellent up to this time. These are sauer kraut days. A great deal of canned sauer kraut is sold during November and December, and the trade on this article has been very good this year. A very fine article is being packed now and trade on it is gradually increasing. The demand for peaches of all grades is very good. Prices are unchanged. The oyster market is quiet, excepting for the fresh stock, and it will continue so until after Thanksgiving. There is very little buying of cove oysters at this time of the year, but all of the packers anticipate a lively trade just as soon as the Thanksgiving holidays are over. The market for domes-tic sardines is in rather better shape. The recent cutting has stopped and full prices are now maintained and demand is fair. Salmon is dull with very little interest manifested in any grade.

Dried Fruits-The dried fruit market is in very good condition, with much better demand for all varieties. Prunes are decidedly firmer, and an advance of ¼c is noted on some grades, with some holders not having any at all to offer. The small sizes are scarce and limited orders for these sizes are accepted. These small sizes are, however, what the trade most want and many are will-

ing to pay a premium in order to get them. The raisin market is quiet and well supplied with stock. Loose muscatels are in very light demand, but seeded are going out well at full prices. There is also a good demand for the London layer and fancy cluster raisins for the holiday trade. Peaches and apricots are both rather quiet, but it is expected that the demand for peaches will soon increase, partly on account of the small supply and high prices of evaporated apples, which are quite a factor as regards the consumption of other dried fruits. Currants continue firm, with a continuance of ac-tive demand from all quarters. The tendency of the market is upward, and provided the present heavy consumption continues, there is every reason to expect a higher range of prices between the present time and the Christmas holidays. Dates are a trifle easier. Stocks are quite large and the Hallowi dates show poor quality and do not sell nearly as well as the Sair and Khadrawi. Figs are firm and selling well, with prices about 1/2c higher. Supplies are light and the demand is very active. The consumptive demand for figs this year is very heavy and the market is in excellent shape. There is no change to note in evaporated apples and the situation is practically unchanged. Stocks are exceedingly light and very firmly held.

Rice-The market is in very good shape, dealers reporting a better disposition on the part of buyers to take hold, with more freedom, and business, on the whole, showed a satisfactory increase, with all indications pointing to a very active demand. Advices from New Orleans state that prices were advanced 1/2c per pound on good head rice and higher prices are being asked for Japans because of short supplies.

Teas-The market is very strong, with good demand, buyers showing more disposition to take hold. Green teas are scarce and held at higher prices. Most importers were not inclined to market their light holdings as they anticipate higher prices in the near future. Black grades were steady, in sympathy with the strong tendency to prices for green sorts. The lower grades attracted most attention.

Molasses and Syrups-The molasses market is very firm, especially for the better grades, which are scarce. This firm feeling on the part of holders is increased by the reports from New Orleans that considerable damage has been done to the crop through frost and the fact that the crop is fully three weeks late. The trade, however, are disposed to operate cautiously, pending the settlement of strikes, which will be followed by freer arrivals of molasses and probably lower prices. The corn syrup market is very firm with half a cent advance on barrels.

Nuts--Trade in nuts is very active and the demand for almost all varieties is very good at full prices. Brazil nuts show an advance of 1/4 c and are much wanted at the advance. Walnuts are firm and in rather light supply. Tarragona almonds are also scarce. Filberts are firm and in good demand at high prices.

Rolled Oats-The rolled oats market is strong and prices have advanced 10c per barrel and 5c per case on competitive cases.

The Grand Rapids Retail Grocers' Association has adopted a resolution favoring the proposed repeal of the 10 cent tax on tea.

## Village Improvement

The Grotesque in Landscape Adornment. Written for the Tradesman.

"What is one man's meat is another man's poison'' finds a fit illustration in the work of the improvement society in general. The urban brotherhood longs for the very conditions which the rural organization deplores and the country laborer in the field of the beautiful forgets as he looks upon the work of the town that distance lends enchantment to the view. When the city officer takes his walks abroad with the intention of improving his surroundings, he is constantly brought face to face with the crude efforts of the well-meaning past. Easily won wealth has at some time outstripped the culture that should go with it, and with the mistaken idea of making nature beautiful has banished existing natural loveliness by an attempt ' 'to gild refined gold and to paint the lily.'

It is the older parts of the country that suffer most in this respect. Because trees "from the foundations of the earth" have been considered an element of beauty in the landscape, trees it is and the grounds devoted to beauty and shade are so densely shaded that the grass, also quite an essential of the beautiful, sun starved, turns pale and dies. The ambitious school committee in the farming district has been found fault with because he lets "the schoolhouse by the country road a ragged beggar sunning' remain a beggar sunning, and he has-tens to repair his neglect by planting trees enough for a dozen schoolhouses, and what is more to the point so plants them that the yard resembles a piece of wildwood instead of the cultured tract intended. He has "copied nature" forgetting, if he ever knew, that landscape beauty lies in foliage clustered, not sown broadcast. There is, indeed, and rightfully enough, a reluctance in cutting down these well-grown trees, especially when they are the relicts of the original forest : but when the beauty of the landscape calls for the sacrifice it ought to be made but always under the direction of the artist. In many instances the trees are not too large to be transplanted and they should be at once removed, thus adding beauty to two "beauty spots" instead of being a blemish to one.

More than one unhappy locality in this broad country of ours has been-shall we say cursed?-by the prosperous citizen who has the money but lacks the knowledge of spending it. His intentions are the best in the world; he simply "don't know how." He has passed the age when personal wants and wishes have little force. He likes to be known as "the richest man in town," and he likes to show it in a way to catch the public eye. Indifferent to personal adornment he blossoms into architecture. From tradition he has heard of the "castled Rhine" and the beauty of the English park and he determines to combine the features of both in his bit of American territory, flat as the prairied West can make it. There he builds his castle and there he plants his trees and when the whole is finished and he sits down to enjoy them and the congratulations that he thinks he has every right to expect, amaze ment gives place to righteous indignation when he learns that his estate is nicknamed "Jones' Folly," and that "a fool and his money are soon parted." While this is bad enough the worst remains to be stated; for not contented with his castle and his park he has instand to-day the proof of his foolishness and the horror of every improvement society that has ever heard of them.

It would be a pleasure to state that this public ornamentation with the grotesque is limited to the 'unfortunate few," but the statement if made would be incorrect. Here is where the prosperous rural society has the advantage of those in town; they can build from the ground up on modern plans with modern ideas with comparatively few prejudices to overcome, while the town is hampered by them. That same love of the iron deer and the plaster of Paris monstrosity has at some time in the past taken his seat at the city council table, and in his "gravity and profound con-ceit" dictated the "beautifying" of the town. In many instances the fountain in the park has been the object of his attention, and with the honestthere's the pity of it !- desire of doing something for the public good, he has turned a deaf ear to every lesson of his childhood and hoped to benefit growing and intelligent Christian humanity by pure, unadulterated paganism.

In the whole world there is nothing quite so pleasing to the human ear water music. Whatever its mood it takes possession of us. The awful passion of the ocean, the solemn anthem of Niagara, the rippling laughter of the mountain stream, at their best are only hints of the numberless melodies that nature is constantly singing to her human children and every note is dear to them; for every note suggests a tune that comes from nature's heart. It is nature's song to hidden human naturethe touch that makes us kin-and so we like this music best when it comes to us untrammeled by even a hint of art. It is strange then that this country boyhood, with this best of music sounding in his ears, transferred to town, should even think of anything unsung by nature. In all his brookside wanderings with hook and line, in all his country dreamlife by stream, or lake or sea, has he ever seen or wished to see the water, like an ejected Jonah, belching from a petrified whale or dolphin into a damaged marble basin, while just above a pagan water-nymph pours or tries to pour from a pagan pitcher-always out of order !-- a petty stream that accident has reduced to a dribble? And yet the ambitious capital of an ambitious Western State is to-day trying to teach the beautiful to its populace, hungering after it with that strange conglomeration of distorted and incongruous art. Am I wrong in believing that the Western

sisted on adorning his grounds with of place. We want no inverted whales wild animals in iron and there they or dolphins spouting water for our amusement, and pagan Hebes can be at home only at the banquet tables of the gods. I would not if I could pluck even a feather from Le Notre's fame nor detract a single splendor from his foun-tains at Versailles or St. Cloud. The ear that hears them and the eye that has been gladdened by them has each heard and seen what neither can forget; but they will admit that these wonders belong only to Versailles and St. Cloud. The American toiler "will none of them." He wants the brook song of his childhood and the fountain whose cool splash hints of the dripping "cool-ness that rose from the well." It is the drinking-place at the junction of Cherry street and State, not the sea monsters in the park, that is fulfilling its esthetic mission in Grand Rapids to-day, and that fountain in its plainness, set up in memory of a faithful horse, is proving, as plainly as the purely simple and appropriate can, that the grostesque in public ornamentation is having its day and that the day for better things is dawning. R. M. Streeter.

**Business Maxims**.

Do not rest satisfied in the belief that you control the trade and that it is sure

to remain with you without effort. Buy within your means, then you are sure to be able to pay in like proportion.

Be always as good as your word. Your reputation for memory and con-scientiousness depends upon it. Few men are so constituted that im-pressive airs and haughty demeanor will

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

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

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

you. Be popular if you have the power to be so, but always remember that kind-ness and sociability afford the keynote. Keep your credit good by using it sparingly. It is like your bank account, the more you use it the weaker it be-

comes

Always remember that your best customer consults his own interests in deal-ing with you. Few persons are so gen-erous as to prefer others before themselves.

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

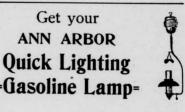
The increasing necessity for a knowlwrong in believing that the Western fountain was designed to be a faithful copy of a fountain in Grand Rapids? I may be wrong in my conclusions, but I do not believe that America is quite ready to be satisfied with this grotesqueness in landscape adornment. Here, with limitless lands and countless deer, the iron imitations are wholly out



\*

Send for Catalogue and see what we offer.

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



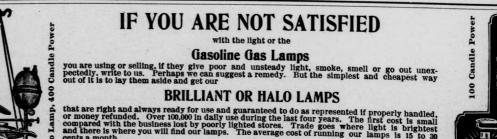
FOR

## 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



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



#### DIAMOND DRUMMERS.

## Precautions They Usually Take to Prevent Robbery.

No set of commercial travelers carry such a precious stock as the diamond salesmen. There are about a hundred traveling salesmen in this country whose stock consists of diamonds, and all but a very small percentage of them travel for firms in this city, for this city has always been the diamond market of the country. Of course, there are many jewelry salesmen who take along with other stock a limited amount of precious stones, but they are not in the class with the kind mentioned who carry no other goods and are not bothered with sample trunks or satchels.

Few as is the number of traveling diamond salesmen, they probably carry a combined stock of a value equal to that carried by ten times their number in other branches of trade, or which if converted into dollars would probably be equal to the capital stock of some of the largest concerns for which other salesmen travel. From the point of view of the light-fingered gentry one of these salesmen would be worth for a "touch' one hundred of his fellow travelers and yet one rarely, if ever, hears of a diamond salesman coming to grief from contact with this class. Few as have been the instances of jewelry salesmen being robbed on the road, the cases where diamond salesmen have suffered in this manner are even fewer. If you ask the travelers, whose starting point is the Maiden Lane district, why this is they will tell you that the diamond salesman is a peculiar kind of individual and that to catch him napping it would be necessary to sit up a good many nights. While on the road outwardly he appears as careless and debonair as any other drummer who lolls around the hotel or plays cards in the smoker, yet underneath there is a caution in his make-up which is required of the man who sells the most costly of the gifts of Mother Earth.

When it is taken into consideration that a traveling salesman for almost any of the diamond houses of John street and Maiden Lane seldom starts out on a trip of any length with less than \$100,-000 worth of diamonds in his wallet and more often the stock is worth three times that sum, it would seem to the average man-that they would have to be possessed of the caution and nerve of ten other men, and that is just about what the diamond salesman has. Then, too, it would seem to be necessary that he possess the confidence of his house to an extraordinary degree unless the firm employing him cared to expend the amount of money necessary to have him followed by detectives every time he started out on a trip. While this is true of some of the men who carry large quantities of diamonds over the country, yet probably three-fourths of diamond salesmen on the road are members of the firm for which they travel. If the business belongs to one person, generally he himself takes goods on the road.

There are cases, however, where the diamond salesman is only an employe, but in these cases most of the selling is done on commission and there is a lot in it to the salesman whenever he makes a sale. Hence the risk to the house is pretty small. One of the largest houses in the diamond district has a salesman out most of the year who is not a mem-ber of the firm. Yet he frequently starts with loose stones in his wallet aggregating in value \$500,000.

ng in value \$500,000. Implicit confidence is placed in him now?"

and he has never violated it. Even if he were unscrupulous his commission is so large that it would pay him more to keep the confidence of his employers in the long run than to disappear with his wallet with the certainty of being tracked by the Pinkertons, to whom such matters are generally intrusted by the diamond dealers and jewelers of the United States.

The diamond man carried his goods in a wallet about ten inches long. This wallet is invariably carried in a pocket on the inside of his vest. The diamond salesman rarely travels at night. One reason for this is that time is of no particular concern. Another is the greater risk in night traveling. When he does travel at night he either keeps his vest on or else he wears a shirt inside of which is a pocket similar to that in the vest. Of course the necessity often does arise of night traveling, and to be ready for it not a few diamond salesmen al ways have with them such a garment in order to be comfortable and not have to go to bed in the sleeper with the vest on. Diamond salesmen seldom talk of their business while traveling, because they do not exactly care to be known.

Diamonds are always shown in papers. All of the salesmen carry a certain amount of what is called in trade par-lance "melet," that is diamonds below a carat in weight, generally of the size suitable for mounting in jewelry. Of course, the diamond salesman tries especially to sell the largest stones, weighing from a carat up. These are what make their stock so valuable and to sell only a small portion of them is worth a trip from one coast to the other. What astonishes those to whom care seems to be an essential in selling valuable goods is the custom pursued in the diamond business, and for that matter, the entire jewelry business, of leaving goods on what is called "niemorandum. diamond salesman, if a jeweler tells him that he believes he can get a customer for some of his stones, will leave a paper of diamonds with the jeweler without anything given as security, but with the understood right to get them back when he wants them.

At the end of a week or two the diamond salesman will walk into the store where he left the stones, weigh them up with a little pair of scales he carries in his pocket and for the difference in weight of the stones he left in the first place he will charge the jeweler. That is why the diamond salesman travels by easy stages, as often he has to wait in a place for two weeks to make a sale of this kind.

As a result of the reign of prosperity that this country is now enjoying, it now is the largest diamond buyer in the London market, where practically all diamonds are originally sold. It has far outstripped England, which up to three years ago took more of the stones than any other country. Consequently the number of diamond salesmen has increased a little, but even now their number is few. Diamonds are never sent through the mails or by express, and consequently these few take around with them all the stock outside of that kent here to be sold over the counters to dealers who take them away themselves.-N. Y. Sun.

### In Trouble Again.

"John writes," said the old man, that they're goin' to send him to the "that they is a legislatur'." "Lord save us!" exclaimed the old "that they are us!" exclaimed the old lady. "What's he been a-doin' of

#### THE RAY BILL.

#### Needed Amendments to the Present Bankruptcy Law

The Judiciary Committee of the Fiftysixth House of Representatives has requested the National Association of Referees in Bankruptcy to gather statistical information from the leading merchants of the United States in respect to the operation of the national bankruptcy law and to ascertain their views as to what amendments should be secured to make this law more just and practical in its operation and more satisfactory to the mercantile interests of the coun try. In accordance with this request the association has sent to the husiness men of the country a list of questions with a hope that the answers may be helpful to the Judiciary Committee in considering the subject.

Attached to this list is a copy of an amendatory bill introduced by Representative Ray on February 13, 1901. This bill would annul the present bankruptcy law so as to exclude from consideration-in addition to property conveved, transferred, concealed or removed with intent to defraud creditors-all property that is exempt from seizure or execution under the laws of the United States or of the State in which the bankruptcy proceedings were begun, insolvency to be determined by the test that the aggregate of the property shall not, fairly valued, be sufficient to pay the debts. It allows receivers, marshals and trustees additional compensation for their services. It makes it an act of bankruptcy for a corporation to have been put in charge of a receiver or trustee on the ground of insolvency. It provides that any incorporated company owing debts, and any corporation engaged principally in manufacturing, trading, printing, publishing, mining or mercantile pursuits (on petition of an officer or stockholder of such corporation duly authorized either by a vote of a majority of the stockholders present at a meeting of stockholders called for that purpose or on the written consent of stockholders holding at least one-half the stock of such corporation), shall be entitled to the benefit of this act as a voluntary bankrupt.

It provides further that the bankruptcy of a corporation shall not release its officers, directors or shareholders, as such, from any liability under the laws of a state or territory or of the United States. It amends subdivision 6 of section 14 of the present bankruptcy law relating to discharges so that it will be unnecessary to prove fraud on the part of the bankrupt in the intent to conceal his financial condition; and it prohibits the judge from granting a discharge where the applicant (1) obtained property or credit upon a "materially false statement in writing made by him to any person for the purpose of obtaining credit or of being communicated to the trade or to the person from whom he obtained such property or credit; or (2) made a fraudulent transfer of any portion of his property to any person; or (3) has been granted a discharge in bankruptcy within six years; or (4) in the course of his proceedings refused to obey any lawful order of, or to answer any question approved by the court."

It amends subdivision 2 of section 17, in that it makes liabilities-not neces sarily judgment in actions-for frauds, and alimony due "or to become due or for maintenance or support of wife or child or for seduction of an unmarried female, debts that are not affected by a discharge. It amends subdivision a of

section 21 so as to render the wife of the bankrupt amenable to the order of the court to render testimony concerning the acts, conduct or property of a bankrupt whose estate is in process of administration under the act. It also amends in many important particulars section 48 relating to compensation of trustees, section 57 relating to proof and allowance of claims and section 64 relating to debts having priority.

Taken all and all the bill appears to be in the main much more favorable to creditors than the bankruptcy law now in force. Many important suggestions will undoubtedly be received by the National Association of Referees in Bankruptcy from those who are most directly interested-the merchants and business men throughout the country. It is to be hoped that, helped by these suggestions, the Judiciary Committee of the Fifty-seventh House may be able to draft an equitable bankruptcy law and one that will not afford any loop-holes through which dishonest men may be permitted to legally escape from the payment of their just and lawful debts. -N. Y. Commercial.

THREE GOLD MEDALS

PAN-AMERICAN EXPOSITION Walter Baker & Co. Ltd. The Oldest and est Manufacturers PURE, HIGH GRADE COCOAS CHOCOLATES No Chemicals are used in

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

the genuine goo every package.

Walter Baker & Co. Ltd. Dorchester, Mass.

Established 1780. Michigan Fire and Marine Insurance Co. Organized 1881. Detroit, Michigan. Cash Capital, \$400,000. Net Surplus, \$200,000. Cash Assets, \$800.000. Casa Assets, 5200,000. WHITNEY, JR., Pres. D. M. FERRY, Vice Pres. F. H. WHITNEY, Secretary. M. W. O'BRIEN, Treas. E. J. Booth, Asst. Sec'y. 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 Sheidon, 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. Whit-ney, Dr. J. B. Book, Eugene Harbeck, Chas. F. Peliter, Richard P. Joy, Chas. C. Jenks. Good Light—the Pentone Kind Simple and practical. Catalogue if you wish.

Pentone Gas Lamp Co. 141 Canal Street Bell Phone 2929

Grand Rapids, Michigan



Devoted to the Best Interests of Business Men Published at the New Blodgett Building, Grand Banida 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 pub-lication, 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 arrearges are paid. Sample copies sent free to any address.

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

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

E. A. STOWE, EDITOR.

WEDNESDAY. - - NOVEMBER 27, 1901.

## STATE OF MICHIGAN | SS.

County of Kent Ss. John DeBoer, being duly sworn, de-poses and says as follows :

poses 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  $7,\infty\infty$  copies of the issue of November 27, 1901, and saw the edition mailed in the usual manner. And further deponent saith not. Iohn DeBoar

Sworn and subscribed before me, a notary public in and for said county, this twenty-third dayof November, 1901. Henry B. Fairchild, Notary Public in and for Kent County, Mich.

#### WILL STAND MANY STORMS.

From time to time imaginative persons of a pessimistic turn of mind devote themselves to predicting dreadful evils that are to come upon this earth of ours and devote it and its inhabitants to destruction.

The astronomers are fond of predicting great terrestrial catastrophes to be caused by the collision in mid-heaven of our globe with a fiery comet. Some geologists love to picture the time when the internal fires and forces of the earth will burst forth with a terrible convulsion and rend it to fragments, while other foretell the time when those fires will burn out, leaving the planet honeycombed with cavities which were caused by steam and gases, but which, by the dying out of the fires, leave innumerable and enormous caverns, into which the waters of the seas will retreat and there will be no more evaporation, and no more rain, and, therefore, no more water in reach of vegetation, beasts and the human race, which will all perish through drought and thirst.

There are others who draw their in spiration from the ancient sacred and profane prophets, and interpret the wild obscure declarations of those seers to set forth dreadful visitations of death and destruction which are to come upon the present generations of the earth's inhabitants. The numbers of these forecasters of evil are quite considerable and they are constantly cropping up to foretell the end of all things, which they declare to be immediately at hand.

A statement is going the rounds of the newspapers to the effect that according to Berosus, one of the ancient historians of the Babylonian Empire, when Noah's deluge overwhelmed the earth and its inhabitants, the planets Mercury, Mars, Jupiter and Saturn, with the sun, were all ranged together

that whenever those same heavenly bodies should again assume the same positions another destructive cataclysm would overtake our earth. It is said that a clay cylinder dug up from the ruins of Babylon, and now in the British Museum at London, sets forth this statement.

It now comes out that there will be a general gathering of the planets in the sign of Capricorn during the coming month of December, and if there is any virtue in the prediction, there ought to be a terrible visitation.

A reference to the predictions of the modern astrologers, Zadkiel and Raphael, fails to disclose any such frightful state of affairs. They both predict an amount of trouble greater than usual, but no signs of a deluge on a terrestrial conflagration are visible.

The good people of this part of our planet are exhorted not to give themselves up to thoughts of disaster, but to live as nearly up to the requirements of the Golden Rule as possible, and to make ready to enjoy the Christmas festivities, as usual. In all probability, some individuals will pass away, but the earth will stand. Let us trust so to the end, since not even with the Santo-Dumont flying machine can we soar away to any other planet.

### CITY RING IN NAPLES.

European countries appear to be imitating all of the industrial and political vices of the New World. They are having quite as much trouble about the tariff in Europe as we have had in the past and seem about to have in the immediate future; the question of trusts is now as much a European as it is an American question; and now they are having in the European cities pretty good imitations of our municipal political rings.

In the popular election just held in Naples the political machine of that city was overwhelmingly defeated. The machine is said to have been in every particular up to the American model. It was corrupt, dishonest and extravagant. It depended on election frauds to perpetuate it in power. It put through all sorts of jobs and schemes to the enrichment of its members. It took bribes. It blackmailed everybody who could be reached and had among its agents noted criminals and Camorrists.

A considerable portion of the press of Northern Italy was in favor of not allowing the Neapolitans to elect their own city government, but the king's taking the matter into his own hands instead. But the royal commission took the opposite view and determined to leave the question of the reform of Naples to the people of Naples. The result has justified the wisdom of the commission and shows what the people anywhere can do, once they are thor-oughly aroused. The Camorra with which the ring government had allied itself was once a patriotic society organized to revolt against the atrocities of the Neapolitan Bourbons. But with success and the lapse of time it has degenerated into a gang which exists solely for plunder by any sort of nefarious means.

And thus it will be seen that municipal reform is taking root everywhere.

If Miss Stone's captors do not soon get that ransom money they will be under the necessity of borrowing money to make Christmas gifts with.

Trust not a woman's tears; it is her

#### NATURE AND JUSTICE.

Maurice Maeterlinck discourses of he has to say there, however, is only part of a complete essay which will be published later, in volume form. It is his object, first of all, to discover the source of justice. He accepts no theistic explanation of anything in man or nature, but he asks: "If there be no judge, what justice is there? None other than that which men have made for themselves, not only by their laws and tribunals, but also in the social relations that no definite judgment governs? Is there nothing above this human justice, whose sanction is rarely other than the opinion, the confidence or mistrust, the approval or disapproval of our fellows? Is this capable of explaining or accounting for all that seems so inexplicable to us in the morality of the universe that we at times feel almost compelled to believe an intelligent judge must exist? When we deceive or overcome our neighbor, have we deceived or overcome all the forces of justice? Are all things definitely settled then, and may we go boldly on; cr is there a graver, deeper justice, one less visible perhaps, but less subject to error; one that is more universal and mightier?'

Maeterlinck freely admits that such a justice does exist, and he declares that it is infallible and irresistible; but he would know where it is lodged, and whence it issues to deal out reward and punishment: "Does an inflexible, undeceivable moral principle, independ-ent of man, exist in the universe and in things? Is there, in a word, a justice that might be called mystic? Or does it issue wholly from man; is it inward, even although it acts from without; and is the only justice, therefore, psycho-logic?" Clearing the way for the en-Clearing the way for the enquiry, he argues at length that there is no such thing as a physical justice. There is, he asserts, no moral reaction in nature-the physical world. A man may suffer in consequence of imprudence, but he suffers neither more nor less because of the character of his motives in such a case. If, on a cold day, one throws himself into the water to save a fellow creature from drowning, the consequences of the resultant chill will be the same as if one had fallen in while seeking to drown a brother man. Nor is there justice in the sufferings inflicted by the operation of the law of heredity. It would be a strange justice, says Maeterlinck, that would throw upon a son, and even upon a remote descendant, the burden of a fault committed by a father or any ancestor. It is true that a son must sometimes suffer because a father has undermined his own health; but the sufferings of the son must be the same whether the father's

motives be heroic or shameful. "But," says Maeterlinck, "in the course of adapting ourselves to the laws of life, we have naturally been led to credit with our own moral ideas those principles of causality that we encounter most frequently; and we have in this fashion created a very plausible semblance of effective justice, which rewards or punishes most of our actions in the degree that they approach or [deviate from, certain laws that are essen-tial for the preservation of the race, \* \* \* This idea, however deeply ingrained although it be in the hearts

and minds of the least credulous and least mystic of men can surely not be in the sky, in the sign Capricorn, and nature to weep when she wants her way. beneficial. Our morality becomes like

the insect which, perched on a falling rock, imagines that the rock has been "The Mystery of Justice" in the Fort-nightly Review for November. What he has to say there, however, is only that nature, the physical universe so far as it is known to man, has not been so constituted that of itself it can either teach or enforce any complete system of justice, it does in its own sphere assert the supremacy of law and the certain punishment of disobedience. There is a physical health and a moral health, and both depend on the observance of certain fixed conditions.

> Universal benevolence, good will, may be regarded as conducive to the happiness and prosperity of mankind; but no such rule of action is found explicitly declared in nature. The mystery-and Maeterlinck admits the mystery-is how the principle came to be set up as a law of life. But, for that matter, the mystery is just as great in regard to any conception of duty. If the theory of evolution must be accepted in its most unqualified form, it should still be said that although the moral law may have been evolved, it is not the law of evolution-not the law which spares only the strong and the fortunate. Evolution on its own ground can find no basis for morality but utility, and utterly fails to show how even the most enlightened selfishness can be transformed into magnanimity.

> There is in human nature a sentiment of spiritual worthiness, a feeling that it is unbecoming to steep the intellectual and moral nature in mere animalism: that selfishness is the dominant trait of the narrow and the mean; that revenge is degrading, and that one can not wrong another in any way without doing violence to his own dignity. Whence came this high ideal of nobility?

> The French stockholders of the Panama Canal Company are much chagrined because the American commission has rendered a report favoring the Nicaragua route. They had hoped to have the American Government buy them out and relieve them of a project that is too great for them to carry. A good deal of work has been done on the Panama route, but it is far from completion and must be abandoned if the American Government proceeds as now indicated, for two canals across the isthmus are not needed and the one operated by private enterprise could not compete with one under the auspices of a rich government determined to make it a success. The French promoters will make a fight against the Nicaragua route in Congress, but they are not likely to win.

The question whether consumption is ''loathsome of dangerous disease,'' is "loathsome of dangerous disease, to be tested in the United States Court in the case of a man named Thomas P. Boden, who came from Ireland and was found by the immigration officials at New York to be suffering from con-sumption. He had money, and there were ample guarantees that he would not become a charge upon the public. It was purely on account of the disease that the officials decided to deport him to Ireland, but a writ of habeas corpus was obtained, and the courts will decide whether the view of the officials is correct. The question is a new one, and the decision will be of wide interest.

On Christmas day Chauncey will speak once more and then forever after hold his peace.

#### WITH PROFOUND REGRET.

It was an old sentence learned years ago at school and given first to the world in the old Roman Senate that came up to express best the modern thought. There had been troublous times in the Empire, then at its zenith. The civil war had racked Rome to its foundations and the victorious general, thinking more of the welfare of his country than of personal resentment, pardoned almost without stint those who had opposed him. Among them was a man who for years had been his enemy, and even he, at the intercession of friends, was pardoned and restored to his estates. announcement of his decision had hardly left the Dictator's lip when the Roman orator, whom all aftertimes have revered, arose in his place in the Senate and, eulogizing in the strongest terms the magnanimity of the Dictator, declared that that day he had surpassed all his former victories because "he had conquered himself."

It is much to be feared that other survivors of civil wars have the same lesson to learn. The clash of arms and the peace that follows it is one thing; the triumph that comes when the shock of war is over is quite another and they who come from the battlefield with their shields or on them alone can testify whether the physical or the mental victory is the greater; but of this there is doubt-the warrior that conquers himself alone is victor and not until he has made that self-conquest is he deserving of the name and its rewards.

Never in the history of the world has a war been waged where prejudice had gained such complete control as it had in the great rebellion. For years before the contest it had had full sway and it made the most of it.

Labor and the man that did it were both degraded, and when the culmination came the prejudice had become a hate so strong that the blindness attending both made it impossible for them to see that justice could only come with their defeat. Time has more than justified the result. Slowly and painfully the Nation passed out of that dark shadow and just as slowly and just as painfully it has been thought that the South was conquering herself-that she had so conquered. For more than a generation she has been bending to the tremendous task that confronted her and those years bear ample evidence of the work she has done. Her once desolate fields are burdened again with harvests and the old flag again floats proudly over them. War has gone. Peace has come and under its white wings it was hoped that the old hate and the old prejudice had died to be known no more; and so when resentment found recent expression because one of the hated race had dined with the President at the White House as an honored guest, there was, aside from the wellmerited reproof it called forth from every self-respecting section of the country, a profound regret that the South can not yet be eulogized because she has conquered herself.

There is little need of repeating here the well-known and well-expressed opinions which the absurd criticism of the President's action has called forth. The rebellion is too recent and too many men are now alive who fought that rebellion to its death to have the country greatly moved except in derision at the statement that the dinner at they said turkeys were going to be

low nor will any "bitterness" worth the minding spring up. The President of the United States will continue to exercise his privilege of inviting to his dinner table such distinguished persons as in his best judgment the country will delight to honor, and the country has every reason to believe that the future will show as the past has shown, that it can rely implicity upon the President's uprightness and good sense in extending the courtesies of the Nation to those only to whom honor is due. Confident in this, it is with profound regret that the country at large is forced to admit that the time has not yet come when it can say to the South, in the words of the old Roman orator, "Hodieno vero die te ipsum vicisti"—"Truly this day have you conquered yourself.

#### TETANUS AND HORSE LYMPH.

The announcement made recently that there had been, in St. Louis, seven deaths from tetanus (lockjaw) of patients who were under treatment for diphtheria with horse serum, created a profound sensation throughout the country among the people who look to that serum for recovery from the dreadful throat disease.

The matter was taken up by the Coroner of St. Louis, and, after investigation, he has brought in a verdict fixing the blame on the Health Department of that city, charging it with negligence in the preparation of the serum which the Department had been making for free distribution to the public institutions and to physicians throughout the city

This verdict, however, while it blames somebody, does not reassure the people who have lost confidence in the serum treatment. There is no evidence that the medical men of the St. Louis Health Department failed to exercise due care. They selected horses that gave every indication of being in good health for the production of the anti-toxin serum, and the fact that it contained lockjaw poison or bacteria shows that it is not easy to determine the freedom of the living animal from specific morbific toxins. There is no evidence on record that lock jaw has ever been occasioned by vaccination for protection against smallpox with lymph from cows, although other diseases may have been communicated.

The entire problem of contracting deadly poisons or toxins with animal lymph is still enveloped in much obscurity. The value of vaccine (cow lymph) appears to have been established, and so, to some extent, has been the hydrophobia treatment; but the Koch serum for tubercular consumption seems to have proved worthless, and now a serious blow has fallen upon the vaunted specific for diphtheria.

These adverse facts, while they warn us against accepting with too great confidence the efficacy of any serum treatment, declare in the most strenuous terms the necessity for further experimentation to determine in the most rigorous manner all the conditions involved in such methods of treatment, so that their limitation in the way of adaptability and efficacy may be better known. Until better assurances can be given, the friends of a diphtheretic patient will tremble at the administration of the horse serum and its dire possibilities.

The pessimists are ever with us. First the White House will tear apart again scarce, but when it turns out that tur-the recently united sections. There will keys are plenty they declare the birds eloquent speakers who for lack of means that he regards himself be no "tear." No "race war" will fol-will be thin. They forget the stuffing. can not themselves make large dona-place among plutocrats.

MR. CARNEGIE AND HIS CRITICS. Everybody who reads the newspapers is more or less familiar with the history of Andrew Carnegie. He was not always a multi-millionaire, but he had good executive ability and understood his business. By skill as an organizer, by energy and enterprise, he built up one of the greatest manufacturing industries of this or any other country. He gave employment to thousands of men and paid millions of money in wages. As often happens in other like establishments, there was not always unanimity of opinion in the matter of wages between employers and employes, but the labor troubles of his concern were no more numerous than those in other like establishments, and although he may have been wrong in his attitude. he was no more so than hundreds of others have been. Having amassed an immense fortune through his own efforts he retired from business and set about spending his money for the good of others, building libraries here, there and everywhere, donating immense sums to educational institutions at his old home in Scotland, and only the other day he distributed a fortune among several of his old employes who believed that their services had been properly compensated when rendered.

It seems to be getting fashionable for sensational clergymen, apparently looking for something to say which will attract attention, to denounce Mr. Carnegie and his benefactions. The latest exhibitions of this character are presented by Rev. Dr. Hillis and Rev. Dr. Pentecost, who have taken occasion to criticise the philanthropist, characterizing him as a "conscious or uncon-scious humbug." Men like Drs. Hillis and Pentecost are very able and eloquent, doubtless accomplishing much good by voice and pen, but is it not possible that in their zeal they sometimes overstep the bounds of good judgment and public policy? If they wish to assail Mr. Carnegie because at one time he had a labor trouble in his mill, why not assail the officers of the steel trust, a half hundred railroads and hundreds of other employers who have had like differences with their help? Assaults such as they make upon Mr. Carnegie are calculated to discourage philanthropy and generosity everywhere. It follows, as a matter of course, that only the rich can build libraries or endow colleges. The poor can not do it, for obvious reasons. It needs no argument to demonstrate that good comes from these donations. Why criticise, ridicule and assail the man who just now is doing more of it in this country than anybody else? Mr. Carnegie believes the wealthy have obligations to dispose of their money where in their judgment it will do the most good, and he is doing it in an eminently practical way. He

is not the only rich man in the United States, and others seeing his good example and noting the general applause accorded it, would naturally be induced to go and do likewise if they felt sure they would not be made the target for the rhetorical assaults of men like Dr. Hillis and Dr. Pentecost, recognized as leaders of sufficient influence so that all they say attracts attention. As a matter of public policy and as promoting the general welfare of the country, is it not better rather to encourage and commend Mr. Carnegie and other rich men like him for giving so freely of their funds in such a worthy way? Learned and

tions to public or charitable enterprises certainly ought not stand like dogs in the manger, preventing others who are able and willing. It certainly seems like very poor taste and exceedingly bad judgment. There is a homely old adage that says a gift horse should never be looked in the mouth. If millionaires who give liberally are to be assaulted and assailed from the public rostrum, others similarly inclined will hold fast to their money in self-defense, prefering not to give at all rather than to be criticised and ridiculed. The time to criticise their methods is when they are making money rather than when they are giving it away. Rather should Mr. Carnegie and other benefactors be accorded the credit which is their due. However Mr. Carnegie came by his money, is it not better for him to distribute than to hoard it?

The way to reciprocity is strewn with obstacles. No concession to any foreign countries can apparently be offered that will not arouse the opposition of American interests. The adoption of the proposed treaty with France finds objection from the New England manufacturers of jewelry. The American tobacco and sugar growers object to any concessions to the Cuban planters. Our new citizens of Hawaii have now a free market for their sugar here, and they do not want to share it with the Cubans. It is the evident desire of American producers to hold the home market for themselves and to exclude foreigners entirely from it. They want to sell to all the world and buy nothing from other countries. This policy would do very well if other countries would consent, but when the time comes that they can sell us nothing they may have nothing with which to buy from us. International trade must stop where reciprocity in some form ceases to exist.

Immediately following the assassination of President McKinley there was a very general sentiment all over the country that the next Congress should consider some legislation calculated at least to lessen, if not to stamp, out anarchy altogether. Various suggestions were made at the time in the public prints as to how this purpose could be accomplished. Representative Curtis, of Kansas has a bill which he will introduce next month, which makes it a crime punisbable with death to make an assault with intent to kill either on the President, Vice-President, members of the Cabinet or Justices of the Supreme Court, and also providing severe penalties upon anarchists. Presumably there will be other bills from other members, and out of the variety at least one good effectual law should be secured.

The pumpkin has climbed to an eminence almost equal to that of its neighbor, corn. The pumpkin has gained appreciation by ceasing to be common and becoming rare. Time was when any farmer would throw a pumpkin at you, but that time is not now. The pumpkin is valuable pie timber and is in demand at the canning factories. A Chicago firm is reported to have made a handsome profit out of a recent corner in the "yellow fellers," and other firms are now seeking to repeat the performance. When it is said nowadays that a man "thinks himself some pumpkins," it is to be understood that he regards himself as entitled to a

## Clothing

Trials and Tribulations of the Clothing Clerk. Written for the Tradesman.

He had wandered into town from the wilds of Wayback where Uncle Danny Briggs, with his seven by nine grocery, represents all that is good and great and noble in the mercantile line.

If his clothes were out of style and his hair longer and more bushy than we are wont to see; if his manners were quaint and his speech peculiar, it may be because those of Uncle Danny are unusual, too, and the merchants of any community exercise an unmistakable influence upon the dress, the manners and the speech of the people with whom they are brought in contact.

There was no hesitancy about this man. He had come to see the sights and to make his wants known, and he straightway proceeded with his mission.

"Hello, young feller," said he to the new clerk. "Is this Jones' store? 'Tis, hay? Wall, that's what I thought. See the sign out in front, that's how I knowed. Can't fool me much-not on stores. I hain't no spring chicken, I hain't. Say, know Hent Liscomb? Do hay? I thought mos' likely ye did. Hent doos some tradin' here I reckon, hay? Yas, that's what he tol' me. Says he kin do pretty good here on some things, so I thought I'd come an' see. Hent says ye hain't half as bad as some folks tries to make out, but course I don't 'tend to know nothin' about that. Ye can't allers tell about storekeepers. Gin'lly pays a feller to keep his eyes peeled with any on 'em. Thought I'd come an' look around a bit. Ye see the's quite a few out our way's comin'

here if I tell 'em everything's all right, so ye'd better be kinder liberal with me this time anyway. Ye see it's 'bout like this: We're gittin' sick an' tired of old man Briggs. He thinks everybody's gotter trade to his store an' he charges three prices fer all his stuff an' pays less'n nuthin' fer farmers' truck, an' the's half the time ye can't give it to him. Two pound o' butter an' a dozen eggs'll stock him up fer all winter. If ye go to Briggs's with two cabbages in yer wagon, ye've got to hide one on 'em under the seat so's't he won't think yer tryin' to glut the market.

"An' then he owes a lot to the fellers he buys of, too, an' I reckon they sock it to him on prices, an' send him a lot trash they can't sell to no one elst. O, that air's the dumdest store ever was.'

After saying which, the gentleman from Wayback scraped the ashes from a clay pipe, blew noisily through its stem and then began looking around for something that he evidently expected to find hard by.

"Say," said he presently, "I'm kinder strange around here, but where d'ye keep yer goozlin' can?" "Keep what?" asked the new clerk.

"Yer goozlin' can. Course I'd otter know where it is, but I hain't altogether got onto things here yet. Jess show me oncet an' I'll be all right after that. I'm quick to learn, I be.'

Why I really don't know," admitted new clerk. "Is it anything in grothe new clerk. ceries? The customer looked hurt.

No goozlin' can !" said he in an in-"No gozzlin' can! Wall, jured tone. by Jinks! An' Hent Liscomb said youse

fellers down here had everythin'." There was a pause, and then looking up quickly, with the light of sudden inspiration in his eyes, he exclaimed : 'Wall, say, I didn't think but what you knowed. Mebbe ye call it the 'poor box.' Where's yer poor box, 'low me to ask ye?"

The new clerk scratched his head. Then:

"Why, I guess I could find you an old banana case. They're about the poorest boxes we ever get."

"O, the Dickens! I mean the poverty bin, blame it all. The goozlin' jar-the pilferin' can. Don't youse fellers ever keep no smokin' tobacker around fer yer good customers? You must be pretty new. Where was ye brung up anyway?" The new clerk took the hint, the gen-

tleman from Wayback lighted his pipe and continued :

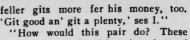
"Old Man Briggs is middlin' clost, but he aller keeps a box o' smokin' open fer the boys. I reckon he kinder has to, an' we calls it the 'goozlin' can. Course it's s'posed to be only fer customers, but anybody can smoke out of it what wants. Briggs don't never say nothin' ceptin' when some o' the lads goes to fillin' their pockets, an' the' couldn't no one hardly blame him then. You wouldn't like it nuther. Say, ye hain't got no good pants I reckon?" "You bet we have," said the new

clerk, glad of a change of subject. "What kind would you want?"

"Want the spang firedest best pair in the shebang. I hain't much fer style, but it don't never pay to git cheap. I allers want the best the' is.

"About what size do you wear?"

"Gimme the very biggest. Big ones is warmer an' they last longer. Then a



are forty-four waist, thirty-three leg and every thread wool."

"All wool an' a yard wide, hay? Warranted not to rip, ravel ner run down to the heel I reckon. Ye allers want to git in the hull business. Wall, le's see. I can't never tell nothin' by sizes,'' and he took the bottom of a leg in each hand and stretched them out. Then he essayed to get the size around by measuring the garment against his own waist, and although to an unprejudiced observer the pants were large enough for two like the gentleman from Wayback, the result to him seemed perfectly satisfactory. So he gave a nod of approval and asked : "How much?"

"Five dollars," replied the new clerk.

The customer laid the garment upon the counter and turned around slowly, taking deliberate and careful inventory of the contents of the building. Then he looked at the clerk in a superior way and said :

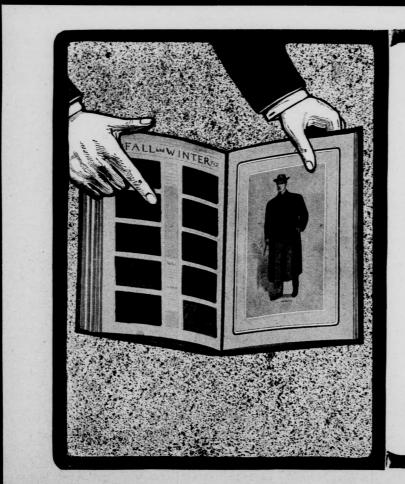
"Prob'ly it's wo'th it, but I didn't want to buy the hull store. It was jest the pants I was a pricin'.

The new clerk looked disappointed. "That's what I meant," said he. "Five dollars is the price of the pants."

"Five dollars for them pants?"

M. Wile & Co. Famous Makers of Clothing Buffalo, N. Y.

Samples on Request Prepaid



## You Sell from the Book

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

### THE OUTFIT IS FREE

SEND FOR IT IF YOU WISH TO SELL CLOTHING BY SAMPLE .. EXPRESS CHARGES WILL BE PREPAID

David Adler & Sons Clothing Co. MILWAUKEE, WIS.

"Yes, and they're cheap, too. are the very best that we can possibly They're fine goods whether you know it afford to sell at that price." or not.

"Yes, they're fine!" was the sneer-g retort. "So's a hemlock board fine ing retort. after it's split up. Them'd be fine in a loggin' foller, them would! Feller'd bust the Dickens out of 'em fust time he took a good lift on a cant hook. Old Man Briggs never fergits to ask four prices, an' he's got enough sight thicker pants 'n them air fer two dollars an' a half. I reckoned you'd want about six shillin' fer 'em.'

"Here's something for two dollars,' said the new clerk, sighing inwardly. 'Maybe that's more like what you are looking after.

"Two dollars, hay? Wall now, let's see. Is that all wool? O, I don't reckon it is. Le'me pull out a thread-1 won't sp'ile 'em. No, that hain't wool. I d'no, though, mebbe it is, too. No, I don't believe it is, either. They fix up stuff nowadays so a person can't hardly tell what it is made out of. Yes, sir, that's cotton, every thread of it. Course it's cotton. By Jinks! They don't fool me much on pants I'll tell ye. But you bet I don't pay no such price fer them air. Say, Hent Liscomb bought a pair o' pants to East Jerdan to the Jew store fer only one dollar that was jest every bit as good as them. Land! but they wore good. Course the Jew wanted two an' a half fer 'em, but Hent he told him 'a dollar or nothin'. Jew he ses, 'dollar an' a halluf.' Hen ses, 'dollar or nothin' an' I'll go to Central Lake.' Jew ses, 'dollar an' a kevater.' Hent ses, 'my time's vally-ble. Dollar or nothin',' an' starts off. Jew ses, 'take 'em, but I lose money by dot pizness.' Jess es if a feller in a store ever lost any money sellin' goods ! Say, I wouldn't mind givin' ye a dollar fer them pants.

"We can't possibly sell them for that, but here's a pair for a dollar that I should think you'd like. They wear awful good,'' said the new clerk, adopting an adverb, the value of which he thought his customer would thoroughly understand.

"Yes, they might wear," said the man eyeing the garment critically, "but blame them cotton things anyhow. They git wet nine days afore a shower o' rain an' stay wet ten days after. Jinks! Wisht I c'd git some o' the old Canady grays ag'in! I wouldn't begrutch two dollars fer a pair o' them fellers. Ye could wear 'em four an' five winters by half solin' of 'em a time or two, an' then they'd do fer hackin' around summers fer a Dickens of a spell.'

"Think these'll do?" enquired the new clerk cautiously.

"O, I d'no. I wouldn't mind givin' ye fifty cents fer 'em.'

"I couldn't take that very well."

"How'd seventy-five cents be, an' throw in a pair o' galluses?"

"Sorry, but it's impossible. A dollar's the very best I can do.'

"Wal, seen' it's you, I'll gin ye seventy-five cents an' ye kin keep yer galluses." "No, I can't do that, either. A dol-

lar's cheap for them.' "Wall, the' hain't nothin' small about

me but my feet. Them pants hain't sewed very good, an' they'll fade an' shrink, but if ye'll throw in the galluses itself, I'll take 'em. "I'd do that in a minute if I could,

but it's entirely out of the question. Mr. Jones wouldn't allow it. The pants

"O, I know all about that. I git prices from outside, an' I keep posted on what goods is wo'th. Them pants don't cost only forty cents by the box. You've gotter git down on yer stuff if ye expect to hold my trade. I kin do a sight better'n that to Bellaire an' don't ye never fergit it. If I go to Bellaire, that's where all my neighbors'll go, too. Throw in the galluses an' here's yer cash."

"Say, now honest," said the clerk in pleading tones, "I'd get fired if I was to do that. I can't make prices any different. I'll give you the best price I've got and that's all there is to it. You'd better let me do'em up at a dol-

lar." "Pretty blamed small, by Jinks!" exclaimed the man from Wayback. "Pretty blamed small fer a fact. Yes, ye kin do 'em up an' that'll end the deal for you an' me. Won't throw in the galluses with a bran' new pair o' pants, an' don't keep no goozlin' can! I allers did allow that what Old Man Briggs' soul'd fit middlin' loose inside a mustard seed, but blamed if your'n wouldn't wander around fer a week on the p'int of a pin an' never cross its back tracks oncet.

### Geo. L. Thurston.

Notable Features of the Hat Trade.

In the hat world, retail and wholesale alike, the most notable feature is the increased popularity of the black, soft felt, including the already very popular Panama shape. It is predicted that the pearl alpine is a thing of the past as far as correct dress goes, for it has "been done to death."

The demand for all classes of goods continues to be excellent. In stiff hats, young men, the high crown leads, for and for the more elderly class a rounder crown. The latest feature of the derby is a "Panama" shape, designed on account of the popularity of the Panama straw and later the Panama felt.

Regarding the sale of silk hats, retailers say that this season has eclipsed any previous one. The latest creation, one that has not yet been pushed in this country, but has become recognized in England, is the plain silk, similar to the opera hat, but non-collapsible. This hat has many advantages that are obvious. A little careless handling will not injure it, and even a wetting will do no great harm, and it is probable that it will become quite popular.

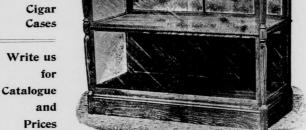
Manufacturers of straw hats have made every exertion to prepare for next summer a good supply of Panama styles.

The Pan-American Exposition is dead and vandals are hovering about it. They have already broken and destroyed much of the statuary and orna-mental features, carrying away such of it as might possess value. There are twenty-five policemen on duty, but they appear to be unequal to the task of guarding the property. In some in-stances exhibitors who have been unable to remove their exhibits have been compelled to adopt special measures for their protection. The Rainbow City is in ruins. Once the life goes from any creature or creation it becomes the prey of the vultures.

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

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





Takes **First Class** Freight

Rate

No. 52 Cigar Case



## Shoes and Rubbers

Why Comparatively Few Boots Are Worn Nowadays.

"Boots, once commonly worn by men and boys, are now," said a man ac-quainted with the shoe trade, "worn only by older and middle-aged men, and by only a comparatively limited num-ber of them, although it is a fact that sale of fine boots in this city has the slightly increased within the past two or three years. The men who wear boots are men who have worn them all their lives and they cling to them from habit, or they may prefer them, anyway.

"Sometimes men have changed from boots to shoes, and then changed back : the shoes did not seem natural or comfortable to them. Oftener, however, when the older man changes to shoes he sticks to them, and by far the greater number, indeed, of middle-aged and older, as well as young men, wear nowadays what, so to speak, everybody wears, namely, shoes.

"Still, in so great a city as this, among so many people, the number in the aggregate of those who wear boots is quite considerable, and in some of the very largest of the shoe stores you would find, quite unknown as boots are now to the great majority, men's boots in some variety; perhaps as many as a dozen styles of boots, in stock. They range in price from \$5 to \$12 a pair. You see they cost more than shoes and as a matter of fact they are worn for the most part by men of means or in comfortable or easy circumstances.

"And contrary to what might be expected of those still wearing boots, the greater number, proportionately, would be found in the city and not in the country, where, if anything, the boot has been even more generally superseded by the shoe, in some form. I am speaking now, you understand, of boots and shoes as worn by the great majority of men everywhere for the ordinary purposes of a shoe. There are, of course, regularly made and constantly sold and worn, for older men and young, riding boots and hunting and fishing boots.

"There are still made and sold to some extent kip boots, a coarse, cheaper boot, selling at about \$2.50 a pair, worn by some people in out-of-door occupations, as by street sweepers in cities and by farmers in the country. It used to be thought that following the plough and all that, the farmers must have boots, but mighty few farmers anywhere in the country wear boots to-day. Some do, to be sure, and there are older and middle-aged farmers who wear fine boots on Sundays and other occasions from old-time habit, or because, like the city man, they like them. But the great majority of them wear, like almost everybody else in these days, shoes of some sort, very probably a high-cut blucher, which serves its purpose well.

"Besides the riding boots worn by men riding for pleasure or recreation, there are some boots worn by horsemen in general, but still practically the only men who as a body now wear boots as they go about their daily work are miners, and one reason why they wear boots is because more or less of their work. in some mining, they do on their knees.

"They will tell you at a big wholesale shoe concern with a trade reaching in all directions and extending through

they do not sell now one pair where twenty-five years ago they sold a hundred cases.

"Now all that I have said to you applies to leather boots, to boots worn, as I said, for the ordinary purposes of a boot or shoe. But there is a boot now made that is extensively worn by men in various special callings and more or less by all sorts of men in wet weather, namely, the rubber boot. Since its introduction the sale of the rubber boot has increased, and more rubber boots are sold now than ever.

"The farmer of the present generation who never owned a pair of leather boots and never thought of buying any, does own, very likely, a pair of rubber boots, and when it comes a wet day and he needs such protection, he gets out his rubber boots and puts them on and stalks abroad in the wet, dry shod.

"In some mines the miners wear rubber boots. Fishermen wear rubber boots, and so on; and then there are many people in out-of-door occupations who wear them when they need them, and rubber boots are worn by children. And speaking of children reminds me of the boots once universally worn by the small boy, written about in innumerable stories, pictured in many pictures, the little red-tops commonly described as 'Johnny's first boots.'

"Why, fifty years ago, every father gave his son at that Christmas time for enough to wear them a pair of red-top boots, which little Johnny put on and wore about with joyous, youthful pride. No small boy's happiness would have been considered complete unless he owned a pair of red-top boots; and the red-tops were as staple goods in the shoe stores as drums and sleds were where they sold toys.

"But you would have to look to find them, to get a pair of red-tops now, for what once no boy thought he could do without has now long been practically out of use; the vast majority of the small boys of the present day never even heard of a red-top boot. They are still made, a few, or they might be found in wholesale stocks, carried over, but held to meet occasional demands, which, if they did come, would be like liest to be from some dealer who wanted a pair for some foreign-born customer. For the red-top boot was an institution in foreign lands, perhaps, before it was here, certainly it flourished there later, and foreign-born fathers, most likely, are those who make the far-apart demands that still straggle in for them. There is no more demand for them in remote parts of the country than there is here at the metropolitan center, no region where they still cling to them; for everywhere throughout the country, just as they are in clothes and hats, so are they up to date in shoes."-New Vork Sun.

Glad to See Her. "So you overcame that old antipathy of yours," her husband remarked, "and called on Mrs. Bobbles?"

"Do you think she was glad to see you?"

"I am sure of it."

"Ahem-you must have some reason for that belief outside of her assurances."

"I have. I had on the old dress that was made over twice, my hat was out of style and my hair had come uncurled ; while she had on a gown that couldn't have come from anywhere but Paris. the country from ocean to ocean, that Could she help being glad to see me?"

## 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 01 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

## How Are You Fixed for Rubbers?

Have you any of the new specialties of the Boston Rubber Co. in their line of Duck rolled edge goods? They are especially practical.

There is the Lacit, like the Itaska, only it laces instead of buckles. The Lumber King, like the Michigan, also laces instead of buckles, giving that desired close fit over the instep and around the The Motorman's Gaiter is a high cut shoe made with a rolled ankle. edge bottom and a high tight top. Just the thing for strenuous efforts in deep snow.

Our stock of these and all other rubbers is large. We make prompt shipments.

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

Use of Display Cases Which Aid Sales. We saw a clever little polish case on display the other day which ought to be installed in every small shoe store or, for that matter, in every store where there is not room to display a quantity of small articles such as are found in our large departments. It was a small glass case about two and one-half feet in height, and just large enough to carry two dozen boxes of shoe polish. In gilt letters across the face of the case the name of the polish and the price were mentioned. It stood conveniently on the ledge about halfway down the aisle of the store and was noticeable to every one who entered.

This is a good, clever little advertisement, and at the same time it keeps the polish from being scattered from one end of the store to the other. It does away with the untidy appearance so often noticed in this department, which you are now trying to place on a paying basis, because all of the polish, except samples, might be conveniently kept in a large drawer in the rear of the store.

Another good feature noted in this same store was a lamb's-wool polish brush which the proprietor showed in connection with the shoe polish. These polishing brushes have become so perfect that the wool does not rub off at the first or second application to the shoes. They can be bought for 121/2 to 15 cents of any findings house, and they will sell readily at 25 cents each. It makes no difference who your customer might be, just as soon as you offer to sell him a box of shoe polish and show him this handy little brush, he is bound to be taken with it at once; 121/2 cents' profit on a brush is not bad, and shoe merchants can readily afford to stock two or three dozen of these handy cleaners, and they do not mind the trouble of selling. I would advise you also to secure some order blanks, because if a demand is once started you are bound to sell just about as many as you can handle.

Have you not noticed that heavy paste polishes are going out and that liquid polishes of all kinds are being pushed on the market; also that patentleather pastes of various descriptions are being used? This condition of affairs demands the presence of some other style besides the old mohair brush that costs \$1.50 if you wanted a good one. It is not an easy matter to get down on your knees and attempt to polish shoes with a piece of rag, and these lamb's-wool brushes are superior in that they polish the shoes evenly from beginning to end. Do not forget these little items and they will pay your gas bills and fuel expenses if you handle them in the proper manner.

The call for the better grades of shoes has also created a demand for a superior quality of laces, and it would not be a bad idea to see that your stock of laces is augmented accordingly. The new patent laces, with tags on the inside, are selling well wherever they are kept, and you can not go wrong in putting in a supply. From present indications these new laces will supplant the oldstyle string altogether, and, being put up in pairs, they are easier to handle. The season for insoles is now upon us and you should see that your stock of these goods is complete. The hair sole with the whalebone stiffening is found to be a ready seller at this time of year, but when you sell this article advise customers to take one a little larger than customer should ask for a pair of size 9 the size of the shoe, for after a hair sole and you have only a size 8 or 10 in has been in use a short time\_it is apt to stock. If they are, tell the customer THE M. I. WILCOX CO.,

shrink. The whale bone center does away with the sole shortening very much, but does not keep it from shrink ing in width.

Little Wrinkles That Help Sales and Add to Profits

Once more we wish to remind you of the necessity of preparing in time for the holiday season. If you intend carrying lines of misses' and children's leggings in colors, or otherwise, you will sell goodly numbers to mothers and relatives who take this rather unique means of bestowing gifts. It is not only advisable, but it is necessary for you to order your leggings at once, if you have not already done so. Do not pass this opportunity by for making pin-money (if we may use the expression) during the holidays. There is no article of a like nature which pleases a child more, and there is nothing more practical than children's leggings for Christmas presents.

There is another commodity which is listed under findings that can be sold with profit during the same period-namely, bed slippers. How many thousands of people you will find who are continually complaining of cold feet! To such people bed slippers directly apply, and they will indeed be grateful for the opportunity to buy such articles if they are only acquainted with the fact that they are in the market. You can make a clever advertisement out of foot-warmers, and if you are unable to secure the eiderdown variety, such as is sold by a few Eastern manufacturers, you can obtain the regular socks which are used for rubber boots, or for bath-room wear, and advertise them under the same heading. They will serve in this capacity satisfactorily and will wear far better than specially designed bed slippers.

If you are in the habit of ordering your men's and women's slippers from the manufacturer, and have not yet done so, you should lose no time in making enquiries as to whether you can secure them in time for the Christmas display -that is, not later than the first of December. If the manufacturer is doubt-ful of his ability to supply you at this time it would be unwise to allow him to put you off and take chances of receiving them five or six days before the holidays. It would be more feasible to call in the salesman of some jobbing house in the vicinity, or make a trip to the market yourself and see what you can pick up there.

Jobbers, during the past three or four years, have made a specialty of holi-day goods, and they will be able to supply your wants, at least in moderation. When it is considered that you are sure of immediate delivery you will be able to realize how much more advantageous it is for you to buy your men's and women's slippers from wholesalers. You might better do this than have your goods arrive at the last moment.

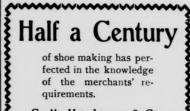
If you have not a satisfactory slipper trade it would be unwise for you to tie up money in an article which, while a staple, is not pushed in most stores the year around. Of course, if your trade demands these goods the entire year you will not be out so much; but you are well aware of the fact that the greatest opportunity during the year for selling slippers is offered at Christmas time.

If you are out of sizes you should instruct the clerks to enquire if the slippers are for a Christmas gift in case a

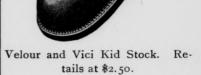
that should the size not be right the slippers can be exchanged immediately after the holidays. In this way you will be able to sell a great many pairs which otherwise would be sold by others. You will find as soon as the holidays are over that dozens of women will come back to you wanting a size larger or a size smaller, but on the grand average you will have to order only a half dozen pairs to satisfy all.

One of the greatest troubles with shoe dealers is that they become panicstricken as soon as they strike an extra demand for goods which they have not in stock, and immediately they plunge in far over their depth, when there are but two or three days more in which this particular line of goods can be sold to advantage. You might better lose sales than do this, especially on slippers, where your money is liable to be tied up for the full twelve months.-Shoe Retailer.

King Edward has one thought to console him in his present darkest hour; he will not have to read his obituary poem which Austin is even now at work upon.



C. M. Henderson & Co. Western Shoe Builders Cor. Market and Quincy Sts., Chicago 



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

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**



13

..... 80 cents

TOLEDO, O.

## **Dry Goods**

Weekly Market Review of the Principal Staples.

Staple Cottons-Unless buyers of brown sheetings and drills for home account wake up to the situation soon, they may find that they can not get the goods when they do really need them, for the exporters are contracting heavily and if this keeps up, as it now promises to do, it will result in filling the mills, making these goods, with orders so far ahead that buyers for home account will find themselves unable to get goods at any price. This is merely by way of warning, for the situation to-day is a critical in many respects and the market one will undoubtedly strengthen considerably with this continued export demand. All leading brands of brown sheetings and drills are firm as reported above, and spot goods of all descrip-tions are in short supply. Bleached cottons show small stocks and in spite of limited buying, this sustains the market. Wide sheetings are firm with only a small business transacted, and the same may be said of cotton flannels and blankets. Coarse colored cottons, including denims, ticks, checks, plaids, cheviots, etc., show no new features. Stocks are small and prices firm.

Denims-Have been wanted for export, but there have been no contracts made because sellers were in too strong a position to accept bids for less than the regular market prices. Denims are very strongly situated, having been bought freely for home trade for some time past, and not only are stocks at a very low ebb, but have also placed many mills under contract for some time to come. The actual shipments of cotton goods during the past week have been largest to Aden, Chili, and the British possessions in India. These consisted largely of brown sheetings and drills, with a moderate assortment of other staple domestics.

Prints and Ginghams-The Merrimack prints have had their prices openly announced, and as they are what the buyers expected, the market situation is unchanged. Buyers of fancy prints for spring have been placing orders for fair quantities, but so far the trading has been largely for grades on the basis of 41/2c, which is practically the same as quoted for last season. Full that prices would at least be firmly standards have also been bought in a moderate way, although prices have not been openly quoted. It is firmly expected, however, that the price will be 5c. This is a change from the opinions of a few weeks ago before print cloths were advanced so sharply. Fine printed son's rates to a \$5.50 decline. Osten-

specialties show no change since our last report, the demand continuing fair. All woven patterned goods of desirable character are in excellent condition, including staple ginghams, dress ginghams and fine wash fabrics.

Hosiery-Probably the most interesting feature of the market for hosiery is found in the fancy end. Manufactur-ers are wondering if the demand for fancy stripes and open work is to keep up all winter. If it is, there are not enough goods on the market to supply the demand. The lines of fancy wool and cashmere half hose seem to have struck a popular fancy in some parts of the country, particularly the West, but they are slow in being adopted in the East, and they are not expected to be wanted in the South.

There is a scarcity of fleeced hosiery in the market, scarcely a case to be found. The call for these is from the West, for in the East and New York particularly, there are very few worn. The trouble with these is that orders were placed late, and the knitting mills did not expect the business to amount to much. The later demand has proved too much for the machines making this class of goods, and so the market is depleted.

Sweaters-In our last report we mentioned the exceedingly small stocks on hand, and the difficulty buyers were experiencing in securing anything desirable in the line of sweaters. This week a canvass of the market shows apparently that everything that was left has been snapped up, and the market, as one man put it, 'hasn't a sweater to its name.'' The public have taken a greater fancy to sweaters this season apparently than for many years, and many of the large retail stores and department stores are entirely cleaned out. Two cases have been brought to our notice of large premiums being offered for desirable goods, and no one took advantage of the offer. Several mills, on the strength of the present conditions, have started upon extra time to try and supply the deficiency. Whether they can get the goods out in time or not is a question, but almost anything would go'' if it was only out on time.

Carpets-The opening of the new carpet season has been somewhat of a disappointment to many who had hoped maintained all along the line, if not actually advanced. As a matter of fact, as was shown in our issue of last week, prices of 34 goods ranged from the same figures as last season to 61/2c decline, and on rugs prices ranged from last sea



& Co., Wholesale Dry Goods, Grand Rapids, Mich.

## **DUNKLEY'S FAMOUS Michigan Fruits**

Grown, cooked and canned in the Fruit Belt. Direct from the orchard to the table. Cooked in the jars, by special process, in clear, pure sugar syrup. We carry in stock the "Cupid" and "Golden Luncheon" brands of Peaches, Pears, Plums, Cherries and Berries.

Worden Grocer Co., Grand Rapids



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.

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

sibly there was no reason why prices should not have been firmly maintained, and many weavers of ingrains are still inclined to the belief that an advance in prices is fully justified. At this writing the decline is attributed to the desire of one of the large concerns to clear off the market stocks carried over from last season. Its course in making lower prices is certainly characteristic. As regards the volume of business done, however, the opening of the new lines has been satisfactory, the sales being reported as larger than have been known for years by some agents, the attendance being large and the jobbing interest throughout the country being interested. Some lines are said to be sold ahead sufficiently to keep the machinery upon them busy until next spring. The de-cline in the price of 34 goods has apparently shattered the hopes of the ingrain makers as to an advance in their product. Ingrains had not proportionately shared in the improvement which had characterized 34 goods. It was anticipated, however, that in case there had been an advance in the price of the latter, it would have assisted in creating more demand for ingrains, which would have redounded to the benefit of the ingrain makers, both in the size of their business, and the prices which they received for their goods. But as a decline in price has been made on 34 goods, there are few ingrain makers apparently who are looking for much improvement in the price of their product.

Rugs—Were a great feature in the opening day of prices in New York, and for many lines there was the largest call ever known. On wiltons, axminsters and Brussels, there was an exceedingly fine business done, which will keep mills working on these goods for several months to come. Prices showed a slight falling off. Smyrna rugs were a favorite with many buyers who bought largely.

#### Excellent Condition of the Haberdashery Trade.

The haberdashery trade, as a whole, has found this a most successful season and even when separated into parts and analyzed, each division appears to be in an excellent condition and very seldom is there anything heard in regard to bad business. Of course, there are some croakers, there always are, who say that there is "nothin' doin'," but if the truth were known, it would probably be found that they had had their full share, possibly more than their full share, and that this manner of talk is merely a chronic condition with them. The retail haberdashers are excep- | spring and summer seasons.

tionally busy. The cool, clear weather that characterized October was the best in the world for business, and we fail to find one retailer who has not had excellent sales in shirts, underwear, hosiery, gloves, neckwear, etc. Each cool morning brought another contingent of buyers for warmth-giving underwear, hosiery and gloves, and the average prices paid for these commodities exceed by considerable that paid by the same trade a year ago. For instance, the proportion of \$1.50 grade gloves sold has materially increased, also of \$1 and \$1.50 neckwear, although by far the best selling price for the latter is still 50 cents. People who never thought of buying better than 20 or 25 cent hosiery are frequently purchasers now of 50 cent grades, one dollar shirts in place of 75 cent grades, and \$1.50 in place of \$1 and \$1.25. Those who bought \$2 hats are often seen buying \$3 or even \$5 grades, and so it goes through practically the entire range of the haberdasher's stock.

Manufacturers of neckwear have enjoyed a prosperous holiday trade, even although the shapes and silks vary but little from what has been sold for the regular fall and winter season. Particularly nice boxes for individual cravats and for quantities have been used, and the retailers will be able to make handsome displays.

The mufflers that are made for this winter indicate a far greater amount of luxury for the wearers. Among the newest are pieces of silk, plain black, white or colors or neat-figured effects, 25 inches wide by 50 inches long. The effect is very rich and they give excellent protection, both against the cold and against soiling the shirt bosom.

There have been some remarkably fine specimens of fancy hosiery placed before the buyers late this fall in anticipation of the fancy business continuing through the season. This promises to come up to their expectations, for fashion dictates to her followers that low-cut shoes shall be worn much of the time, except when extremely inclement weather makes it impossible. Black openwork hosiery for evening wear is much in vogue and sales have been good. Sales of blacks have continued good and also of some solid colors, such as reds. blues and browns.

With the advent of still colder weather, trade is expected to increase correspondingly and many go so far as to predict that this season's business will exceed that of any previous fall and winter season, as last spring and summer, in many branches beat all previous



(\$3.00) I will send to any good dealer ten pounds of my Red Seal Brand Saratoga Chips

and a Show Case like cut, which costs three dollars. This case is made of metal and takes little counter room  $(10)_2$ in. front, 19 in. deep, glass 10x20 in.). Glass is put in on slides; can be removed for cleaning. A good scoop with each case. If you will use this case with my RED AL BRAND of Saratoga Chips you will increase your sales many times. There is a

"For 3 Plunks"

splendid profit to you. Sales are quick and I fill your orders with nice, clean, fresh chips, made the day I ship. I personally attend to the packing of all my goods. I guarantee net weights and the best my large factory can produce, direct or through any jobber.

J. W. MEYER 127 East Indiana Street, Chicago, III.

## A BUCKWHEAT FLOUR

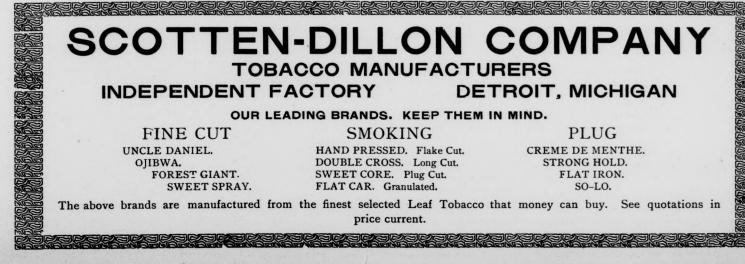
MILLED AS WE MILL IT. CONTAINS NONE OF THE POISON OF EITHER HULL. IT IS THEREFORE

#### **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.





## Hardware

Hot Air Furnace Not Lost Its Prestige. Architects and builders, as well as their customers, have noted the fact that during the past year or two hot air furnaces have been used for heating some of the largest and finest residence buildings that have been erected in different parts of the United States. This is substantial encouragement to those furnace men who have stood stanchly in defense of good furnace work, and who have insisted upon doing it and securing the price that such work is worth. I make this statement in order to bring to the notice of furnace men generally the fact that furnace work has not lost prestige in competition with the other systems of heating, and that it is the duty of every furnace man to study methods and use his energy to secure a more general use of a better class of furnace work.

I have no hope of securing now or at any time in the future a millennium for hot air furnace men. They will always have competitors to contend with who are too ignorant to know how to do good furnace work, either in the details of workmanship, or in putting up the fur-nace, to say nothing of that knowledge of the movement of air currents and the effect of the outside atmosphere, which must be understood in order to lay out furnace work as it should be done. The annoyance caused by these men can be alleviated by rendering them such assistance and such encouragement in their efforts as they are capable of receiving.

There is another class that have all the gray matter necessary to do firstclass work, but who are thoroughly mercenary and are only anxious for what money they can get out of their work. These fellows are more difficult to deal with, but that is no reason why missionary work should not be conducted among them.

The great multitude of furnace men, however, are honest and ambitious, and willing to do better when they know what is better. These men form the great majority, and it is among them that the intelligent and progressive furnace man and the furnace manufacturer should labor to improve the general character of work. Some of these men are good workers, and their work in detail is above reproach, but in many instances they do not understand how to determine the heating capacity of a fur-nace or the heating values of different styles of construction. Nor do they understand the size of heaters, the sizes of pipes for hot air supply or the vent ducts required for heating different classes of buildings. To assist these people by giving them information on points in which their knowledge is deficient would be to remove, in many instances, a disagreeable competitor from the field. Men who do not know the difficulty of heating a building will agree to heat it for less money than would a more competent man. If they secure the contract either they will lose money, or, if they are paid before their heating systems are thoroughly tested, the building can not be heated in extreme weather, and furnace work gets another black eye.

There is still another class of furnace men who need assistance, and they are the men who do good work, both in designing and in construction, but who

building operators. The building operator of this character is ever on the lookout for some competent man who is willing to take a contract for heating a large number of buildings at a very small margin of profit. The building contractor knows that these buildings will not be ready for the furnace man so that he can do his work with advantage to himself and keep the cost within the

figures at which he has estimated. He knows that some of the buildings will be ready at one time and some at an-other, and that as the construction progresses the furnace man will be called upon to complete his work at a sad disadvantage to himself, which will result in the loss of no small amount of time and labor, and may finally eat up the expected profit until an actual loss takes its place. If it was possible to educate all the furnace men so that they would know better than to take contracts of this character at the low prices set by the building operator, the work could be made to pay a profit to those who do it, instead of being the means of embarrassing the contractors by an eventual loss.

Another source of discouragement is that even although a large contract of this kind may be carried out without actual loss, there is really no profit in it, for often the small contractor has allowed his small custom trade to be disappointed and scattered, while his whole energies were concentrated on one big contract. Thus he is sure to suffer a loss from having taken up the big job.

Then there are shop methods and details of construction which enable some shops to produce furnace drums, casings, pipes and fittings at a far lower price than the small shop with a limited equipment of tools. Usually the men who do the high grade furnace work which is used in handsome residences have the best equipped shops, and if they engage on contract work, with their better equipment and better business experience, they could eventually secure a better profit from such work than the smaller and less favored contractors would make out of it.

In many instances furnace manufac turers make, in addition to their good furnaces, some hot air furnaces that are sold at such extremely low prices that it is impossible to conceive that they will pass through even the first season without becoming greatly impaired. The sale and use of such furnaces result in a dissatisfaction with hot air furnace heating which is reflected along the whole line of hot air furnace work. At the outset I pointed out that some of the handsomest residences that have been erected in various parts of the country were heated with hot air fur-I recognize that where there is naces. one of this class of buildings erected, there are hundreds and even thousands of the cheaper class. I would point out, however, that that is no reason why the cheaper class of buildings should not be equipped with a hot air furnace of good construction, such as would be durable in use and economical in operation.

To secure reform some co-operation will be needed between furnace men in all the larger cities and in adjacent country towns. The men who do firstclass work must meet and discuss and explain to their less well informed brothers some of their methods. No doubt many men who do first-class work will be more or less reluctant to explain need a little business training in order their methods to some men who they to avoid being made use of by shrewd feel certain will utilize the information

for cutting into their trade and thus become a greater nuisance to them than they are without this assistance. However, in all attempts at elevation of mortals or methods sacrifices must be made, and in the end benefit will come. There is no better way of helping the furnace trade than in discussing methods for improving its condition.-Metal Worker.

#### Apple Famine Felt in Maine.

The good old cider that hits like a reen hickory club in the hands of the hired man is going to be dear in the teetotal State of Maine this winter. There is less than half a crop of apples.

### They Agreed Cordially.

"I see there is a pressing demand for money of small denominations," said the dark complexioned man with the turned up coat collar. "It shouldn't be gratified," said the

clean shaven man.

"I agree with you heartily, sir. There's too much small change in circulation now." "That's right. Too much and too small "

"Correct. May I ask your business, sir?"

''I'm a Pullman porter.'' ''Shake. I'm a hotel waiter.''

The impending fate of England's King is a warning to ordinary mortals not to smoke the brand of cigars that costs one dollar each.

**Owen Acetylene Gas Generator** 

New Improved 1901 Model



Nearly 300 in use in Michigan.

1001 the banner year of its existence.

Clarion, Mich., March 20, 1901. My Dear Sir—We have now had in steady use for two years the Owen Gas Generator and I am pleased to state for amount of light produced, it is cheaper than oil and far more satisfactory. My candid opinion is, the reason so many re ject them is because the light is not eco ecoject them is because the light is not eco-nomically handled. We use light when and where needed. We burn 13 jets and all at once usually. We charge machine with from 20 to 21 pounds which runs generally'5 nights. Usually close store about 8:30 to 9:30. Very respectfully W. H. Ransom.

Send for booklet on Acetylene Lighting.

Geo. F. Owen Manufacturer.

Grand Rapids, Michigan



THEON

GAS

Foster, Stevens & Co., 31, 33, 35, 37, 39 Louis St. 10 & 12 Monroe St. Grand Rapids, Mich.

#### KNOWS THE SIGNS.

But Does Not Prognostigate Any More. "I used to always notice," said Citizen Jack Cole, "that whenever the hornets hung their nests high on the trees, the next winter was sure to be rigorous,

with deep and lasting snows. "It invariably impressed itself upon me, too, that when angleworms went so deep into the ground that plowing in the fall did not turn them up in the furrow it was a sign the import of which was the same as that of the hornet nests.

"Then there was the fuzz on hogs. Whenever I found a thick, woolly fuzz at the roots of the hair on hogs, along about this time o' year, or a little later, I knew from observation and experience that it was nothing more or less than corroboration of the angleworm and high hornet-nest signs of a severe winter.

"Then, take foxes. Foxes were plentiful around here. A hunter dug out four in one of my back lots one day last week. He had to go deep for them.

"''Might as well dug a cellar,' he said to me. 'What ails 'em,' said he. 'In the ground, were they?' said I.

"'In the ground !' said he. 'Deep as a well!'

" 'Ah !' I said, 'that's a weather sign. "And so it is. Foxes in the ground, and deep, instead of in the rocks, is verification of the angleworm and the hornet signs.

I used to notice, too, that if I found the grass growing taller and thicker than usual along streams and swamp borders, it was another sign of a hard winter, because the muskrats that dwelt about such places needed that increased supply of grass for bedding in their nests, which, I always noticed at such times, the muskrats were making with extraordinary thick walls.

"Whenever I found signs such as 1 have mentioned, and many others too numerous to mention, I knew I was sure to hear old Boreas begin to howl early, and that he intended to keep right on howling, and likely would be howling yet when the johnny-jump-ups ought to be putting their purple heads above the sod, and the dandelion be jaundicing the mead. And I used to tell folks so and advise 'em.

"Have I noticed any of those signs this fall? Well, yes, I have. I have, but I am not prognosticating any more. Not since the fall that I found the six hornets' nests so high in the trees here and there that you couldn't have touched them with a forty-foot pole, and dug the fox from the bottom of a hole ten feet

deep. "When I found those hornets' nests hanging in the trees higher than Haman, and dug that fox from the depths of that burrow, I went to prognosticating. I didn't wait to notice whether the angleworm or the long thick grass or the hog-fuzz signs were with us in verification, but set right out and prognosticated on the strength of the hornets and the fox.

'And I prognosticated a winter so fierce and snow bound that folks didn't do anything else for weeks but bank up their houses and haul in wood and chop it and stow it away, and lay in supplies as if an army was coming along to quarter on 'em, and buy overcoats and fur gloves and ear muffs and rubber boots enough to start a store. And that winter came in like a May morning.

There wasn't an inch of snow from January to March. Nobody found it necessary even to build a fire in the

front room. Sap began to run the week after New Year, and the bluebirds were singing in the trees before Valentine's

Day. "Gardenmaking was pretty near all over by the middle of March and green peas were picked before April was done.

"Folks came looking for me with cruel intent, and I almost ruined myself taking overcoats and things off of people who had bought in on the strength of my prognostications. I speculated much on how in the world it could be that those signs had failed me and if in good time I had not learned that Sam Clark and some of the rest of the boys had not tied those hornets' nests way up in the trees and that the fox was Sam's tame one they had buried in that burrow which they had dug for the purpose, knowing that I would see those hornets' nests and dig out that fox, I would be speculating yet.

Yes, I have noticed some of those signs this fall, but I am not prognosticating any more. But I will say this. I don't really see any use of the hogs in this locality putting forth that fuzz sign. That fuzz is there to be a sort of a hard winter undershirt to 'em, and we will kill 'em and salt 'em down long before any weather comes along that will make that fuzz any good to 'em.''-New York

The New York State Anti-Saloon League has found an "angel" who offers to donate \$10,000 a year for the promotion of its work, providing the league raises \$40,000 from other sources. The name of the "angel" is supposed to be a secret, but it is claimed that John D. Rockefeller, the Standard Oil magnate, is the individual. When the trusts begin to fight the saloons the bat-tle will be worth witnessing.

Letters of a Self-Made Merchant To His Son.

A business man's conversation should be regulated by fewer and simpler rules than any other function of the human animal. They are:

Have something to say.

Say it.

Stop talking.

Beginning before you know what you want to say and keeping on after you have said it lands a merchant in a lawsuit or the poor house.

Remember, too, that it is easier to look wise than to talk wisdom. Say less than the other fellow and listen more than you talk; for when a man's listen-ing he isn't telling on himself and he's flattering the fellow who is. Give most men a good listener and most women enough note paper and they'll tell all they know. Money talks-but not unless its owner has a loose tongue, and then its remarks are always offensive. Poverty talks, too, but nobody wants to hear what it has to say.

I simply mention these things in passing because I'm afraid you're apt to be the fellow who's doing the talking ; just as I'm a little afraid that you're sometimes like the hungry drummer at the dollar-a-day house-inclined to fill your appetite by eating the cake in the center of the table before the soup comes on.

In speaking of clerks he says: The first week a lot of them go to work they're in a sweat for fear they'll be fired; and the second week for fear they won't be. By the third, a boy that's no good has learned just how little work he can do and keep his job; while the he can do and keep his job; while the fellow who's got the right stuff in him is holding down his own place with one hand and beginning to reach for the job just ahead of him with the other. I don't

mean that he is neglecting his own work ; but he's beginning to take notice, and that's a mighty hopeful sign in either a young clerk or a young widow. You'll read a good deal about "love at first sight" in novels, and there may be something in it, for all I know; but I'm dead certain there's no such thing as love at first sight in business. A man's got to keep company a long time, and come early and stay late and sit close, before he can get a girl or a job worth having. There's nothing comes without calling in this world, and after you've called you ve generally got to go and fetch it yourself .- Saturday

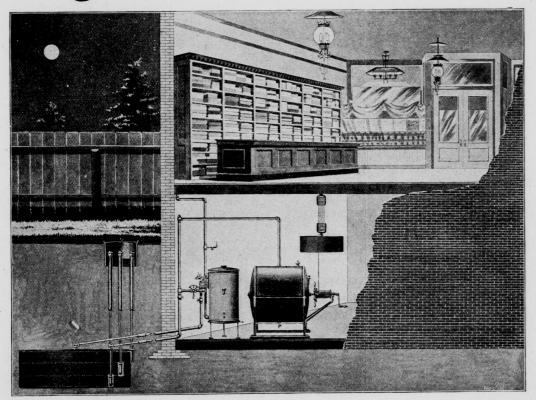
Evening Post.

He Made an Assignment. "Third Notice." Every editor has received them. The postmaster is not to blame. For instance, there is a man named Tim Short who sent us three notices to stop his paper; he did not want it any longer. We wondered what was the matter. Upon investigation of our subscription list we found Tim was short \$2.50. He had never paid a cent yet had stopped his paper as a matter of economy-to us. A few evenings ago we stepped into a church and Tim's melodious tenor rang out clear in that soul-stirring song, "Jesus Paid It All." He might have been mistaken, but his earnestness impressed us.

The next day we sent him a receipt in full, begging his pardon for not knowing that he had made an assignment of his liabilities.-Exchange.

#### Reflected Glory.

# 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.

#### TRADESMAN MICHIGAN

#### STARTING RIGHT.

Important Duty Which Parents Owe Their Children.

It seems to be a rule common to both brute animals and human beings that what habits they acquire earliest adhere to them longest and intensify as age increases, and are at their possible best or . worse in senility, or, as it has been 'The ruling passion is strongest stated. in death." The charitably inclined are the most charitable at the last, and the selfish the most selfish. Let the heifer be a natural kicker, for instance, and the cow will have to be hampered before she can be milked at all. Let the colt once run away when in harness to a vehicle, and he will be likely to avail himself of any subsequent opportunities to do the same. When a pig has once learned to crawl under or through a fence he is generally ever afterward on the lookout for chances to do so. Let a boy or young man once begin to lounge about "the corner grocery" or saloons and it will soon become a fixed habit, and then he will be on the well traveled highway to destruction, morally, physically, financially and intellectually. The young sons of most farmers, when they first have occasion to stop at a hotel for dinner or to remain over night, make a mistake. In most country towns of considerable size there are two classes of hotels, gen-erally called "\$1 a day house" and "\$2 a day house." Now, as these young men usually have little money, they almost invariably choose the cheaper one, and this to save money. Thus do they come in contact with men whom it is not most desirable for them to know, and they will fail to make acquaintances who would prove useful.

An incident under my own observation twenty years ago may be related : A few miles from town lived a well to do, easy going farmer whose wife was originally an observing city woman. They had two sons, eighteen and sixteen years old. The elder son went to town one afternoon, and stress of weather detained him over night. Next day his mother asked him: "At what hotel did vou stop?" He named one of the cheap ones and said he did it to save money. She replied: "That is not the way to save money, but the best way to lose it in the end, and more with it." His His eves, ears and mouth were wide open for an explanation; then she proceeded to-tell him about as I have written above, adding : "Now, hereafter when you are to go to town take money enough with you to pay your entertainment at the best hotel for a day in case of an emergency; and if you haven't it, come to me and I will supply you." The young man did as told and became quite a favorite with the landlord and many of the regular guests and board-At the age of about twenty-two an ers. officer of the Interior Department, Washington, who was spending his vacation in the North, at this hotel, became acquainted with the young man, and, liking him, asked : "How would you like a clerkship in the Government land office in Montana?" The young man replied: 'First rate, if my par-ents would approve." Within a month he was on his way to the Far West, and in less than two years he had climbed up to be the chief of the office, where he remained several years. He is now one of the chief ranch owners and cattle growers in that far off State.

Parents should observe closely from early infancy the trend of the minds of vegetables, berries, horseradish, pep-their boys toward some useful industry pergrass, hickory nuts, butternuts, butts work. early infancy the trend of the minds of

and encourage that trait. Another farm family had four boys. One took a great liking to reading, first newspapers and then books of which he had read in those papers, the parents always selecting the right kind of books and papers. Finally, this boy begged for a college education. He was sent to Cornell University four years and to Germany and France six months each. Strict account of the money his father furnished him was kept, that in his will he might divide the property that he had accumulated in all his lifetime equally among his children. This son is now a professor in a Western literary college and has been for many years. Knowing his father's wishes about the final distribution of his property, he long since paid back to him what he had used of it. The next two boys chose business careers. They were encouraged and helped in it, and are now successful business men. The fourth and youngest boy desired a commercial college education. This did not please his parents any too well, but "let him follow his bent," was their decision. He was their decision. He boarded at home, but earned money to pay his own tuition. At about twenty he was given the position of Secretary of a construction company, at a salary of \$1,000, by the President of it, who had watched the career of that family of boys for years. Now, at the age of twenty-two, there has been added to his duties that of Secretary of a cemetery company, salary \$500; but this requires but little time and does not interfere with his other duties. Surely these "twigs" were "bent" about right or, rather, were trained up in a perpendic-

ular direction. While all of these young men simply by chance were led away from the farm, the same principles and motives of action as instigated them have incited "oceans" of farm boys to equal or of farm boys to equal or greater successes in the line of agriculture. Here is one and how he did it : Mr. B. was reared on a farm by parents who began married life with nothing and closed their existence with a competency. They did it by constant industry, and, as all must do to win success who begin in that manner, they practiced close economy and were very particular about saving the little things, on the principle that if one saves the pennies the dollars will care for themselves. Reared under such influence, B. at eight years of age began to grow bantam fowls on his own account, selling when he "could and hoarding the money. Presently he bought a lamb and grew a few sheep, and later he purchased a colt and raised it into a good and well-trained horse. At the age of twenty-one his property was worth about But all this time he was getting \$300. something better than money-he was learning how to do things to advantage; he was gaining experience that would tell in after life. At twenty-five he purchased a valuable 150 acre farm, going into debt for most of the purchase money. Then he married and began a business campaign such as seldom is seen in any farmer. His invariable rule was "never go to town without taking along something to sell." This put him upon his mettle to study out how to have something to sell all the year around. Here is a partial list of the items he gave me :

Besides the main crops of grain, hay, straw, potatoes, etc., he sold butter, poultry, eggs, a large assortment of

of hickory trees for axe handles and Livened Up Business One Dull Summer whiffletrees, logs for lumber, sauerkraut, a little wild game, tame pigeons, medicinal herbs, maple syrup and sugar, fat hogs and young pigs, an occasional beef, vea, muttcn and many other things. He reasoned that as "drop by drop every day will wear the hardest rock away,'' so if there is saved dollar by dollar every day it will keep gaunt want from the door away. By pursuing such course he lifted the mortgage from his farm, and in course of time bought an equally good farm for his eldest son and paid for it, and later purchased and paid for a similar farm for his younger son; and there we will leave them and their families enjoying 'the fat of the land" gained by the foresight, industry and economy of the ather, ably assisted by the sons. All three began right, continued right and now have their reward for it. Any young farmer boy possessing common sense can imitate this father's business career successfully if he will; but if other habits are already formed it is too Galen Wilson. late to begin.

#### The Selling Power of Window Displays, The window display is an acknowl-

edged attribute of trade winning. In the category of essential aids to the principal object of building up a business none can be given more credit for results than the show behind the window glass. The successful retailers of the period are constantly endeavoring to add to the subtle magnetic power of the window. To secure the best results they keep posted on all that is new in window fixtures, in drapings and in the arrangement and the disposition of units. At the helm of the prosperous shop the man of ideas and progressive tendencies will always be found. Merchandise is peculiar in its selling abilitysome goods sell without effort, while other goods must be displayed, pushed and talked up. The merits of hard selling goods must be accentuated, and this only be done by clever displays can backed by clever arguments. Whenever a new line of goods is put in the window there should follow a noticeable demand for the articles displayed. If not, then the display is not good or the merchandise does not interest the public. This is a condition that the window trimmer must face and handle. It is his duty to make goods appear as attractive as possible, and to do that he must be a master of his art.

The modern method of dressing a vindow calls for the judicious use of a few articles. The old style of showing a little of everything is now succeeded by that of showing a little of one or two things. The character of the goods must be carefully considered, for it is bad policy to show expensive and cheap goods or formal apparel and outing requisites in the window setting. The successful window trimmer strives to focus the prospective patrons' attention on one thing at a time. To do this and yet cover the field calls for small displays frequently changed, so that in the course of a few days every good thing in the shop is put on dress parade in the window.-E. S. Bachrach in Haberdasher.

## Two college women of Brookline, Mass., are making a success of a laun-dry run on strictly scientific and economical principles. The clothes are 'sun dried' and bleached, and by a series of experiments the foreman has tested all the latest contrivances and processes for bettering the quality of the

Dav.

Baggs was the owner of a general store in a good-sized town and sold everything from mosquito netting to horse feed. He was a "warm hand" at advertising, and never let a novelty in that line go by without a trial, besides sticking to a liberal output of news-paper and other "printer's ink" publicity.

When a bright young fellow blew in one day with an advertising-electricalwound-sure-to-bring-'em phonograph, it wasn't ten mintues before Baggs had contracted for one, and was in confab with his advertising man about attractive specialties to load it with.

It was the dullest period in the sumwhen legitimate advertising mer. seemed to have lost its power. The advertising man scratched his head for ideas, but could only coax out the well-worn "get - 'em -in-with-cut-prices-on-staples," and his loading of the phonograph cylinder sounded like an invitation to a Tuesday night prayer meeting. The bright young agent of the phonograph was disgusted.

"Pardon my frankness," he said, "but that talk of yours would put a crowd to sleep-"

"It would, eh?" snapped the advertising man, mad in a minute. "S'pose you try your hand at it-I haven't got a barrel of belief in your contraption, anyhow!" and he bounced off in a rage.

Baggs laughed. "Jim's all right for newspaper stuff and window signs,' he said, "but he sticks at phonographs. What'll you charge me to load it?'

"Five dollars," said the young fel-low, promptly. "No pull, no pay!" "Let her go!" said Baggs.

A curious crowd was gathering in front of the Baggs emporium, watching the neat removal of an exact circle of glass from one of the show windows.

"For one of them whirl a-gig ventilators," suggested one.

"Huh! Mighty big ventilator, why, that hole is twelve inches acrost, jeered another. All doubts as to the use of the opening were set at rest when a bell shaped brass horn appeared. "Foneygraph!" shouted the crowd,

which was largely increasing by the minute. A silence fell as the machine began:

"Ladies and gentlemen: I am here to boom business for Baggs! The day is hot and commencing right now, purchasers to the amount of fifty cents will get a free 'high ball' of ice cream soda at the soda counter-"

There was a bustle of interest among the crowd at this.

"And ice water is free to all comers! Listen to these specialties for quick buyers :

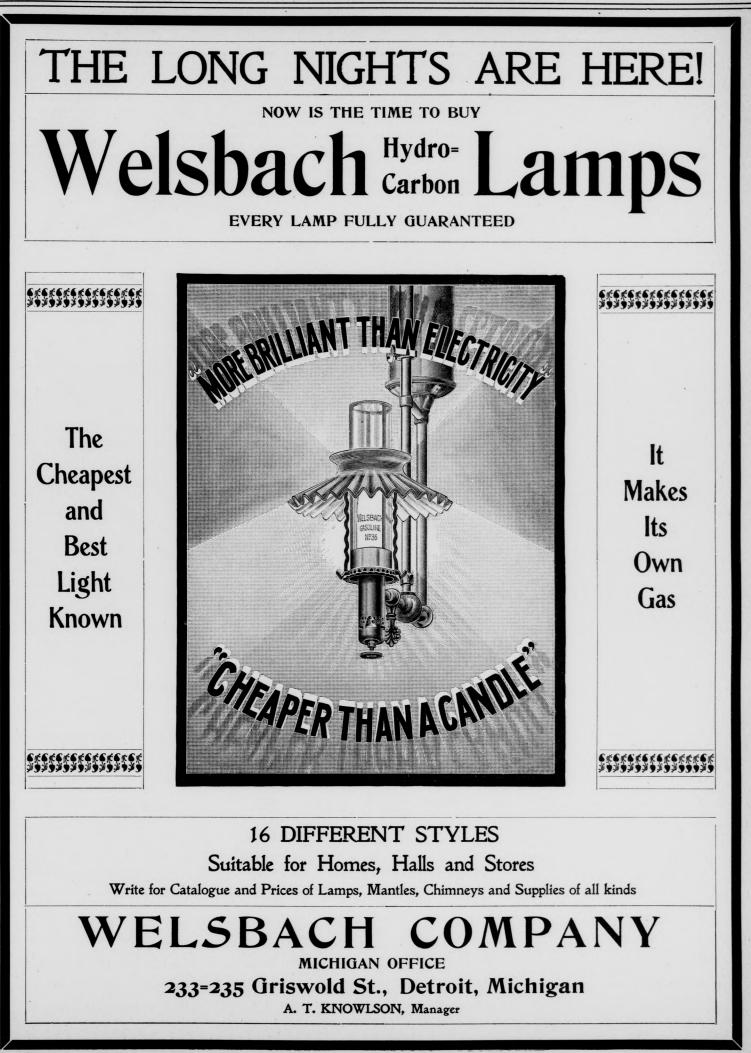
Smokers, here is smoker's heaven. "''Five-cent Straights are two for seven, while the stock lasts.' "

Baggs' five-cent cigars were locally famous for big value, and at this announcement a dozen listeners made for the door, and the cigar man found his hands suddenly full.

"Gingham apron patterns swell

At ten cents each are going to sell." There was no doubt about that, for already a number of women were en route for two and a half yards of gingham for ten cents.-Advertising World.

The past is the prophet of the future when you deal with a man's character. As yesterday, so to-morrow. The adder will still cast poison, the tiger will still have claws.



#### TRADESMAN MICHIGAN

## Woman's World

Necessity of Selecting a Mother With Great Care.

"Every young girl," said the man of the world, flicking the ashes from his cigarette and addressing the two little debutantes, "every girl desires to shine in society and to be admired by men. Oh, don't trouble to deny it. You are human, therefore to be praised; you are woman, therefore to be pleased. Besides, it is the career for which nature intended you just as much as it intended the rose to add to the beauty and fragrance of the world. If you did not care for the admiration of your fellow-creatures, you would not be a dear debu-You would be a Frankenstein tante. that we should all flee from in horror.

"Now, just what it takes to make a girl a howling social success is one of the Dundreary things that no fellow has yet found out. I have seen a girl to whom fate has dealt none of the trump cards of wit, or beauty, or wealth, yet who was besieged with admirers on every hand. I have seen another girl, with every trump in the deck in her hands, who yet failed to win out.

"My own observation is that the whole secret lies in the possession of the right sort of mother. One girl had a mother who knew her business. The other had a mother who was a fatal handicap, and if I were to try to give a girl a recipe for popularity and social success, I should begin, like the old-fash-ioned cookery books, with: 'First, select your mother with great care,' and if she did, there would be no use for any further advice. The mother would do the rest.

"With the solitary exception of the mother-in-law, no other individual has come in for so much derision and abuse as what is called the 'managing mother ' She has been caricatured and lampooned and slandered throughout the length and breadth of the world, but so far from being a figure of fun, she is a heroine standing nobly at the post of duty. Her daughter is her own to protect, to manage for, to place as advantageously as she can in life, and she does right to watch like a dragon over We should think bad enough of her. a father who let his son bankrupt himself by investing his all in some wildcat speculation, while a good invest-ment stood waiting at his elbow, but if a mother tries to keep her daughter from wrecking her life by marrying some noaccount fellow with whom the girl im-agines herself in love, we hold her up to scorn as a 'managing mamma.

"Every one who knows the world knows that there are hordes of men who are the butterflies of society, and who have no intention whatever of afflicting themselves with a wife and turning into a family grub. They flit from flower to flower in the ball room, monopolizing the prettiest, the most attractive of each season's debutantes and driving eligible men away. The young girl is nat-urally flattered at having won the ad-miration of one so worldly wise and such a connoisseur of beauty, and she allows the man to fill up her dance card, and camp on her parlor chairs, and to take possession of her in a way that is none the less real because it is intangible. People begin to speculate about an engagement, but there are never any announcement cards. The man has merely been amusing himself. and in a season or two he will drop her, as he has dropped others, for some

making a good match and settling herself for life.

"Every now and then you hear some one wondering why such and such a handsome and attractive girl has never married. Nine times out of ten the answer is right here-that she had a mother who was such an idiot she didn't know how to protect her daughter against the social deadbeats of society. "Another thing that foxy mamma-if

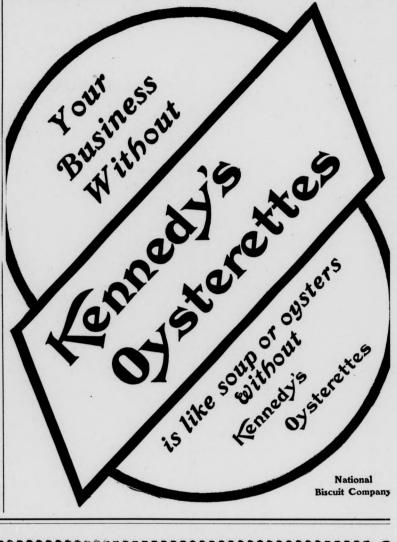
you have picked her out with the proper care-will see to is that you are prepared for the part you are to play. She will recognize the fact that while life is hard tack, it is also omelette souffle, and that a girl's education should consist of frivols as well as substantials. If a girl can learn but one thing, it is more important to know how to comb her hair pompadour than it is to know the multiplication table, and it will carry her farther in the world; but, thank heaven, there is no reason why she should not adorn the inside of her head as well as the outside.

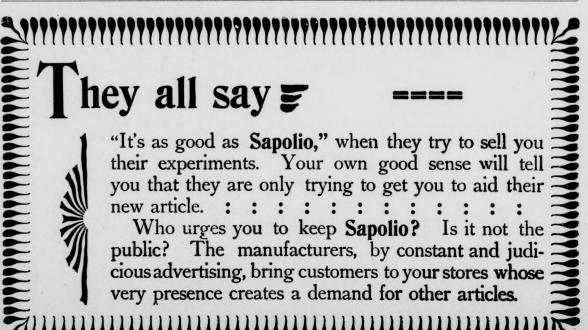
"But mothers need to get up-to-date in their training. This is an age of vaudeville, when we want to be amused, and not instructed. Nobody will listen while Miss Minerva Byrn Maw Vassar discourses on protoplasms, or Aspasia Paderewski renders a Wagner opus, but we are all daft about little Kitty Jones, who can play the banjo, or sing rag time, or do any other kind of a clever I did not make the world, my stunt. children. I am merely giving you a few tips on it, and I trust a hint to the wise is sufficient. "Great also will be the regard of the

mother who has sense enough to run up the 'no gift' sign on her banner, and determination enough to live up to it. Girls do not know it, but they cut themselves out of half of the pleasures they might have by making the price of their society so expensive it is prohibitory. We go on the silly theory that we all know is false, that everybody who goes out in society is a millionaire, to whom the price of American Beauty roses, chocolate creams, and a supper and after the play, is a mere bagatelle not worth considering. The truth of the matter is that while a young man could often afford the theater tickets, he can

"Worse still, the girls cut themselves out of good husbands, for the men who are worth marrying, the industrious, hardworking fellows who are saving up a little to go into business for them-selves, and who are going to be the merchant princes of to-morrow, are kept out of society by its extravagant de-mands. I once knew a woman who, not even at Christmas or on their birthdays, would permit her daughters to receive

newer and fresher face, absolutely and not scare up enough for the feed after the smallest gift. 'I do not think it cold-bloodedly indifferent to the fact the play, or the flowers to precede it, that he has stood in the way of the girl and so the girl stays at home. the smallest gift. 'I do not think it delicate for girls to receive presents from any one but their family,' she announced astutely. Neither were they ever allowed to go to a restaurant after the play with a man, but always, when they returned home, a delicious little tete-e-tete supper was waiting in the library. 'Say, the Smiths are all right,' was the universal comment of the horde





one of the girls was married in her first season.

"It goes without saying, of course, that no woman has a right to let herself become an 'awful warning.' The biggest dunce of a man in the world, and the most in love, never looks at a mother without seeing in her the realization of the prophecy of what her daughter will be at the same age. He sees that the rounded figure he admires so much at 20 may be Jumbo like at 50. He sees that the youthful innocence he finds so enchanting, may grow into middle-aged stupidity; that, the piquant carelessness in dress will end in slovenliness, and that the little petulance of speech will develop into a vinegar-tongued scold, and if he has a grain of sense he sees while there is yet time. Many a Maud who wonders why Adolphus Augustus came so near to the point, and then veered off, can find the answer in her mother.

'On the other hand, an agreeable and charming mother-a woman who is a good housekeeper and manager, who is bright, and cheery, and agreeable-is a letter of recommendation for her daughters that no man ever overlooks. 'Here,' he says, 'is the kind of a happy, well-ordered home and the sort of agreeable wife that I shall have if I marry into this family.' And he forthwith does it. Disagreeable mothers always call that kind of a woman a matchmaker, but she does it by presenting a living picture of what a wife and mother ought to be. A long time ago a Latin poet sang the praises of the 'beautiful mother of beautiful daughters,' and her charm holds just as good now as it did then.

"What part a mother should take in the actual selection of her daughter's husband is a mooted question, and it really does not matter, because she so seldom has any say in it at all, but it is my opinion she should hold a good, stiff veto power. It is better to shed a few tears and imagine your heart is broken as a girl, than to know it is shattered as an ill-treated and neglected wife. One of the mysteries of the world is the ostrich like quality of parents that makes them bury their heads in a newspaper, and let a dissipated and worthless young fellow hang about the house for a couple of years, and then makes them surprised when they find that their daughter has fallen in love with him. Then the parents try to break the engagement with a crowbar, instead of pouring over it a little of the acid of tact, and let it dissolve of itself, and the poor girl is made miserable by those who love her, but do not know how to manage her, and the end of the affair is an elopement, and consequent sorrow and remorse.'

The man of the world arose, and ghted another cigarette. "To be the lighted another cigarette. "To be the mother of a debutante," he went on, 'requires the wisdom of a serpent, the gentleness of a dove, the tact of a Talleyrand and the staying powers of a Jeffries, for all of a girl's social success, as well as her happiness in life, depends on the kind of a mother she has chosen. Bless you, my dears, I hope you have made a wise selection.' Dorothy Dix.

Too Few Women.

One hears so much about "surplus women" that it is rather refreshing to learn of places where there are so few that they are actually clamored for. It is said that in the Province of Manitoba there is so small a proportion that the colonists complain that homes are im-possible for lack of wives.

The New Pine Needle Industry.

Southern Oregon and California have given to the United States a new industry, that of converting the fiber and ex-tract of the pine needle into coarse cloth, stuffing for mattresses and pillows, cloth, stuffing for mattresses and pillows, toilet soaps, cough candies and syrup. From the success with which the manu-factured articles are meeting, and ow-ing to the abundance of pine to be found on the mountain ranges of the coast, the industry promises to become of more than ordinary importance in the Western States. The industry has been known in Germany for more than fifty years, but it was not brought to the

known in Germany for more than fifty years, but it was not brought to the United States until four years ago, the first two factories being built in Grant's Pass, where they are doing a thriving business to-day. The trees from which the available needles are picked are known as the yellow, or bull pine. They are found in abundance in Southern Oregon. The needles are picked by men, women and children; 25 cents per hundred pounds being paid for the work; 600 pounds represents an average day's picking for one person. As soon as the needles are picked they are hauled at once to the factory, so as not to lose any of their picked they are hauled at once to the factory, so as not to lose any of their good qualities by wilting or exposure to the sun. Arriving at the factory the needles are dumped into huge steam-ing vats, where they remain for six or eight hours, until they become as soft and flexible as rubber. The needles are from eight to ten inches in length. The from eight to ten inches in length. The extract of pine needle oil is secured by the distillation of the needles in the

extract of pine needle oil is secured by the distillation of the needles in the steaming vats. It requires 2,000 pounds of needles to make one gallon of ex-tract. This extract is used in making pine needle syrup, soaps and candies. These articles are noted for their medic-inal qualities and their efficiency in the curing of coughs, colds, and all diseases of a pulmonary character. The process of making the fiber or pine needle wool is wholly mechanical. The needles are removed from the steaming vat and conveyed to rolling machines, which remove the inner part of the needle and leave only the tough, woolly, and silk-like outer coat. This is a rich brown in color. Then they go through a washing, drying, and heating process which, when complete, makes a fluffy, soft, and light wool fiber that is unsurpassed in many particulars as a stuffing for mattresses, pillows, and cushions. Mattresses and pillows stuffed with this fiber are lighter than those filled with wool, and nearly as light as those stuffed with feather down. There is a pleasant, permanent odor of the pine forest emitted from such mattresses and pillows that is a positive cure for sleeplessness, headache, and bronchial pine forest emitted from such mattresses and pillows that is a positive cure for sleeplessness, headache, and bronchial troubles. Thus far eighteen different articles are manufactured from the pine needle fiber and extract. The articles are all meeting with popular favor everywhere, and as all the Southern Oregon farmers possess an endless amount of the trees, which are benefited by having the needles picked from them in the spring and fall, the new industry promises to become a most important branch of the West's agricultural in-dustry. dustry.

#### Be Square.

Be Square. Do what you promise. Do not try to evade in the slightest degree a promise, although only inferred. When people are convinced that you are conducting business ''on the square'' you will have laid a foundation for business success that the floods of competition will not shake. Instill this principle into your clerks. When you advertise an article for \$2.49 let it be the genuine thing. Do not try to palm off on customers something worse, or even something better. A serious mistake is made by some merchants in advertising an ar-ticle and then trying to convince cus-tomers that they want something better. They naturally conclude that all the bargains advertised by the store are trashy. A clerk lost a sale the other day by trying to convince a lady that an article advertised at a special price was too cheap for her wants. Do business on the open, candid plan and people too cheap for her wants. Do business on the open, candid plan and people will appreciate it.



## **Butter and Eggs**

Observations by a Gotham Egg Man. A well-posted man who was in Chicago last week looking over the egg situation there says there were 286,000 cases of eggs left in the Chicago refrigrators at that time. There were supposed to be about 550,000 cases there October I, and if both estimates are nearly right it indicates an average reduction of about 6,400 cases per day, counting six days to the week ; the same rate of reduction would wind up the Chicago holdings in forty-five days more if the estimate of present holdings is correct. But the rate of reduction may decrease and holders in the big Western city, although very firm on high grade goods, are showing a disposition to keep the stock moving.

Over in Boston the rate of reduction in refrigerator holdings since the first of October has been about 1,400 cases a day and if the same average should continue the stock in that city would be used up about the last week in January. But the time from November 1 to December 15 is naturally the period of greatest shortage in fresh goods and greatest use of refrigerators; after the latter date there are of course the possibilities of interference of bad weather in respect to production, but ordinarily we may expect increasing collections of new eggs in the Southwest during the last half of December and from that time on the demand is likely to run down to about the lowest point of the season

If it had not been for the South our market would have been high and dry for fresh eggs during the past couple of weeks. Kentucky and Tennessee started their goods this way just about in the nick of time and the better grades of these have been very acceptable to the trade. A few brands run very good, showing a good proportion of new eggs, and exceptional lots have sold on about even terms with the best Western; as a rule, however, the Southern stock ranges about 1c under Western quotations.

The country has been so thoroughly scraped for eggs during the past few weeks that it seems as if the old country holdings ought to be pretty well cleaned up by this time. And yet the current arrivals still show a liberal proportion of shrunken eggs, and their presence causes a continued wide range in net values. Very few of the ungraded Western receipts have been salable above 25c, and a good many of them have tô go at 24c, owing to the large proportion of old eggs still contained in them. Some sales have ranged down to 23c and even lower in instances.

Fall packed fresh are now coming on the market to some extent and they show an exceedingly wide range of value. There are a few lots that were selected carefully when put away in October for which present value comes up pretty close to average prime fresh gathered—say about 23@24c. We hear of some other lots—longer held—offering at 21@22c. Then there are some under grade fall packings, put away in October during the time when our market was overstocked with inferior grades of fresh, for which holders would be glad to accept 18@20c.

The Maine Agricultural Experiment Station has lately issued a bulletin containing the results of analysis of the

eggs of various domesticated fowls. There appears to be a great similarity in the proportion of shell, white and yolk in the eggs of the different kinds. On the average the shell constitutes about one-ninth of the weight, the yolk one-third and the white about five-ninths of the whole. And of the white about seven-eights is water. The yolk is something less than half water. The food value of the different kinds shows very little variation; of the whole edible portion-white and yolk-the goose eggs show the most protein, .151 pound, while the duck egg has the least, .14 pound. The hen egg has .148. The proportion of fat is somewhat more variable, ranging from . 105 pound (lowest) in the hen egg up to .144 in the goose egg and .145 in the duck egg.-N. Y. Produce Review.

What Happened to Miss Blake's Turkeys. From the Baltimore Sun.

Miss Sallie Blake, who lived near Chesapeake Beach, Calvert county, Md., is well remembered by natives of that county who now live in Baltimore. This story of the lady and her turkeys is vouched for by one of her former neighbors now living in this city.

vouched for by one of her former neighbors now living in this city. Miss Blake, like many country people, was in the habit of gathering chicken-grapes in the fall for the purpose of making a palatable and stimulating decoction by pouring over the grapes the proper quantity of whisky and allowing the mixture to stand for the necessary time. It happened on one occasion after the contents of a demijohn containing the decoction had been exhausted that Miss Blake emptied the whisky-soaked grapes on the ground, where her fine brood of turkeys on blied them up

the necessary time. It happened on one occasion after the contents of a demijohn containing the decoction had been exhausted that Miss Blake emptied the whisky-soaked grapes on the ground, where her fine brood of turkeys gobbled them up. The turkeys became drunk—so drunk, in fact, that they were soon lying on the ground sleeping off their jag. Miss Blake, not realizing the cause of their stupor, thought they were dead. In order to realize as much as possible out of the supposed dead turkeys she had them picked so as to get the feathers, and the carcasses were thrown out doors. The next morning Miss Blake was surprised to see her turkeys walking about. They were alive, it is true, but such a spectacle as they presented with only their tail and wing feathers, she had never seen before. In order to protect them from the cold, she bought enough red flannel to make each of them a comfortable coat to replace the feathers. The turkeys were soon stalking about wearing their red coats, and were the wonder of all beholders.

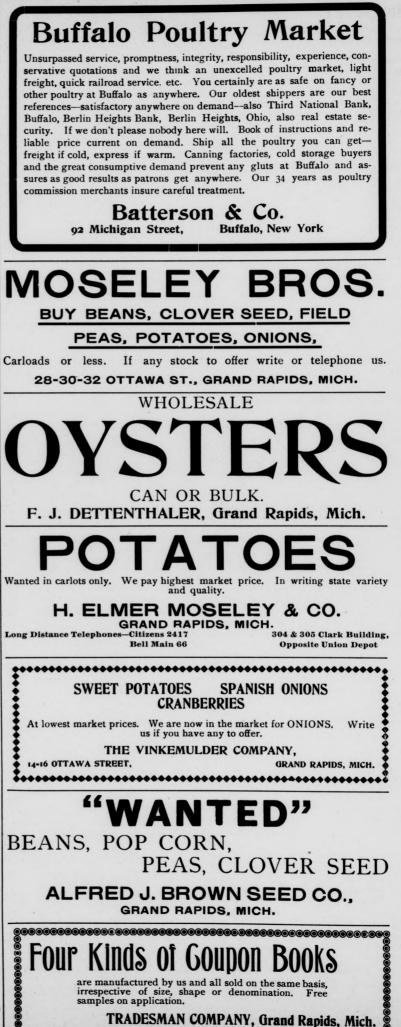
The Loss. Harry—Well, yes, I suppose I was rather hasty in proposing to her; but the fact is, she looked so charming I lost my heart. Dick—You mean you lost your head.

L. O. Snedecor EGG RECEIVER 36 Harrison St. New York

Reference-New York National Exchange Bank, New York.



and Wholesale Dealers in Fancy Creamery Butter, Eggs, Cheese 321 Greenwich Street, New York References: Irving National Bank of New York and Michigan Tradesman.



uce Trades. Special Correspondence. New York, Nov. 23-Coffee has been in light request during the week. The market has recently been so full of 'funny business' that buyers are fight-ing shy of taking into store more than is needed for present wants. The lack of demand has had its effect and holders are coming down from the high and lofty position held a week ago. The speculative market was almost at a standstill, but what little business was done was on a lower basis. At the close Rio No. 7 is worth, in an invoice way, 6%c. Receipts yesterday at Rio and Santos were cabled as aggregating 73,000 bags. The stock in store and athoat amounts to 2,346,380 bags, against 1,312,430 bags at the same time last year. The receipts of coffee at Rio and Santos from July I to Nov. Io aggregate 8,932,000 bags against 5,936,000 bags at the same time last year. Mild coffees have made a fair showing for the week and quotations are well sustained, Good Cucuta being quotable at oc. East In-dia growths have met with fair sale and full prices have been obtained. The tea market is getting into better shape right along and the change from last summer is most gratifying. Indian papers at hand this morning are strong-ly advocating a good display of teas at the forthcoming St. Louis exposition and the probabilities are that both In-dia and Ceylon will be with us in "great strength" upon that occasion. The demand for sugar has, perhaps, been all that could be expected at this time of year and that is not much. Buyers are simply taking enough to met requirements for the "present oc-casion," and seem to have no particular interest in the future. The rice situation is about unchanged and upon the whole, is yery satisfac-

interest in the future. The rice situation is about unchanged

and, upon the whole, is very satisfac-tory to the seller. While the amount of actual stock changing hands is not large, the market is still pretty well cleaned up and for the remainder of the year it is likely we shall have firmly sustained quotations.

year it is inkely we shall have firmly sustained quotations. More strength is shown in pepper, but, aside from this, the situation is en-tirely quiet. No changes of material importance have been made in the prices of any one article. There has been a very satisfactory trade in molasses and the whole situa-tion is pleasing to the seller. Buyers realize that prices are not at all exorbi-tant and seem willing to pay the ruling quotations. The quality of recent ar-rivals is very good, indeed, and reports from the South indicate very favorable prospects for the remainder of the sea-son. Syrups are firm and unchanged. After the rush of the past few weeks

prospects for the remainder of the sea-son. Syrups are firm and unchanged. After the rush of the past few weeks it is but natural that we should have something of a lull in canned goods, and this is what we are now "enjoy-ing." It is very decided, too, for hardly anything is being done. Retail-ers have filled their shelves and will not need any large amounts for some time to come. There is a holiday demand for certain lines of desirable goods, but, upon the whole, the market is taking a rest. There have been practically no changes made in the general run of quotations, tomatoes still firmly sustain-ing their recent advance. There is a fair jobbing demand in dried fruits, but prices, upon the whole, are hardly as firmly sustained. Califor-nia prunes are lower and currants show a slight advance. Nuts are selling well and almonds, especially, are about cleaned up temporarily. Tarragonas are worth about 11½c. Lemons and oranges, bananas and pineapples all have met with fair sale,

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.

The New York Market special Features of the Grocery and Prod-uce Trades. Special Correspondence. Although naturally no large trade could be expected in the first-mentioned ar-ticle at this season. Sicily lemons are worth \$2.40@3.50 per box. Oranges, Floridas, \$2.50@3.50. Butter is still advancing and the archest is oclosely sold up and the ar-

Floridas, \$2,50@3.50. Butter is still advancing and the market is so closely sold up and the ar-rivals are so comparatively light that the chances are good for at least present quotations for the remainder of the year, and probaby there will be still further advance, but not much. Best cream-ery is now quotable at 25c easily and seconds to firsts, 20@24c; imitation creamery, 15½@18c; factory, 14½@ 15½c; renovated, 16@18c. Fresh gathered Western eggs, 29c; candled, 27c; regular pack, 23@26c. The demand is sufficient to take all sur-plus stock of really good quality, but lower grades are rather higher than buy-ers care to pay and the market is in-clined to sag, and yet quotations have not shown any decline at all. There is a pretty good demand for all

clined to sag, and yet quotations have not shown any decline at all. There is a pretty good demand for all sorts of beans and quotations are firmly maintained. Choice marrows, \$2; choice pea, \$2; red kidney, \$2.10. If your readers are in need of cocoa-nuts it is a good time to buy, for the market here is full and more are com-ing, so that shortly the supply will be numbered by the million. They are so plenty that the market is low—in fact, it takes a very good nut to bring over \$3.50 per 100. Currants are in good supply and large shipments are still due. The market is pretty strong, however, owing, prob-ably, to the light supply of some other fruits.

#### Export of Poultry.

**Export of Poultry.** "I believe there are great possibili-ties in the export poultry business if properly conducted," remarked a New York dealer recently. "While I have never studied into the matter very close-ly nor exported any poultry, I have ac-quaintances who have quite an extensive trade with English buyers. There are but few firms exporting poultry in any quantities and these have made money out of the business. It isn't every one who can enter this field, for in order to be successful large quantities must be shipped and the Englishman's demands of quality, style, etc., must be studied and catered to. The Londoner is very cranky and notional in his selection of poultry, but if you can send stock that will please him, he will pay a good price for it. Manchester and Liverpool markets are easier to supply, as trade there is not so critical as in London. Priebe & Simater and Beyer Bros. are two of the poultry firms exporting the poultry from this country. Mr. Simater has just returned from England and I believe Beyer Bros. have one or two representatives over there now, presum-ably arranging to supply poultry to va-rious markets in Great Britain the comably arranging to supply poultry to va-rious markets in Great Britain the com-

The set of the set of

On Her Own Head.

cleaned up temporarily. Tarragonas are worth about 11½c. Lemons and oranges, bananas and pineapples all have met with fair sale, Mr. Buggins—Fifty dollars for a bon-net! Why, madam, it's a crime. Mrs. Buggins—Well, the crime is on my own head.

## 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



## 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

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.



23

F. J. SCHAFFER & CO. Leading Poultry House Eastern Market. 398 E. HIGH ST., DETROIT, MICH Refer to Michigan Tradesman.

Established 1891.

#### LONG LOST BROTHER

Family Happily United by a Street Accident. Written for the Tradesman.

The three met on the corner of Monroe and South Division streets, all going about as fast as they could go in different directions and they met with something like a bang. Crawford Bracewood with his dress suit case took up his full share of the sidewalk, little Bracewood Merryweather with the scrawniest turkey that ever got into Grand Rapids didn't mean to appropriate more than his share, but he did, and the wind, a stiff northeaster, seeing how matters were going, just humped himself and butted plump into the other two, all striking at the same instant and -bang !- there the two were sprawling all over the sidewalk, while the wind, roaring with laughter, was away past the Wellington before the big fellow with the case had a chance to say 'Thunder!''

It was forceful enough for both when it did come and that was lucky, for poor little Merryweather got the worse of the encounter as the weak and the small always do. He didn't let go of his turkey, small as it was and he was thank ful for that. If he had lost it he wouldn't have known what to do. He had been talking of that turkey as far back as when the fall leaves began to turn. He was fifteen years old you see, and for a year now had been working for his living and for more than a year he had been telling the younger children-there were two of them-that they must sit up late on the night before Thanksgiving and see the finest bird that ever made a Thanksgiving dinner. He was going to bring it home himself so to have it on hand in the morning; and when Crawford Bracewood staggered to his feet and got back the breath that the mite of a boy had knocked out of him he saw the lad with the blood streaming from his nose, still on his knees, clinging to the tarkey scarecrow and hurt so that he wrinkled up his face to cry, but bravely managed to keep back all but two big tears that started out all right but were snapped up by the driving sleet before getting halfway to the dropping off place.

If it hadn't been so serious a matter to the little fellow the big one would have laughed at the bump and the tumble and the bloody nose and the scrawny turkey of his companion in misery but, seeing at a glance how matters stood and feeling sorry for the little wretched half-clad boy, he managed to reach him, see him safely on his pins and then taking him by the hand hastened to the nearest drug store on Monroe street.

Once out of the storm the young man proceeded to repair damages so far as both were concerned, and soon had everything in good condition except the few bruises, which it was easy to see time would take good care of. Then wound up with a hot lemonade they and, that disposed of, the boy reached down for his turkey with the evident intention of starting for home.

'How far do you have to go, kid?'' the man asked, listening to the wind outside and looking at the thin garments the child had on.

"Oh, it's a good ways out South Division and then a couple of blocks from the corner. I'm must go, too, for they'll wonder what's become of me."

car.

your side of the counter, please, and give the kid a paper big enough to cover his turkey. That's it. Now, youngket, come on."

Once aboard, the two got down together and vielding to the overpowering influence of some big peppermint drops the boy at once became communicative and repeated with enthusiasm the coming glories of to-morrow's feast. "You see, it isn't because it's such a good one. I wanted to buy a better one, but I didn't have the money. The man knows me and wanted me to take a better one and he said he'd trust me for the rest : but I don't want my mother to eat another person's turkey, would you, now? and I said no and came away with this. I'm not going to eat much of it, you see. There'll be a leg and a wing for each of the children and mother shall have the breast and I'm going to have the part that goes over the fence last and the wishbone-not any of the meat, you know, but just the bone.'

"Oh, I see. You are going to wish with it and get your wish and have as part of it another dinner !"

'No, that isn't it. I'm going to wish for something that my mother wants more than anything else in this world and that's her brother. She doesn't know where he is and she knows that if he knew about us he'd come right here, and then she'd have something more than this scrimpy turkey for Thanksgiving." "That'll be fine. Who is this brother

-what's his name and what is yours?' "We both have the same; and isn't it funny that his last name's my first one? My name is Brace Merryweather-the whole of it is Bracewood-and his name is Crawford Bracewood. My mother says he's awful good, and I'm sure he is or she wouldn't say so. So I made mother and the children say that I might have the wishbone and get my wish; and Uncle Craw is coming-I'm just as sure of it as I am sure of wishing. I'll tell you what I'd just like : get my wish and have mother look up and see Uncle Craw sitting there and looking right at her! Wouldn't that be good! I don't see why all the Cinderella times should have come away back there where you can only read about them, do you?

The smile on the young man's face was full of encouragement and the loosened tongue talked on :

"Then mother'd fly at him and kiss him and then he'd wave his wandwell, you know what I mean-and then when the dinner was over he'd go to the door and say, 'Thomas, the carriage,' and then we'd all get in and away we'd go to our mansion on-on Fountain street, where we would live for good and not have any twelve o'clock struck, when we would all have to go back to my turkey bone !- The next street is ours. You're very kind, sir, and I thank you very much. Are you going to get off, too?

"I'm going to see you safely home. Now, then, off with you."

The two stepped from the car.

"Now, then, give me that turkey and run-you'll have to if you keep warm ;' Indian-file they hurried away and through the sleet that every minute was becoming more severe.

The distance was short and the boy oon entered the gateway of a small house, his companion following. Of course there was no ceremony, the only unusual motion made by the stranger "All right, come on. I'm going to see you home all right. We'll take a car. Clerk, just put my suit case on ing into the face of the gentlewoman

them.

"Do not be alarmed, madam," said the stranger. "I ran into this boy of yours in turning a corner and I thought I could do no less than see him safely home to pay for knocking him down. Here is my card, and from what Bracewood has been telling me I shall not be surprised to learn that we have some common acquaintances at least.'

Beside the name the owner had managed to write on the card, in spite of the motion of the car, "It's I, sure enough." A glance at the pasteboard almost overcame her; but, reading what was in the mind of her brother, Mrs. Merryweather contented herself by extending her hand and greeting her visitor so cordially that he could not refuse to be seated, late as it was. Then he consented to share the meager supper; when it was found that they did know some dear friends in common and this fact made it easy to extend the conversation far into the night, a long time after Brace had gone to bed at all events.

When the deep sleep of childhood had fallen upon the children, it did not take long for the young man to tell his story and to disclose his plans. Mishaps and misunderstandings had both prevented him from finding where his sister was and only the day before had he learned of her whereabouts and started to find The future was already provided her. for. He was to take them to the old home in the East; but on Thanksgiving day little Bracewood's wish was to be carried out to the letter; and it was. That scrawny turkey-well flanked with

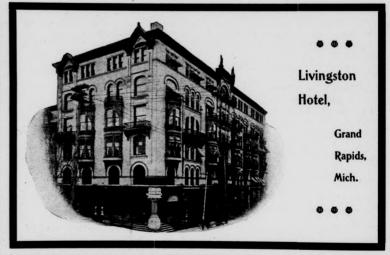
who stood in silent surprise to greet even in these non-Cinderella days. In the midst of the feast the mother did look up and sure enough there sat Uncle Craw looking right at her, and "mother did fly right at him and kiss him" and every blessed young one did the same; and after that they went on with their dinner and ate until every little stomach was as plump as a polywog! Then-a wand is nothing but a cane-Uncle Craw went to the door and waved it and shouted "Thomas, the sleigh !" and in less than no time up pranced a span of the finest horses from Grand Rapids' 'swellest'' stable with a splendid sleigh behind them-the storm having done its best to make up for last night's mischief-and away they went, buried in robes, all over the city, taking in Fountain street to make Brace's wish come true. Best of all, when twelve o'clock struck they didn't have to go back to the turkey bone nor the old condition. Uncle Craw stayed Uncle Craw; they didn't lose the glass slipper; the sleigh didn't change back into a pumpkin, nor the horses into rats. In fact the fairy days have returned and the Merryweather children told me only vesterday with a seriousness that places the matter beyond dispute that "there are fairies and wizards and such things just as there used to be, and Uncle Crawford Bracewood is one of them !'

Richard Malcolm Strong.

#### A Tired Voice.

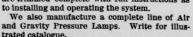
The children had written compositions on the giraffe. They were reading them aloud to the class. At length the time came for little Willie to read his. It was as follows :

That scrawny turkey—well flanked with an abundance of good things—gave up its wishbone without a groan and—be-lieve it or not—the wish all came true,



The Imperial Lighting System Patents Pending

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



THE IMPERIAL GAS LAMP CO., Sole Manufacturers 132-134 E. Lake St., Chicago, Ill., U. S. A.

## **Commercial Travelers**

Michigan Knights of the Grip President, GEO. F. OWEN, Grand Rapids; Sec retary, A. W. STITT, Jackson; Treasurer JOHN W. SCHRAM, Detroit.

United Commercial Travelers of Michigan trand Counselor, H. E. BARTLETT, Flint Grand Screttary, A. KENDALL, Hillsdale: Grand Treasurer, C. M. EDELMAN, Saginaw. Grand

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

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

The Boys Behind the Counter. Hastings-Wm. Shulters succeeds Guy

Crook as clerk for Chidester & Burton. Cadillac-Albert Rupers has taken charge of L. B. Bellaire's new meat market.

Newaygo-Charley Anderson, a popular clerk in the Pearson Bros. & Rebers department store, was married one day last week.

Elk Rapids-Lew. Pollard, prescription clerk for T. W. Preston, has engaged to travel in Eastern Michigan for the Scotten Tobacco Co., of Detroit.

Holland-James Van Dyke has taken a clerkship in the general store of E. S. Gale.

Sault Ste. Marie-A. H. Sherman, who has been prescription clerk for N. D. Morrish for several years, has resigned his position in that pharmacy to accept a similar one in Bad Axe.

Kalamazoo--J. Roy Carpenter, of Harley, Ont., has a position in the drug store of John L. Wallace.

Clare-Hiram Sattison has sold his grocery stock at Thompsonville and returned to this city to assume charge of Bicknell Bros.' grocery department. Traverse City-James McEvoy, for

twenty-five years in the drug business and a well-known citizen of Manistee, having been in business there many years, has been engaged to take charge of the drug department of the Hannah & Lay Mercantile Co.'s store.

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

The hide market fluctuates but little. Dealers hold firm for higher prices, which tanners are not inclined to pay. So far, tanners have the best of it on light hides, and prices are inclined to go lower rather than higher. Stocks are not large, with sales made for future delivery, which tends to hold prices lower.

Pelts have sold freely the past week at full asking prices. Values tend upward, with stocks well cleaned up.

Furs open up with a strong demand and higher values on some kinds. The demand is for holiday trade. Prices are not well established.

Tallow is strong at a fair advance, with trade active. There is no accumulation.

Wool is still selling freely at a fair advance. Prices on fleece are fully 11/2c above last month. The demand is good and large lots have changed hands in the State. The outlook for future trade is good, as large quantities are being used. Wm. T. Hess.

### Gripsack Brigade.

Kalamazoo Gazette-News: A. E. Knight, of this city, traveling salesman for Amstein Bros. & Muir, of Cleveland, has been notified that his business is temporarily suspended on account of a destructive fire which has crippled the firm's activities for a few weeks.

Chas. H. Smith (Wm. Barie Dry completed.

Goods Co.) has gone to Binghamton, N. Y., to spend Thanksgiving with his mother, who is now 87 years of age. Mr. Smith makes this pilgrimage every year and asserts that he will continue the custom as long as his mother lives. A Westphalia correspondent writes as follows: A Grand Rapids traveling man and a party of young men from this village went hunting a few days ago and brought home a tame duck, which one of the party had bought of a farmer and then shot, expecting their friends would mistake it for one of the wild kind. The substitution was readily discovered, however, and the laugh was on the hunters.

#### Hotel Whitcomb.

Alonzo Vincent, of the firm of Vin-cent & Blake, proprietors of Hotel Whitcomb, St. Joseph, Michigan, has just been appointed Warden of Jackson Prison and will assume the duties of just been appointed Warden of Jackson Prison and will assume the duties of that office on December I. The hotel will, however, continue under the same management which has made the "Whitcomb" so popular with the trav-eling fraternity for so many years. This hotel is modern in all its appointments, with electric light, steam heat, eleva-tor, fine sample rooms. fine hede and tor, fine sample rooms, fine beds and excellent cuisine. The "boys" will al-ways find a warm welcome in this popu-lar hostelry. eds and will al-

#### Bay City Endorses Mark Brown

Saginaw, Nov. 25–Bay City Post has endorsed the candidacy of Mark S. Brown as Secretary of the Michigan Knights of the Grip, and the members expect to accompany the Saginaw dele-gation on a special train to Lansing on Dec. 26

expect to accompany in the Lansing on Dec. 26. Post F (Saginaw) gives their first an-nual ball at their hall on Dec. 7. Over 125 tickets have already been sold. We expect from 125 to 150 to go on the spe-cial train to Lansing on Dec. 26.

#### Not Durable.

"Marriages may be made in heaven," he said, thoughtfully, "but if so, they're dealing in a cheaper grade of goods up there every year. They don't last any-thing like the way they used to."

Hillsdale-The Jerome Brick & Tile co. has filed articles of association with a capital stock of \$25,000. The officers are: T. J. Lowry, of Jerome, Presi-dent; H. S. Walworth, of Jerome, Treasurer; G. S. Cook, of Brooklyn, Secretary, and L. J. Slown, of Jerome, and W. P. Miner, of Battle Creek, Managers. The company has been formed to develop the large clay beds at Jerome, on the Lake Shore & Michgan Southern Railroad.

Zeeland-The partnership heretofore existing between Benjamin and Sybrant Dykhuizen and Geo. Hoekzema, of the Great Western Novelty Wood Working Co., has been dissolved, the latter retiring and the former two continuing the business. Mr. Hoekzema has engaged with the Wolverine Specialty Co. and will have charge of its plant, which will be in operation in about a month.

Grace-C. A. Begle has sold his interest and severed his connection with the Grace Harbor Lumber Co. and Lewis H. Jones, a prominent manufacturer of Detroit, has been elected Vice-President. The Grace Harbor Lumber Co. is putting in logs near its new mill at this place.

Kalamazoo-Clarage & Sons have leased temporarily the old plant of the St. John Plow Co. in connection with their Church street foundry and machine plant and will put a force of men at work there Dec. I in the foundry until the new plant of Charles Clarage is Make Money For Others, But Not For Themselv

(The writer of the following article, Harry T. Nisbet, sold shoes on the road for twenty-eight years. Mr. Nisbet has written the article from practical exper-ience. He knows whereof he speaks in this particular, for, although a success-ful salesman, he himself has become a living example of the fact about which he writes. In the days of prosperity he paid too little heed to laying aside money, and six years ago he met with an accident which caused lameness and later rheumatism, from which he has suffered ever since. He continued, however, to sell shoes until about two years ago, when he became so lame he could ago, when he became so lattic the no longer continue in his calling, and to be was obliged to being without money he was obliged go to the almshouse on Blackwell's go to the almshouse on Blackwell's Is-land, New York City, where he fears he will be obliged to remain during the rest of his life. He is unable to walk rest of his life. He is unable to walk a single step and has become nearly blind. However, by means of spectacles he is yet permitted to see sufficiently to read, and sitting beside his cot in the open ward with nearly seventy men, all of them partially or wholly blind, he reads the daily papers aloud, and thus occupies much of his time.)

It is a conceded fact that the commercial traveler has become an almost indispensable factor in the business world. Less than a half century has passed since his services were called into being, but during this time the growth and development of the United States has been far greater than all previous time since the discovery of America, and no very small part has been the services of the intelligent, active commercial traveler in aiding this great and wonderful growth and development. His valuable services soon became known and recognized by the enterprising manufacturers and wholesale merchants in the sale and distribution of their wares, which by their tireless energy, perseverance, tact and ability has rapidly spread, until at present the hustling "drummer" can be found wherever civilization has entered and progress has begun.

Not alone where merchandise is to be disposed of is the ability of the shrewd commercial traveler sought and employed, but we find, all over this country, and I might say almost the entire world, able, active, shrewd business men, not alone representatives of the factory, mill, mine and merchant, with samples of their wares and products, but also, as a product of the methods of the sharp commercial traveler, we find able men as agents for large corporations and vast schemes for the development of almost everything which goes to aid the progress and growth of this vast country.

Only a few years ago the manufacturer or wholesale merchant depended upon the retailer to come to him, at his place of business, to make his purchases. But since the advent of the traveling salesman this has changed and to-day the manufacturer or wholesale dealer who attempts to sit down in his office and await the coming of customers to him will soon find his more enterprising competitor (who employs competent, hustling commercial travelers) is enlarging his business and rapidly taking the trade which he has been idly waiting for.

The army of commercial travelers has become a force and factor in the development of business that is little realized by a large majority of people. The successful salesman must be a wide-awake, observing, persevering, hard working, intelligent person, who, if he remains in the position, must prove himself strictly honest and thoroughly reliable. Nothing can add to the success of the salesman so much as being able to command and hold the confidence, not alone of his employer, but also, and particularly, the confidence of his customers.

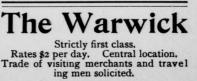
The writer has had an experience as a traveling salesman nearly thirty years, and believes he can say with truth, without conceit, he was considered a good one, being successful in placing his wares. But, considered in the sense of being called a successful salesman. it can be truthfully said that a great majority of salesmen who have made a success doing business for other people have not been financial successes unto themselves.

It may seem a difficult matter to explain why this is so, but to the writer's mind, in the light of his own experience, even the best and most successful salesman reaches a limit of earning capacity; his salary or earnings depending upon a small percentage on his sales, and a continuance of same upon the endurance of his physical and men-tal powers. His mind is entirely absorbed in his vocation, striving by every honorable means to increase his sales and thereby increase his salary or earnings, and he has no time to devote to outside personal matters for investment or speculation.

The necessary expenses of the commercial traveler are large. It can almost be said he has his hand in his pocket nearly all the time fishing up the requisite funds for the payment of hotel bills, railroad fares, extra baggage charges, express and transfer of baggage, car and cab fares, tips, etc., etc., and he is thus obliged to be constantly passing out the cash, so that it becomes almost second nature, and he scarcely stops to realize the vast amount of money which in the aggregate he thus expends.

He must be well and neatly attired to make himself presentable to the merchant or business man, for there is some truth in the adage, "The apparel oft proclaims the man." As he passes out the money for all these expenses he be-comes so accustomed to spending money that he little realizes its value, and be that he little realizes its value, and be-ing subjected to all temptations and habits that are expensive (which the majority of men in other walks of life are not so subjected to) he naturally drifts along carelessly, little thinking that the time will ever come to him when he may be sorely in need and find himself destitutes himself destitute. With all these things to contend with,

while thousands of commercial travelers are successful in disposing of goods with much profit to their employers, a very small percentage of them ever be-come rich or accumulate much with which to provide against the time of sickness, accident or old age, and many of them find themselves in the days of decline dependent upon charity, and some of them possibly spend their last days in an almshouse. Of course, there are exceptions (as there are to all general rules), but we see it so frequently demonstrated that many salesmen, who are successful in selling merchandise and transacting business for the profit of others, fail to use good judgment in making a personal success financially, the writer concludes that a very small minority ever accumulate much wealth for themselves in the vocation of com-mercial traveler.—Boot and Shoe Recorder.



A. B. GARDNER. Manager.



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Michigan	State	Board	of	Pharmac

	Term expires
L. E. REYNOLDS, St. Joseph	Dec. 31, 1901
HENRY HEIM, Saginaw	Dec. 31, 1902
WIRT P. DOTY, Detroit	Dec. 31, 1903
A. C. SCHUMACHEB, Ann Arbor	Dec. 31, 1904
JOHN D. MUIR, Grand Rapids	Dec. 31, 1905
President, A. C. SCHUMACHER, Secretary, HENBY HEIM, Sagin	8W.
Treasurer, W. P. DOTY, Detroit	
Examination Sessio	ns.

Mich. State Pharmaceutical Association President-JOHN D. MUIR, Grand Rapids. Secretary-J. W. SEELEY, Detroit. Treasurer-D. A. HAGENS, Monroe.

Concerning the Sale of Carbolic Acid. As is done hundreds of times every year, a woman in New York recently committed suicide by taking carbolic acid. It was shown at the inquest that the poison had been purchased of a druggist by the victim's eleven-year-old son. Some of the jurors wanted the druggist censured for selling the poison to a minor, claiming the act illegal. The coroner, however, declared that there was no provision of the poison law forbidding the sale of poison to minors, and that the druggist could therefore not be properly condemned; and so no reference was made to the druggist in the verdict.

For ourselves, we can not hold the druggist quite so guiltless, even although he conformed to the letter of the law. It is our opinion that a poison used so often as carbolic acid for suicidal purposes should not be sold without consid-erable precaution. It should certainly not be sold to an eleven-year-old child. There is unfortunately no provision in the new all-State pharmacy law in New York against the sale of poison to minors; moreover, carbolic poison, as is quite generally the case with pharmacy laws, is put in schedule B, with the poisons of which no registration of sale is required, and no assurance from the purchaser that he is familiar with the dangerous character of the poison and wants it for a legitimate purpose. Both these defects are remedied in Professor Beal's model law, approved last year by the A. Ph. A. Minors under sixteen years of age may not be sold poisons; and the sale of all listed poisons must be registered; besides, the purchaser must desire the substance for a lawful purpose and be familiar with its dangerous character.

But even without definite law the druggist should, in the sale of poisons, be a law unto himself, using every precaution, striving especially to avoid lending himself to suicidal purposes, and remembering that he is a legally qualified defender of the public health and welfare. To sell undiluted carbolic acid to a child, even although the law allow such an act, and even although it be done quite commonly by druggists, is yet an act which, in our judgment, pharmacists should never commit who realize the obligations that rest upon them as public servants.

In this connection it may not be out of place to remark that a resolution was big passed at last year's meeting of the American Pharmaceutical Association urging the pharmacists of the country to sell for domestic purposes a 25 per cent. solution of carbolic acid in alcohol, in-stead of the ordinary strong acid which contains only enough glycerin or water to hold it in liquid form. This resolu-tion was passed after a paper had been read by Professor Howell, in which ii was convincingly shown that alcohol, especially if administered early, was, as had previously been reported a most

effective antidote for the acid; and it may be said that since the Richmond meeting this truth has received abun-dant confirmation. Mr. Hynson suggested during the discussion of Professor Howell's paper that some effort be made to have laws passed in the various states compelling the sale of the alcoholic solution of the acid for domestic purposes. If it be found that the acid oses none of its properties by this means, such action is certainly to be regarded as of the utmost practical importance. In the absence of such laws, however, would it not be well for conscientious pharmacists to take the step of their own accord?-Bulletin of Pharmacy.

#### The Drug Market.

Opium-Is a little firmer, but the price is unchanged.

Morphine-An advance of 20c per oz. is believed to be one that will stay for some time, as it is understood that manufacturers have come to an agreement.

Quinine-Is firm and unchanged.

Citric Acid-Has declined 1c per lb., on account of competition.

Alcohol-Is very firm, on account of high price for corn. Balm Gilead Buds-Are in very small

supply and high prices rule. Cod Liver Oil—Is higher in primary

markets and there will no doubt be an advance here.

Oil Anise-Is firm and tending higher.

Oil Lemon Grass-Is very scarce and has again advanced.

Oil Peppermint-Is in good demand and steadily advancing.

Oil Lemon-Has declined.

Gum Tragacanth-Is very scarce and steadily advancing.

Gum Guaiac-Is advancing.

African Ginger-Is scarce and has adinced.

Gum Shellac-Is advancing daily. Stocks are small and there are only a few holders.

Linseed Oil-Is weak and lower.

#### Chemical Composition of Calcium Lacto phosphate.

In a paper read at the recent meeting of the A. Ph. A., at St. Louis, Lyman F. Kebler said that very little informa-F. Kebler said that very little informa-tion exists in literature relative to this product. It is described as a white, hard, shiny, scaly crystal, yet he was sure that no one ever saw the article commercially in this form. It is gen-erally supposed to consist of calcium lactate, lactic acid, and calcium phos-phate; an excess of lactic acid being al-ways present to render the product solways present to render the product sol-uble. According to Mr. Kebler's ex-perience the presence of the lactic acid uble. does not account for the solubility of the calcium lacto phosphate. The reason why calcium lactophosphate is soluble is because it is composed almost entire-ly of soluble products, namely, calcium lactate, calcium acid phosphate, lactic acid, and a small amount of normal calcium phosphate. The latter is prob-ably rendered soluble by the presence of the calcium acid phosphate and a small quantity of lactic acid. does not account for the solubility of the

#### Systematic Smuggling.

Artificial Cultivation of Ginseng in Kentucky

Ginseng is exported from the United States in large quantities to China, and the natural supply is rapidly becoming exhausted. Only from the almost inaccessible mountain lands of West Virginia and Eastern Kentucky and Northern Tennessee (largely culled dry) can we expect to get the vanishing supply of ginseng for the future, a sup-ply that in 1886 amounted to 80,000 pounds from the city of Cincinnati alone. The early failure of the natural supply of a drug needed in such large quantities has of recent years suggested artificial cultivation, and an enterprising gentleman in Northern Kentucky has successfully established what he calls a "ginseng garden."

This garden belongs to Mr. S. Long, of Union, Boone county, Ky. It is sit-uated in the shade on the side of a hill, and is fenced in by a tall paling fence with narrow cracks between the palings. About ten feet in height it is covered with three-inch slats, between which about 34-inch space is left for light, and in very hot weather in the summer the top is covered loosely with brush. We thus briefly describe the surroundings of the garden. Inside it bears the appearance of any vegetable garden under proper conditions where the stock seems to be thrifty and in its native element, and as I found Mr. Long very willing to impart information concerning the same, I hereby relate, in his own words as he gave it, his experience with this ginseng garden:

I secured first about 300 plants from I secured first about 300 plants from the woods where ginseng naturally grows in this section of the country. These plants were taken up with great care, plenty of dirt being left on the roots. They were carried in the cool of the day from their native location to the garden I had prepared. The earth was such as I would have used for the purpose of raising onions, a rich loawy soil These I would have used for the purpose of raising onions, a rich loamy soil. These plants were set out about six inches apart, the rows being about six inches from each other. I did not notice in any instance that the transplanting dis-turbed the early plants in the least. From these 300 plants I collected the first year about 3,000 seed. That fall when the seeds had ripened I collected from the woods about 600 more plants, which I planted in the same manner as I which I planted in the same manner as l which I planted in the same manner as I had done the 300 plants, making a total of 900 roots. The following spring, out of the 900 roots, 800 came up, mak ing a good crop of seed. To this I will add that of the plants set out in the fall there was a greater propertien lost the add that of the plants set out in the fall there was a greater proportion lost than of the plants that were set out in the growing season. The seeds that rip-ened in July, if planted at once, will come up the next spring; those that ripened later do not come up until the second spring. I can not give the pro-portion of loss in sprouting. The first year's plant is a little three-leaved spindle, and the growth is very slow. As is well known, the scars left by cast-off stalks give the age of the root. I have plants in my garden that are at least twenty years of age. I am culti-vating ginseng both for the root and for the seed, the seed at this time being very costly, although the root only has any commercial value except for plant-ing. I am enlarging my garden as rapidly as possible and use all the seed that is produced, at present having none to distribute. It will be seen from the above that there was a greater proportion lost than

It will be seen from the above that Mr. Long supplies from his own experience in a ginseng section of the country just the data to serve persons concerned in drug cultivation. The fact that he did not go to the woods for natural dirt seems in my mind to be of great interest, for it is certain that.in any section of the country a slat garden after the manner of Mr. Long's garden can be easily put up, and it is also easy to ob-

tain mature plants from gatherers by paying them an additional price therefor. As the writer of this paper predicted years ago, either cultivation must be given such plants as ginseng and hydrastis, or they must within a oderate period become extinct.

John Uri Lloyd.

#### Handling Sulphuric Acid.

Be an operator as careful as he can in the handling of a sulphuric acid bottle, if frequently in use some of the corrosive substance will find its way down the sides of the receptacle to the shelf or counter upon which it rests. To obviate the unpleasant effects which result when no protection is given the woodwork of the shelf or table, let a small glass plate, somewhat larger than the diameter of the acid bottle, be put beneath the container. This will offset the harmful influence of the last drop which trickles down the sides of the receptacle to mingle its energy with that of the drop before it. The glass plate should be frequently washed well. In our laboratory we have what is termed an "acid shelf," which, instead of being of wood, is entirely of glass threeeighths of an inch thick. This is for the support of the smaller acid bottles, in company with such alkaline solutions as ammonia water and solutions of potassa and soda. The larger acid containers of glass rest on a glass shelf much more substantial. Shelves of this pattern are much more practical and satisfactory from all view-points than the common kind of wood. They can be removed from their positions at any time, and cleaned perfectly in running water. They do not prematurely ac-quire the neglected and aged look pe-culiar to acid shelves of wood.

Joseph Hostelley.



50 50 50

## WHOLESALE DRUG PRICE CURRENT

Advanced-Declined-Oil Le on Line

Declined-Oil Lemon, Lins	ed Oil.	
Acidum	Conium Mac 50@ 60	Scillæ Co @
Aceticum\$ 6@\$ Benzoicum, German. 70@	8 Copalba 1 15@ 1 25 5 Cubebæ 1 30@ 1 35	Scillæ Co @ Tolutan @ Prunus virg @
Carbolicum 30@	7         Exechthitos         1         00@         1         10           2         Erigeron         1         00@         1         10           8         Gaultheria         2         00@         2         10	Tinctures Aconitum Napellis R
Hydrochlor 3@	6 Constantil Som col	Aconitum Napellis R Aconitum Napellis F Aloes
Oxalicum 1200	4 Hedeoma 1 60(0 1 75	Aloes and Myrrh Arnica
Sallevlieum 520		Assarcetida Atrope Belladonna
Sulphuricum 1340 Tannicum		Auranti Cortex Benzoin
Ammonia	Morrhuæ, gal 1 10@ 1 20 Myrcia	Benzoin Co Barosma Cantharides
Aqua, 16 deg 40 Aqua, 20 deg 60	8 Picis Liquida 10@ 12	Capsicum Cardamon
Carbonas 1300 1 Chloridum 1200 1	5 Picis Liquida, gal @ 35 4 Ricina	Cardamon Co
Aniline Black	Rosæ, ounce	Castor Catechul Cinchona
	5         Succi of file         6         6         6           0         Succi of file         4         4         6         4           0         Sabina         90@ 1         00         9         1         00         0         3         3         1         00         2         7         7         00         0         3	Cinchona Co Columba
Red	0 Sassafras	Cubebæ Cassia Acutifol
Cubebæpo, 25 220	Tiglii 1 500 1 60	Digitalis
Xanthoxylum 1 70@ 1 2	Thyme	Ferri Chloridum
Balsamum Copalba 50@	, Potassium	Ferri Chloridum Gentian Gentian Co Guiaea
Terabin, Canada 600	5 Bichromate 13@ 15	Gulaca ammon
Folutan 45@ 5 Cortex	Carb 1200 15	Hyoscyamus Iodine Iodine, colorless
Ables, Canadian	o Uyamue 340 38	Kino
Cinchona Flava	8 Potassa, Bitart, Dure 2800 30	Lobelia Myrrh Nux Vomica
Euonymus atropurp. Myrica Cerifera, po.	0 Potass Nitras ont 70 10	Opii. Opii, comphorated
Quillaia, gr'd	4 Potass Nitras 6@ 8 2 Prussiate	Opii, deodorized
Ulmuspo. 15, gru	5 Radix	Quassia Rhatany Rhei
Extractum Glycyrrhiza Glabra. 240 2		Sanguinaria Serpentaria Stromonium
	2 Arum po (2) 25	Tolutan
Hæmatox, 18 1340	4 Calamus	Veratrum Veride
Hæmatox, ¼s 16@ 1 Ferru	Hydrastis Canaden. @ 75	Zingiber Miscellaneous
Citrate and Quinia 2 2	5 Hydrastis Can., po @ 80 Hellebore, Alba, po. 12@ 15	Æther, Spts. Nit.? F 300 Æther, Spts. Nit. 4 F 340
Citrate Soluble	D         Inula, po         18@         22           5         Ipecac, po	Alumen, gro'dpo. 7 Annatto
Sulphate, com 1,	5         Jalapa, pr.         25         302         302           2         Maranta, ¼s         25         30           Podophyllum, po.         2202         25	Annatto 40@ Antimoni, po 40@
Sulphate, com'l, by bbl, per cwt		Antimoniat Datage T 400
Sulphate, pure Flora	Rhei, cut @ 1 25	Antipyrin
Arnica 15@ 1	8 Spigelia 35@ 38 Sanguinaria po 15 @ 18	Baim Gliead Buds. 4500
Matricaria 30@ 3	5 Serpentaria 50(0) 55 Senega 60(0) 65	Balm Gilead Buds 450 Balm Gilead Buds 450 Bismuth S. N 1630 Calcium Chior., 1s 6 Calcium Chior., ½s 6 Cantharldes, Rus. po Capsiel Fructus, po 6 Capsiel Fructus, po 6 Caryophylluspo. 15
Folia Barosma 36@ 3	8 Smilax, officinalis H. @ 40 8 Smilax, M @ 25	Calcium Chlor., ½s @ Calcium Chlor., ½s @
nevelly 20@ 2	5 Symplocarpus, Freti-	Cantharides, Rus.po Capsici Fructus, af Capsici Fructus, po Capsici Fructus B, po Capsici Fructus B, po Capsici Fructus B, po
Salvia officinalis, 48	Valeriana, Eng. po. 30 @ 25	Capsici Fructus B, po @ Caryophylluspo. 15 12@
Uva Ursi 8@ 1	0         Zingiber a	Carmine, No. 40 @
Gummi Acacia, 1st picked @	5 Semen	Cora Flava 40@ Coccus @
Acacia, 3d picked @	5 Anisum po. 18 @ 15 5 Apium (graveleons). 13@ 15	Centraria @
Acacia, po 45@	5 Caruipo. 15 10@ 11	Cetaceum
Aloe, Cape po. 15.	2 Coriandrum 8@ 10	Chloroform
Ammoniac 55@ 6	0 Cannabis Sativa 4½@ 5 0 Cydonium	Chondrus
Benzoinum	b Dipterix Odorate 1 00(a 1 10	Cinchonidine, Germ. 38@ Cocaine
Catechu 48 Q 1	4 Frenugreek nov 700 0	Creosotum
Camphoræ	9 Lini, grdbbl. 4 4½@ 5	Creta, prep
Gamboge	0 Pharlaris Canarian. 4½@ 5 0 Rapa	Creta, precip 9@ Creta, Rubra @ Crocus
Gualacumpo. 25 @ 3	0 Sinapis Alba 900 10 5 Sinapis Nigra 1100 12	Cupri Sulph 6%@
Kino         po. \$0.75         Ø           Mastic	0 Spiritus 0 Frumenti W D Co 2 002 2 50	Dextrine
Opiipo. 4.90@4.90 3 30@ 3 3 Shellac 35@ 4	5 Frumenti, W. D. Co. 2 00@ 2 50 Frumenti, D. F. R. 2 00@ 2 25 Frumenti 1 250 1 50	Emerv. Do
Shellac, bleached 40@ 4 Tragacanth 70@ 1 0	5 Juniperis Co. O. T 1 65@ 2 00	
Herba Absinthiumoz. pkg	5         Frumenti         1256         150           6         Juniperis Co. O. T         1656         2 50           1         Juniperis Co         1756         3 50           Saacharum N. E         1906         2 10           5         Spt. Vini Gall         1756         6 50           0         Vini Gall         1256         2 00           5         Vini Alba         1256         2 00	Flake White 12@ Galla@ Gambler
Eupatoriumoz. pkg	0 Vini Oporto 1 25@ 2 00 5 Vini Alba 1 25@ 2 00	Gelatin, Cooper 35@ Gelatin, French 35@
Mentha Pip. oz. pkg	3 Sponges	Galla Gambler Galla G Gelatin, Cooper G Gelatin, French 35G Glassware, filnt, box 75 Less than box. Glue, brown 112
Mentha Viroz. pkg Rueoz. pkg	carriage 2 50@ 2 75	Glue, white 150 Glycerina 1740
Rueoz. pkg Tanacetum V oz. pkg Thymus, Voz. pkg	5 Carriage 2 50(2 2 75	
Magnesia Calcined Pat 550 6	wool, carriage @ 1 50	Grana Paradisi
Carbonate, Pat 550 5 Carbonate, Pat 180 2 Carbonate, K. & M 180 2	0 wool, carriage @ 1 25 0 Grass sheeps' wool,	Hydrarg Ammoniati
'arbonate, Jennings 18@ 2	0 carriage	HydrargUnguentum 500 Hydrargyrum 0 Ichthyobolla, Am 650
Oleum Absinthium	Vellow Reef, for	
	5 Syrups	100010rm 3 600
Auranti Cortex 2 10@ 2 2	0 Acaeia 0 50 0 Auranti Cortex 0 50 5 Zingiber 0 50	Lupulin
	Acacia         6         50           Auranti Cortex         6         50           Zingiber         60         50           Ipecac         60         60           Ferri Iod         50         50           Rhel Arom         60         50           Smilax Officinalis         50         60	Liquor Arsen et Hy-
	5 Rhei Arom	drarg Iod
	5 Senega	Magnesia, Sulph 20 Magnesia, Sulph, bbl 0 Mannia, S. F 500

Seldlitz Mixture.... Sinapis. opt..... Sunapis. opt..... Sund, Maccaboy, De Voes Suuf, Scotch, De Vo's Soda, Boras.... Soda, Carb... Soda, Carb... Soda, Carb... Soda, Carb... Soda, Carb... Soda, Sulphas.... Soda, Sulphas.... Spts. Ether Co.... Spts. Ether Co.... Spts. Win Rect. 192 Spts. Vin Rect. 192 Spts. 192 Spt 
 Q
 5
 56

 S., P. & W. 2
 256
 2
 50

 S., N. Y. Q. 2
 156
 2
 40

 Mal.
 2
 156
 2
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 Canton
 6
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 N. O. 1.
 656
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 mica...po. 15
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 10
 366
 37

 aac, H. & P.
 8
 7
 366
 37
 20000 22 18 30 Linseed, pure raw... Linseed, boiled..... Neatsfoot, winter str Spirits Turpentine.. 55 16 54 43 58 57 60 48 Myristi Paints BBL. LB. Paints Red Venetian..... Ochre, yellow Mars. Ochre, yellow Ber... Putty, commercial. Putty, strictly pure. Vermilion, English... Green, Paris.... Green, Paris... Lead, red..... Lead, white... Whiting, white Span Whiting, gilders'... Whiting, Paris, Amer. Whiting, Paris, Eng. eliff.  $1\frac{1}{4} \begin{array}{c} 2 \\ 1\frac{3}{4} \begin{array}{c} 2 \\ 04 \end{array}$  $1\frac{3}{4} \begin{array}{c} 2 \\ 03 \end{array}$  $2\frac{1}{4} \begin{array}{c} 2\frac{1}{4} \\ 2\frac{1}{3} \\ 03 \end{array}$  $2\frac{1}{4} \begin{array}{c} 2\frac{1}{3} \\ 2\frac{3}{4} \\ 03 \end{array}$ sin Saac, H. & P. D Co..... icis Liq. N.N.½ gal. @ 1 00 13@ 15 70@ 75 14@ 18 13@ 16 6½@ 7 6½@ 7 @ 90 @ 95 @ 1 25 Varnishes Oils 

# 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.

GROCER	Y PRI	CE CI	URRENT	3	4	5
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 lia- ble to change at any time, and country merchants will have their orders filled at market prices at date of purchase.				Tomatoes           Fair         1 15           Good         1 20           Fancy         1 25           Gallons         3 20           CATSUP         200           Columbia, pints         2 00           Columbia, ½ pints         1 25	Mexican Choice	Sugar Squares
ADVANCEDDECLINEDHolland HerringLoose Muscatel RaisinsCaliforn a FigsSauerkrautCranberriesTroutMedium PicklesTrout			CARBON OILS Barrels @10½ Perfection @9½ Diamond White. @8½ D. S. Gasoline. @12¼ Deodorized Naphtha. @10½ Cvilinder	African         12%           Fancy African         17           O. G.         25           P. G.         29           Mocha         21           Package         1           New York Basis.         11%	CREAM TARTAR 5 and 10 lb. wooden boxes30 Bulk in sacks	
Index to Markets			2	Engine	Dilworth	Sundried
By Columns	AXLE G	REASE doz. gross	Stove No. 3	Elsie	retailers only. Mail all orders direct to W. F. McLaughlin & Co., Chicago.	Nectarines
Akron Stoneware			BUTTER COLOR W., R. & Co.'s, 15c size 1 25 W., R. & Co.'s, 25c size 2 00 CANDLES	Gold Medal 0111/2 Ideal 012	Extract Valley City ½ gross	Prunnelles Raspberries California Prunes 100-120 25 lb. boxes @ 3% 90-100 25 lb. boxes @ 4%
Axle Grease	NU SANDARD		Electric Light, 88	Leiden	CONDENSED MILK 4 doz in case. Gall Borden Eagle	80 - 90 25 10. Doxes
Brushes	Mica, tin boxes	75 9 00	Apples       3 lb. Standards	Beeman's Pepsin       60         Black Jack       55         Largest Gum Made       60         Sen Sen Breath Perfume.       10         Sugar Loaf       55         Yucatan       55	Magnolia         4 25           Challenge         4 10           Dime         3 35           Leader         4 00           COUPON BOOKS           50 books, any denom         1 50           100 books, any denom         1 50	Citron Leghorn
Carbon Olls     3       Carbon Olls     3       Cheese.     3       Chewing Gum     3       Chicory.     3       Chocolate.     3       Clothes Lines.     3	Paragon BAKING Eg	POWDER	String       70         Wax       70         Blueberries       70         Standard       85         Brook Trout       2 lb. cans, Spiced         2 lb. cans, Spiced       1 90	CHICORY           Bulk	50 books, any denom 1 50 100 books, any denom 2 50 500 books, any denom 1 50 1,000 books, any denom 20 00 Above quotations are for either Tradesman, Superior, Economic or Universal grades. Where 1,000 books are ordered at a time	Lemon American 19 10. bx13 Lemon American 10 lb. bx13 Orange American 10 lb. bx13 Raisins London Layers 2 Crown.
Cocoa       3         Cocoa Shells       3         Cocoa Shells       3         Coffee       3         Coffee       3         Condensed Milk.       4         Coupon Books       4         Crackers       4			Clams. Little Neck, 1 lb 1 00 Little Neck. 2 lb 1 50 Clam Bouillon Burnham's, 4 pints 3 60 Burnham's, quarts 7 20 Cherrices		customer receives specially printed cover without extra charge. Coupon Pass Books Can be made to represent any denomination from \$10 down. 50 books. 100 bedr.	Cluster 4 Crown Loose Muscatels 2 Crown 5½ Loose Muscatels 3 Crown 6½ Loose Muscatels 4 Crown 6½ L. M., Seeded, 1 lb8 L. M. Seeded, 1 lb8
Cream Tartar         5           D         D           Dried Fruits         5           F         F           Farinaceous Goods         5           Fish and Ovsters         13	5 lb. cans, ½ do	Z. Case	Red Standards White Fair	Vanilla         28           Premium         31           CLOTHES LINES         50           Cotton, 40 ft. per doz	100         books	Beans Dried Lima
Fish and Oysters.       13         Flavoring Extracts.       5         Fly Paper.       6         Fresh Meats.       6         Fruits.       14         G       6         Grains and Flour       6	1 lb. cans, 4 do 1 lb. cans, 4 do 1 lb. cans, 2 do Queen	Flake	Fancy     95       French Peas     95       Sur Extra Fine     22       Extra Fine     19       Fine     15       Moyen     11       Gooseberries     30       Standard     90	Jute, 60 ft. per doz 80 Jute, 72 ft. per doz 95 COCOA	2,000, any one denom	Brown Holland     2 50       Cereals     90       Grain-O, small     1 35       Grain-O, large     2 25       Grape Nuts     1 36       Postum Cereal, small     1 35
H Herbs	6 oz., 4 doz. case. 9 oz., 4 doz. case.		Standard         Hominy         85           Lobster         5         5         10         3         63	Van Houten, 4s 20 Van Houten, 4s	New York         614           Family         614           Salted         614           Wolverine         614           Soda         834           Soda, XXX         634           Soda, City         8	Fostum Cereat, large
Jelly 6 Lamp Burners. 15 Lamp Chimneys 15 Lanterns. 15 Lanterns. 15 Lieorice 7	OTAL CO	10c size         90           ½ lb. cans         1         35           6 oz. cans.         1         90           ½ lb. cans         2         50           ¾ lb. cans         3         75           1 lb. cans.         4         80	Mackerel           Mustard, 1 lb	<b>COCOANUT</b> Dunham's \%s	Long Island Wafers	Pearl, 200 lb, bbl.         3 80           Pearl, 100 lb, sack.         1 80           Maccaroni and Vermicelli         Domestic, 10 lb, box.         60           Imported, 25 lb, box.         2 50         Pearl Barley           Common         2 90         Chester.         3 00
Lye		70	Hotels.         18@20           Buttons.         22@25           Cove, 1 lb.         85           Cove, 2 lb.         1 55           Cove, 1 lb.         95           Ple.         95	Dunham's ½s     28       Bulk     13       COCOA SHELLS       20 lb. bags     2¼       Less quantity     3       Pound packages     4       COFFEE	Sweet Goods-Boxes           Animais         10           Assorted Cake         10           Belle Rose         8           Bent's Water         6           Coffee Cake, Iced         10           Coffee Cake, Java         10           Cofcee Cake, Java         10           Coccoanut Macaroons         18	Empire
Nuts.         14           Oll Cans.         0           Oilves.         15           Ollves.         7           Oyster Pails.         7           Paper Bags.         7	BLU Aretic, 4 oz. oval Aretic, 8 oz. oval Arctic 16 oz. rour	s, per gross 4 00 s. per gross 6 00	Yellow 1 65(21 85 Standard 1 00 Fancy 1 25 Marrowfat 1 00	Roasted AHCS- HIGH GRADE COFFEES	Coccoant Macaroons.     10       Coccoant Macaroons.     18       Coccoant Taffy.     10       Cracknells.     16       Creams, Iced.     8       Cream Crisp.     104       Cubans.     114       Curant Fruit.     12	
Paris Green         7           Pickles         7           Pipes         7           Potash         7           Provisions         7           R         R           Rice         8	CONDENSE		Early June.         1 00           Early June Sifted.         1 60           Plums         Plums           Plums.         85           Pineapple         Grated           Grated         1 25@2 75           Sliced.         1 35@2 55           Pumpkin         25	Special Combination	Frosted Honey       12         Frosted Cream       9         Ginger Gems, l'rge or sm'll       8         Ginger Snaps, N. B. C       6¼         Gladiator       10¼         Grandma Cakes       9         Graham Crackers       8	Cases, 24 2 lb. packages 2 00 Peas Green, Wisconsin, bu 1 40 Green, Scotch, bu 3 Split, lb
Saleratus		De	Fair         95           Good         100           Fancy         110           Raspberries         110           Russian Cavier         140           % Ib. cans	bwinell-Wright Co.'s Brands. White House, 60-18	Graham Wafers.       12         Grand Rapids Tea.       16         Honey Fingers.       12         Iced Honey Crumpets.       10         Imperials.       8         Jumbles, Honey.       12         Lady Fingers.       12	Rolled Avena, bbl
Shoe Blacking     9       Snuff     9       Soap     9       Soda     9       Spices     9       Starch     10       Stove Polish     10	Small size, per d Large size, per d BRO No. 1 Carpet No. 2 Carpet No. 3 Carpet Parlor Gem Common Whisk	oz 75	Salmon Columbia River, talls @1 85	Arabian Mocha	Lemon Snaps	East India
Sugar         10           Syrups         9           Table Sauce         12           Tea.         11           Tobacco         11	Fancy Whisk Warehouse		Domestic, %s 5 Domestic, %s 5 Domestic, Mustard. 5½ California, ¼s 11@14	Hotoluli         12           Parker House J & M	MCik Biscuit	Pearl, 24 1 lb. packages
Twine       12         Vinegar       12         Washing Powder       12         Wicking       13         Woodenware       13         Wrapping Paper       13	Solid Back, 8 in Solid Back, 11 in Pointed Ends Sh		French, 45         76/14           French, 45         18/28           Strawberries         Standard           Standard         1 00           Fancy         1 25	Fancy.         15           Santos         11           Fair         14           Choice         15           Fancy         17           Peaberry	Orange Crisp	FOOTE & JENKS' JAXON Highest Grade Extracts Vanilla Lemon
Yeast Cake 13	NO. 4		( <del>]</del> 000 1 00	Fair	Sears' Lunch	1 oz full m. 1 20 1 oz full m. 80 2 oz full m. 2 10 2 oz full m. 1 25 No. 3 fan'y . 3 15 No. 3 fan'y . 1 75

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6	7	8	9	10	11
COLEMAN'S HIGH FOOTE & JENKS CLASS	INDIGO Madras, 5 lb. boxes	Sausages Bologna	Whitefish           No.1         No.2         Fam           100         lbs	Pure Cane Fair	No.         8
Vanilla Lemon 2 oz panel1 20 2 oz panel. 75	5 lb. pails.per doz 1 90 15 lb. pails	Pork 9 Blood 6 Tongue 4 Headcheese 6	10 lbs 95 48 8 lbs 79 42 SEEDS	STARCH	No. 12.         4 05           No. 13.         4 05           No. 14.         4 00           No. 15.         4 00
oz taper2 00 4 oz taper1 50	KRAUT           Barrel	Beef Extra Mess 10 75 Boneless 11 00	Anise	CELLES FORDER ON MAN	No. 16
	LICORICE Pure	Rump         11 00           Pigs' Feet         11 00           ¼ bbls., 40 lbs         1 85           ½ bbls., 80 lbs         3 20	Celery	STREET	Sundried, medium
Controlled	Root 14 LYE	Tripe Kits, 15 lbs	Cuttle Bone	Kingsford's Corn	Regular, medium
CRAND DAPIDS, MICH. EXTRACTS. D. C. Lemon D. C. Vanilla	Condensed, 2 doz	½ bbls., 40 lbs         1 25           ½ bbls., 80 lbs         2 25           Casings         2           Pork         21           Beef rounds	SHOE BLACKINGHandy Box, large	40 1-lb. packages	Basket-fired, choice
2 oz         75         2 oz         1 24           3 oz         1 00         3 oz         1 60	Diamond Match Co.'s brands. No. 9 sulphur	Beef rounds 4 Beef middles 12 Sheep	Miller's Crown Polish 85 SNUFF Scotch, in bladders, 37	Kingsford's Silver Gloss 40 1-lb. packages	Siftings
2 oz. Assorted Flavors 75c.	No. 2 Home	Solid, dairy	Maccaboy, in jars 35 French Rappee, in jars 43 SOAP B. T. Babbit brand—	1-lb. packages	Moyune, medium
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	Armour & Co.'s, 2 oz 4 45 Liebig's, 2 oz 2 75 MOLASSES	Solid, creamery 17 Canned Meats Corned beef, 2 lb 2 50 Corned beef, 14 lb 17 50	Babbit's Best	6-lb. packages	Pingsuey, choice
Standard. 2 oz. Panel Vanilla Tonka 70 2 oz. Panel Lemon 60 FLY PAPER	New Orleans           Fancy Open Kettle	Boast beef, 2 lb         2 50           Potted ham, ½ s         50           Potted ham, ½ s         90	SHANDPAS		
FLI FAPER Fanglefoot, per box	Good	Potted tongue, %s 90		1201 201 11 11	GLOSS STARCH
Beef Carcass	Horse Radish, 1 doz 1 75 Horse Radish, 2 doz 3 50 Bayle's Celery, 1 doz 1 75	Domestic Carolina head	WONDER SOAP	900 11 10	ACCONTRACTOR
Hindquarters 7 @ 8½ Loins	OLIVES           Bulk, 1 gal. kegs	Broken	50 cakes, large size	BES BEST	
Plates	Manzanilla, 7 oz	Japan, No. 1	100 cakes, small size	STARC GARNSTARC	J FREE FROM
Dressed         Ø 8½           Loins         Ø 8½           Boston Butts         Ø 8           Shoulders         Ø 8	Queen, 28 oz.         7 00           Stuffed, 5 oz.         90           Stuffed, 8 oz.         1 45           Stuffed, 10 oz.         2 30	Table	Queen Anne 3 35 Big Bargain 1 90	Arrester Market Mark	CHAS.Pope Blucose Co.
Leaf Lard	PAPER BAGS Continental Paper Bag Co.	Deland's	Dingman Soap Co. brand-	BLCT	
Lambs	Ask your Jobber for them. Glory Mayflower Satchel & Pacific Bottom Square	L. P	Santa Claus	HELDER AND	BEST
GRAINS AND FLOUR Wheat Wheat	$\begin{array}{cccccccccccccccccccccccccccccccccccc$	Granulated, 100 lb. cases1 (0 Lump, bbls	Naptha	G	<b>LOSS STARCH</b>
Local Brands Patents	3         66         1 25           4         76         1 45           5         90         1 70	Buckeye 100 3 lb. bags	Oak Leaf, big 5 4 25		HAS. POPE GLUCOSE CO. CHICAGO.
Straight	$\begin{array}{cccccccccccccccccccccccccccccccccccc$	22 14 lb. bags	5 how lote delivered 9 is	Best Gloss Starch, 50 lb	Best Corn Starch
Rye	202     52     500       25	Table, barrels, 100 3 lb. bags. 3 00 Table, barrels, 40 7 lb. bags. 2 75 Butter, barrels, 280 lb. bulk. 2 65	Johnson Soap Co. brands— Silver King 3 40 Calumet Family	Best Gloss Starch, 40 lb Best Gloss Starch, 6 lb Best Gloss Starch, 3 lb Best Gloss Starch, 1 lb	Neutral Pearl Starch in bbl. Neutral Powdered Starch in bbl Best Confect'rs in bbl., thin boll Best Laundry in bbl., thin boll
Ball-Barnhart-Putman's Brand	Sugar           Red	Butter, barrels, 20 141b.bags.2 85 Butter, sacks, 28 1bs	Cuba	Works: Venice, Ill. Geneva, Ill.	Chas. Pope Glucose Co., Chicago, Ill
	PICKLES Medium Barrels, 1,200 count	100 3 lb.'sacks	Big Acme	Common Corn 20 1-lb. packages	Young Hyson Choice
Juaker ½s	Small	28 lb. sacks.         22           Warsaw         56 lb. dairy in drill bags	Master	40 1-lb. packages 4½ STOVE POLISH	Oolong Formosa, fancy42
Clark-Jewell-Wells Co.'s Brand	PIPES Clay, No. 216	56 lb. dairy in linen sacks 60 Higgins	Ivory, 10 oz	Enameline	Amoy, medium25 Amoy, choice32 English Breakfast
	Cob, No. 3	56 lb. dairy in linen sacks 60 Solar Rock 56 lb. sacks	Good Cheer		Medium
Lemon & Wheeler Co.'s Brand	Babbitt's	Granulated Fine	Sapolio, hand, 3 doz2 40 SODA Boxes	ETAMELINE &	India Ceylon, choice
Viligolu 755 4 10	Barreled Pork           Mess.         @14 50           Back         @17 00           Clear back.         @16 7h	Georges cured	SPICES Whole Spices	No. 4, 3 doz in case, gross 4 50	TOBACCO Cigars
Jeresota ½s	Clear back	Pollock	Cassia, China in mats 12 Cassia, Batavia, in bund 28 Cassia, Salgon, broken 38	No. 6, 3 doz in case, gross 7 20 SUGAR	A. Bomers' brand. Plaindealer
aurel 1/4 s 4 30 aurel 1/4 s 4 20	Dry Salt Meats Bellies	Strips	Cassia, Saigon, in rolls 55 Cloves, Amboyna 17 Cloves, Zanzibar 14 Mace	Below are given New York prices on sugars, to which the wholesale dealer adds the local freight from New York to your	Fortune Teller
Bolted 2 60	Briskets	No. 1         40 lbs.         2         50           No. 1         10 lbs.         70         70           No. 1         8 lbs.         59	Nutmegs, 75-80	shipping point, giving you credit on the invoice for the amount of freight buyer pays from the market in which he purchases	
Feed and Millstuffs St. Car Feed, screened 24 50 No. 1 Corn and Oats 24 00	Hams, 14lb. average. @ 11 Hams, 16lb. average. @ 10% Hams, 20lb. average. @ 10%	Herring Holland white hoops, bbl. 19 25 Holland white hoops, bbl. 5 50 Holland white hoop, keg 75	Pure Ground in Bulk	to his shipping point, including 20 pounds for the weight of the barrel. Domino	S) O T
Winter Wheat Middlings. 20 00 Screenings 18 00	Bacon, clear 10/200 11/2	Norwegian	Cassla, Batavia	Cut Loaf	8. C. W
Oats Car lots	California hamsØBolled HamsØPicnic Boiled HamsØBerlin Ham pr's'd.ØMince HamsØ	Scaled 15 Bloaters 1 60 Mackerel	Ginger, Cochin	XXXX Powdered 5 15 Fine Granulated 4 93	Cigar Clippings, per lb 26 Fine Cut
Corn	Lards—In Tierces Compound	Mess 100 lbs.         11 00           Mess 40 lbs.         4 70           Mess 10 lbs.         1 25           Mess 8 lbs.         1 03	Pepper, Singapore, black. 17 Pepper, Singapore, white. 25 Pepper, Cayenne	2 lb. bags Fine Gran	Uncle Daniel
Her	Pure	11000 01001 100			
Hay No. 1 Timothy car lots 10 50 No. 1 Timothy ton lots 12 50	Vegetole	No. 1 100 lbs.         9 50           No. 1 40 lbs.         4 10           No. 1 10 lbs.         1 10           No. 1 8 lbs.         91           No. 2 100 lbs.         8 00           No. 2 100 lbs.         8 00	Sage	Confectioner's A 4 %5 No. 1. Columbia A 4 70	Sweet Spray

	13	14	15	
Protection	Mop Sticks	Mixed Candy	STONEWARE	Blankets that
Sweet Loma	Trojan spring	Grocers	Butters           ½ gal., per doz	Bring
Plug Flat Iron	12 b. cotton mop heads1 25 Ideal No. 7 90	Royal         6 8½           Ribbon         6 9           Broken         6 8½	8 gal. each	-
Stronghold         39           Elmo         33           Sweet Chunk         37           Forge         33	Pails           2-hoop Standard1 40           3-hoop Standard1 60	Broken Ø 8½ Cut Loaf Ø 9 English Rock Ø 9 Kindergarten Ø 9 Bon Ton Cream Ø 9	15 gal. meat-tubs, each	Business
Red Cross	2-wire, Cable	Dandy Pan	Churns 2 to 6 gal., per gal 61/2	Almost every one of the
Hiawatha	Fibre2 40 Toothpicks	Crystal Cream mix @13 Fancy—In Pails	Milkpans	blankets in our large stock is the kind that will
Spear Head, 8 oz44 Nobby Twist48	Hardwood         2 50           Softwood         2 75           Banquet         1 80	Champ. Crys. Gums. 85 Pony Hearts 15 Fairy Cream Squares 12	1 gal. hat or rd. bot,, each	bring business to your store because they look
Jolly Tar	Ideal1 50 Tubs 20-inch, Standard, No. 16 00	Fully Cream Squares       12         Fudge Squares       12         Peanut Squares       9         Sugared Peanuts       11         Salted Peanuts       12         Starlight Kisses       10	1 gal. flat or rd. bot., each	so well, and can be sold
J. T	20-inch, Standard, No. 16 00 18-inch, Standard, No. 25 00 18-inch, Standard, No. 34 00 20-inch, Cable, No. 16 50 18-inch, Cable, No. 26 00 18-inch, Cable, No. 35 00 19-inch, Cable, No. 35 00	Starlight Kisses 10 San Bias Goodies 012 Lozenges, plain 0 9% Lozenges, printed 010	% gal. fireproof, ball, per doz	for such a reasonable price. Everything from
Honey Dip Twist	18-inch, Cable, No. 2	Lozenges, plain 0 9% Lozenges, printed 010 Choc. Drops 011% Eclipse Chocolates 013% Choc. Monumentals. 014	½ gal. per doz	the cheapest kind to fleece down plaids, etc.
Hand Pressed40 Ibex28	No. 3 Fibre7 20 Wash Boards	Victoria Chocolate	Sealing Wax 5 lbs. in package, per lb 2 LAMP BURNERS	
Sweet Core	Bronze Globe	Lemon Sours	No. 0 Sun	Brown & Sehler Grand Rapids, Mich.
Bamboo,         8 oz	Single Acme.       2       25         Double Peerless.       3       25         Single Peerless.       2       60         Northern Queen       2       50	Imperials	No. 2 Sun	Grand Rapids, Mich.
I X L, 16 oz. pails	Universal	Fancy-In 5 lb. Boxes	LAMP CHIMNEYS—Seconds Per box of 6 doz. No 0 Sun	
Chips	Wood Bowls           11 in. Butter	Lemon Sours 055 Peppermint Drops 060 Chocolate Drops 065 H. M. Choc. Drops 085 H. M. Choc. Lt. and	No. 1 Sun	WE ARE HEADQUARTERS FOR
Duke's Cameo40           Myrtle Navy40           Yum Yum, 1% oz40           Yum Yum, 1 lb. pails38	15 in. Butter	Gum Drops. (01 00	Each chimney in corrugated carton. No. 0 Crimp 1 50 No. 1 Crimp 1 78	AUTOMOBILES AND
Yum Yum, 110. pails	WRAPPING PAPER	Licorice Drops 075 Lozenges, plain	No. 2 Crimp	MOTOR CYCLES.
Yum Yum, 1 io, pans	Common Straw	I Cream Bar (255	No. 1 Sun, crimp top, wrapped & lab. 2 00 No. 2 Sun, crimp top, wrapped & lab. 2 90 XXX Flint	
Peerless, 1% oz	Cream Manila 3 Butcher's Manila 23/4 Wax Butter, short count. 13	Hand Made Creams. 80 @90 Cream Buttons, Pep. and Wint	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	
TABLE SAUCES	Wax Butter, full count 20 Wax Butter, rolls 15 YEAST CAKE	String Rock	Pearl Top No. 1 Sup wrapped and labeled	
LEA & PERRINS'	Magic, 3 doz1 00 Sunlight, 3 doz1 00 Sunlight, 1½ doz50	Clipper, 20 lb. pails @ 9 Standard, 20 lb. pails @10 Perfection, 20 lb. pls @12½	No. 2 Sun, wrapped and labeled       5 00         No. 2 Sun, wrapped and labeled       5 10         No. 2 Sun, "Small Bulb," for Globe       5 10         Lamps	and the second s
SAUCE	Yeast Cream, 3 doz	Perfection, 201b. pls Amazon, Choe Cov'd @15 Korker 2 for 1c pr bx @55 Big 3, 3 for 1c pr bx. @65 Dukes, 2 for 1c pr bx. @60	Lo Rostia	
Genuine Worcestershire.	Per lb.	Favorite, 4 for ic, bx @60 AA Cream Car'ls 3lb @50 FRUITS	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	Oldsmobile, \$600.00 This handsome little gasoline carriage is made
Lea & Perrin's, large 3 77 Lea & Perrin's, small 2 56 Halford, large 3 77	Black Bass	Oranges Florida Russett @3 50 Florida Bright @3 50	No. 1 Lime (65c doz)	by one of the oldest and most successful mak- ers of gasoline engines in the world. It is sim- ple, safe, compact, reliable, always ready to go
Halford, smäll	Boiled Lobster @ 20 Boiled Lobster @ 20	Fancy Navels	Electric No. 2 Lime (70c doz)	any distance. It is the best Auto on the market for the money.
TWINE Cotton, 3 ply	Cod	Seedlings	OIL CANS	We also sell the famous "White" steam car- riage and the "Thomas" line of Motor Bicycles and Tricycles. Catalogues on application. Cor-
Jute, 2 ply         12           Hemp, 6 ply         12           Flax, medium         20           Wool, 1 lb. balls         74	Perch	Lemons Verdelli, ex fcy 300 @ Verdelli, fcy 300	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	respondence solicited.
VINEGAR	Mackerel @ 15 Oysters.	Verdelli, ex chce 300 @ Verdelli, fcy 360 @ Maiori Lemons, 300 @	3 gal. galv. iron with faucet, per doz 4 50 5 gal. galv. iron with faucet, per doz 6 00 5 gal. Tilting cans	ADAMS & HART, 12 W. Bridge St. Grand Rapids, Mich.
Malt White Wine, 40 grain 8 Malt White Wine, 80 grain11 Pure Cider, B& B. brand11 Pure Cider, Red Star12 Pure Cider, Robinson12 Pure Cider, Silver12	Can Cysters           F. H. Counts	Messinas 300s 4 00@4 50 Messinas 360s 3 50@4 00 Bananas Mədium bunches 1 50@2 00	5 gal. galv. iron Nacefas	***************************************
Pure Cider, Silver12 WASHING POWDER Gold Dust, regular4 50	Bulk Oysters Counts 1 75 Extra Selects 1 60	Large bunches Foreign Dried Fruits	No.         1 B Tubular.         7 25           No.         15 Tubular, dash.         7 25           No.         15 Tubular, glass fountain	Simple
Gold Dust, 5c4 0	Standards 1 30 Standards 1 10 HIDES AND PELTS	Californias, Fancy @ Cal. pkg. 10 lb. boxes @ 90 Extra Choice, Turk., 10 lb. boxes @ 12	No. 12 Tubular, side lamp	
Rub-No-More 35 Pearline 37		Fancy, Tkrk., 12 lb. boxes	No. 0 Tub., cases 1 doz. each, box, 10c 45 No. 0 Tub., cases 2 doz. each, box, 15c 45 No. 0 Tub., bbis 5 doz. each, per bbl 2 00	Account File
Scourine3 5 WICKING	Green No. 1	Naturals, in bags @	No. 0 Tub., Bull's eye, cases 1 doz. each 1 25	Simplest and
No. 0, per gross.         .20           No. 1, per gross.         .25           No. 2, per gross.         .35           No. 3. per gross.         .55	Cured No. 2	Dates         Calcos           Fards in 10 lb. boxes         @           Fards in 60 lb. cases.         @           Hallowi	Pints         6 00           Quarts.         6 25           Half Gallons	Most Economical
WOODENWARE Baskets	Calfskins,cured No.2 @ 8½ Pelts	NUTS	Caps and Rubbers	Method of Keeping
Bushels	5         Pelts, each	Almonas, California, soft shelled 15@16	You ought to sell	Petit Accounts
Splint, medium	0 No. 2 0 31/2	Fuberts       013         Walnuts. Grenobles.       013         Walnuts., soft shelled       013         California No.1       013	LILY WHITE	File and 1,000 printed blank bill heads \$2 75 File and 1,000 specially
Willow Clothes, large5 5 Willow Clothes, medium 5 0 Willow Clothes, small4 7 Butter Plates	Washed, fine	California No. 1 (13) Table Nuts, fancy (313) Pecans, Med (310) Pecans, Ex. Large (313) Pecans, Jumbos (313) Hickory Nuts per bu.	"The flour the best cooks use" VALLEY CITY MILLING CO.,	File and 1,000 specially printed bill heads 3 00 Printed blank bill heads.
No. 1 Oval, 250 in crate 4 No. 2 Oval, 250 in crate 5 No. 3 Oval, 250 in crate 5 No. 5 Oval, 250 in crate 6		Pecans, Jumbos @13 Hickory Nuts per bu. Ohlo, new @2 50 Coccanuts, full sacks @		per thousand 1 25 Specially printed bill heads,
No. 5 Oval, 250 in crate 6 Egg Crates Humpty Dumpty	Standard H. H @ 7½ Standard Twist @ 8	Der butter (40 00	Are you not in need of	per thousand I 50
No. 2, complete	0 Cut Loaf	Roasted 6 64	New Shelf Boxes We make them.	Tradesman Company,
Round head, 5 gross box 4 Round head, cartons	DI BOSLON UTBAM	Choice, H. P., Extras Roasted	KALAMAZOO PAPER BOX CO. Kalamazoo, Michigan	Grand Rapids.

## Window Dressing

Seasonable Suggestions for Holiday Trims. The hour is at hand when window trimmers should make preparations for The busy their Christmas displays. weeks preceding Christmas will slip all too rapidly away, and the procrastinating trimmer will at length awake to the fact that his rivals have completed their displays, and are attracting the attention, comment and business which his establishment should share, while his windows are noticeable only for lack of harmony with the joyous spirit of the season.

At Christmas time people expect some effort in the way of unusual and brilliant display, and, according to the nature and means of an establishment, a more or less dazzling and beautiful exhibit will be looked for. Poor and wellto-do alike take pleasure in the gorgeous displays of the Christmas week, and the merchant must for once in the year give his window trimmer carte blanche to uphold, in his windows, the honor of the establishment, and of this, the most important day in the year.

Window displays are not really so much needed as a trade stimulant at Christmas as at other seasons, and are regarded more in the light of attractive entertainment. It is nowadays the practice to make Christmas gifts of a useful and practical nature, and people need little inducement to purchase generously of such articles. The merchant, however, can not argue that an expensive and attractive window is unnecessary, because people are so readily buying the useful articles which he sells, and because his merchandise is of good repute, and his customers constant. People are naturally attracted to a store which is brilliantly decorated and are very likely to purchase while observing such decorations, notwithstanding their preference for the undecorated store on less exciting occasions.

There is little doubt that windows which are poorly and meanly dressed, and which therefore attract no attention, will lose to the establishment which they represent far more than the cost of displays, which are worthy of and attract much observation. And to this pecuniary loss must be added loss of public interest, occasioned by lack of timely decorative effort at an important season.

While the display arranged must attract chiefly by reason of appropriate novelty and brilliance, it is well, in certain displays, to introduce articles which are suitable for gifts, such as neckwear, handkerchiefs, hosiery and gloves, and window cards should give short lists of articles to which the merchant desires to draw the attention of ladies and gentlemen purchasing gifts for their relatives and friends.

Where a small and inexpensive display is desired, it is an excellent plan to have the window completely cleared out, and to arrange a Christmas tree of suitable size in the center. Cover the floor of the window with green cloth and sprinkle with silver tinsel. The branches of the tree might be laden with neckwear, suspenders, collars, hosiery or whatever else the trimmer may desire to display. These articles can be simply laid on the branches of the tree, or suspended by the clips ordinarily used in window trimming. After these things are in place a small quantity of John (quickly)-Please, sir, I've powdered mica should be sprinkled here one old lop-eared 'un at home.

and there so as to give sparkle and bril liance.

If it is desired to enlarge on this idea it should be an easy matter, in thes days of easy and effective electric light ing to wire the tree and arrange in it number of tiny colored globes. light may be as sparkling and brillian as desired, but must not be at all glan ing, as a glaring light will annoy ob servers, and quickly drive them away The background and two sides of th window should also be draped in gree and each such draping decorated a great star made of cotton battin pasted on the green and lightly smeare with mucilage, on which is sprinkle powdered mica. This mucilage shoul be mixed with white French zinc, s that on drying it may not be the usua dirty yellow.

Holly is, of course, used with especia effect in Christmas displays, and can b obtained very cheaply from dealers i artificial plants and from most larg stores. Mistletoe, too, should not b forgotten, and in displays which depic family scenes of Christmas jollity and good cheer the trimmer should pose handsome female figure under a bunc of mistletoe, thus attracting sentiment youths and maidens and striking reminiscent chord in the hearts of th elders who observe his handiwork.-Ap parel Gazette.

#### Wasted Time Finding Out Just Who H Wa

There were eight of us smoking ou after-supper cigars on the hotel verand when a small man with a great deal bustle and energy in his movemen called out in a general way:

'Gentlemen, is there a general or

here?" "I am a general, sir," replied one

"I am a general, sir," replied one of the group as he half rose and bowed. "Yes? Ah! Glad to see you, ger eral," continued the little man as h advanced and shook hands. "Now then, have we any colonels present?" "I am a colonel," replied three me in chorus as they followed the general

in chorus as they rotated a leave the example. "Ha! Glad to see you colonels—ver glad," said the little man as he ex-tended a hand to each in succession "Let's see! Have we a judge among us here this evening?" "We have," replied two of the fou-

"So glad to see you, judges—so glad Shake hands. Beautiful evening, this I presume you two other gentlemen bea the respective titles of major and pro-fessor?"

tessor?" "We do," said the pair of us. "Ah! Glad to know it—awfully glav Major and professor, shake hand Might have a little more rain, but v

Might have a little more rain, but w can't find much fault with this weather. "And who are you, if you please? asked the general. "1? Ob, I'm only an ex-governo an ex-cabinet officer, an ex-congress man and at present raising \$6,000,000 put another railroad bridge across th Missouri River. Keep your seats, gen tlemen. I wouldn't think of intrudin my company on such a distinguishe my company on such a distinguish assembly !"

Next day, when we found out that was only a drummer for a Cincinna shoe factory, he had departed, and w couldn't give him the licking he d served.

#### Increment.

At a school in Kent an inspector w examining a class of children in arit metic, when the inspector asked the fo lowing question : "Now, John, s

"Now, John, supposing I gave y two rabbits and another kind frie gave you one more, how many wou you have?"

John-Four, sir. Inspector-No, my boy two and o don't make four.

	TRADESMAN		
1-	Hardware Price Current		Levels Stanley Rule and Level Co.'sdin
ea se	Ammunition Caps		Mattocks Adze Eye\$17 00di
t-	G. D., full count, per m Hicks' Waterproof, per m	40 50	Metals—Zinc 600 pound casks
ane	Musket, per m. Ely's Waterproof, per m.	75 60	Per pound Miscellaneous
nt	Cartridges	2 50	Bird Cages Pumps, Cistern
r-	No. 22 short, per m No. 22 long, per m No. 32 short, per m No. 32 long, per m	3 00 5 00 5 75	Screws, New List Casters, Bed and Plate
y.	No. 32 long, per m Primers	5 75	Dampers, American Molasses Gates
ne en	No. 2 U. M. C., boxes 250, per m No. 2 Winchester, boxes 250, per m	1 20 1 20	Stebbins' Pattern Enterprise, self-measuring
th	Gun Wads	60	Pans Fry. Acme.
ng ed	Black edge, Nos. 11 and 12 U. M. C Black edge, Nos. 9 and 10, per m Black edge, No. 7, per m	70 80	Fry, Acme Common, polished Patent Planished Iron
ed	Loaded Shells New Rival—For Shotguns		"A" Wood's patent planished, Nos. 24 to "B" Wood's patent planished, Nos. 25 to
ld so	Drs. of oz. of Size	Per 100	Broken packages %c per pound extra. Planes
al	$\begin{array}{cccccccccccccccccccccccccccccccccccc$	\$2 90 2 90	Ohio Tool Co.'s, faney
al	$\begin{array}{cccccccccccccccccccccccccccccccccccc$	2 90 2 90 2 90 2 95 3 00 2 50 2 50 2 50 2 50	Sciota Bench Sandusky Tool Co.'s, fancy Bench, first quality
be		3 00 2 50	Nails Advance over base, on both Steel and
in ge	$236$ $3\frac{1}{4}$ $1\frac{1}{8}$ $6$ $12$	2 50 2 65 2 70	Steel nails hase
be	265         3½         1½         5         12           264         3½         1½         4         12           Discount 40 per cent.         12         12         12	2 70	Wire nails, base
ct	Paper Shells-Not Loaded	72	10 to 16 advance. 8 advance. 4 advance. 3 advance. 2 advance. Casing 10 advance. Casing 6 advance. Casing 6 advance. Casing 6 advance. Casing 6 advance. Casing 6 advance.
a	No. 10, pasteboard boxes 100, per 100 No. 12, pasteboard boxes 100, per 100	64	3 advance 2 advance
ch	Gunpowder Kegs, 25 lbs., per keg	4 <b>00</b> 2 25	Fine 3 advance Casing 10 advance.
al	Kegs, 25 lbs., per keg ½ kegs, 12½ lbs., per ½ keg ¼ kegs, 6¼ lbs., per ¼ keg Shot	1 25	Casing 6 advance.
he	In sacks containing 25 lbs. Drop, all sizes smaller than B	1 75	Finish 10 advance Finish 8 advance Finish 6 advance
p-	Augurs and Bits		Barrel % advance Rivets
He	Snell's. Jennings genuine. Jennings' imitation.	60 25 50	Iron and Tinned Copper Rivets and Burs
ur	Axes	6 00	Roofing Plates
da	First Quality, S. B. Bronze First Quality, D. B. Bronze First Quality, S. B. S. Steel First Quality, D. B. Steel	9 00 6 50	14220 IC, Charcoal, Dean
of	First Quality, D. B. Steel Barrows	10 50	14x20 IC, Charcoal, Allaway Grade 14x20 IX, Charcoal, Allaway Grade
ut	Barrows Railroad	12 00 29 00	20x28 IX, Charcoal, Allaway Grade
of	Bolts Carriage, new list	70	Ropes Sisal, ½ inch and larger
	1100	<sup>60</sup> 50	Manilla Sand Paper List acct. 19, '86d
n- he	Buckets Well, plain	\$4 00	List acct. 19, '86d Sash Weights
w,	Butts, Cast Cast Loose Pin, figured	65	Solid Eyes, per ton
en l's	Wrought Narrow Chain	60	com, smo
ry	2 III. 0-10 III. 7 III.	1 in.	Nos. 10 to 14           Nos. 15 to 17           Nos. 18 to 21           Nos. 22 to 24           Nos. 25 to 26           4 20           No. 27           No. 27           4 20
x-	BBB 8% 7% 6% .	. 6%	Nos. 22 to 24
ng	Cast Steel, per lb	6	No. 27
our	Chisels Socket Firmer Socket Framing	65 65	Shovels and Spades
d!	Socket Framing Socket Corner Socket Slicks	65 65	First Grade, Doz Second Grade, Doz
is! ear	Com. 4 piece, 6 in., per doznet	* 75	Solder
ro-	Corrugated, per dozdis	1 25 40&10	36%. The prices of the many other qualities in the market indicated by private bra according to composition.
	Expansive Bits Clark's small, \$18; large, \$26 Ives' 1, \$18; 2, \$24; 3, \$30	40	Squares Steel and Iron
d! ds.	Files-New List	25	Tin-Melyn Grade
we	New American Nicholson's Heller's Horse Rasps	70&10 70 70	10x14 IC, Charcoal. 14x20 IC, Charcoal. 20x14 IX, Charcoal. Each additional X on this grade, \$1.2
?''	Galvanized Iron	28	
or, ss-		17	Tin-Allaway Grade 10x14 IC, Charcoal
to	Gauges	60&10	14x20 IC, Charcoal. 10x14 IX, Charcoal. 14x20 IX, Charcoal. Each additional X on this grade, \$1.5
the en-	Glass	85 & 20	
ng		85&20 85&20	14756 TY for No 8 Bollers.)
hė	Hammers	33%	Traps
ati we	Yerkes & Plumb'sdis	40&10 70	Oneida Community Newhouse's.
de-	Hinges Gate, Clark's 1, 2, 3dis	60&10	1 6011'S
	Hollow Ware Pots	50&10	Wine
vas	Spiders	50&10 50&10	Dright Markat
th-		40&10	Coppered Market Tinned Market
ou	Stamped Tinware, new list	70 20 8 10	
nd	Iron	20&10	Wire Goods
	Light Band 3 Knobs-New List	c rates	Hooks
one		75	Gate Hooks and Eyes
got			Baxter's Adjustable, Nickeled
	Warren, Galvanized Fount	6 00	Coe's Genuine. Coe's Patent Agricultural, IWrought?

31

7%

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#### Port Huron Touches Elbows With Surrounding Towns.

rounding Towns. Port Huron, Nov. 20-Marine City and St. Clair business interests were represented last evening by the business men of both places at the banquet given under the auspices of the Merchants and Manufacturers' Association, at the Auditorium, under the direction of Sec-retary John T. Percival. The arrange-ments for the reception worked with clock-like preciseness. Three large tables seating over three hundred ban-queters stretched from east to west across the Auditorium. across the Auditorium.

The neat program, set on edge, added a dash of color to the table deco-rations. The bill of fare was good and substantial, and the rapidity with which the food disappeared left no doubt as to the non-attendance of dyspeptics.

John Murray was toastmaster of the evening. In his introductory remarks the toastmaster stated that the banquet had been arranged by the business men of Port Huron to become better ac-quainted with the business men of Ma-

rine City and St. Clair. President E. N. Akers, of the local association, welcomed the visitors in a few neat words and commended the movement of business men to become

"Marine City M. and M." was to have been responded to by A. J. Scott, but he begged off and Charles Ely, well known in Marine City, responded to the toast in his own facetious man-

to the toast in his own facetious man-ner. Hon. Justin R. Whiting did not dis-appoint the banqueters who had antici-pated something good. His toast was "Future of St. Clair River." The progress of industry along the River, stretching from Port Huron to Marine City, was indicated by the speaker. The closer relation of business men all over the United States and the friendly conventions which were being held for the betterment of all were also men-tioned. tioned.

Mayor G. N. Jones, of Marine City, related a few experiences as mayor of the thriving little city. Business and good fellowship was the two-fold bond which Rev. Rolph Duff

stated characterized the banquet of the evening, in response to the toast, "The Tie That Binds."

In a carefully prepared toast Frank A. Peavey spoke on "Elements of Business Success." System in business was one of the phases of ultimate success touched upon by the speaker. Attention to busi-ness and the cultivation of shrewdness and also keeping up with the trend of affairs of the day were touched upon. Quotations relative to business success from prominent men were mentioned during the toast.

during the toast. A neat compliment was paid to Ma-rine City and its citizens by Frank T. Wolcott, during the course of his re-marks on "Port Huron and Its Rela-tions to Adjoining Cities." He also made predictions as to the future busi-ness interests of Port Huron and the adjoining cities on the River. In the future the speaker could see the city of Huronia with its lines of industries stretching from the north line of the present city of Port Huron to the south line of Marine City. W. D. Smith, Sr., took a fall out of

present city of Port Huron to the south line of Marine City. W. D. Smith, Sr., took a fall out of the present city administration in his toast relative to the canal. A vein of humor ran through Alder-man James O'Sullivan's toast, "Port Huron, My Happy Home." The boun-daries of the city were facetiously de-tailed by the speaker. At midnight the banquet ended, as it was necessary for the Marine City and St. Clair delegations to take their spe-cial cars, which were in waiting, for home. This curtailed the toast pro-gram to some extent. William Canham was about to respond to the toast of "The Lexington Railway a Thousand Years Hence," when the midnigh hour sounded and the visitors were excused. Toastmaster Murray requested Mr. Can-ham to preserve his toast until the next banquet was given. Mayor Jones voiced the sentiments of the visitors when he stated that the

which had been accorded them, surpassed their expectations. There was considerable talk of both the St. Clair and Marine City organizations uniting and tendering the Port Huron associa-tion a banquet in the near future.

### Growth of the United States.

According to Sir Robert Griffen, the vell-known English statistician, the increase of the United States in population during the century just ended has been greater than that of any other country in the world. In 1800 the population of the United States was 5,000,-000; in 1900 it had grown to be 76,-000.000.

Compare the increase of the United States to the increase of other countries : France increased from 25,000,000 to 40,000,000; Germany from 20,000,000 to 55,000,000; the English speaking persons of the British empire from 15,000, 000 to 55,000,000.

Both Russia and Great Britain can show a greater population than the United States and a greater increase in population during the century just ended if all the subjects belonging to these empires are taken into consideration and the count not limited to those who speak Russian and who speak English. If all the subjects are counted the Russian empire has a population of 135,000,000, having increased to that figure from 40,000,000 in 1800, and the British empire has a population of 375,000,000. If the 10,000,000 Filipinos and the Hawaiians and Puerto Ricans are added to our 76,000,000 we can take a step forward toward rivaling the figures of Russia and Great Britain, and if we keep on increasing by adding to our domains other countries teeming with population that we make subject to ourselves at the same rate as during the past three years, we will in a short time be able to catch up with these empires of Europe. It is questionable, however, whether a country does not weaken itself ultimately by the addition of alien peoples, however splendid such accretion at first seem.

Sir Robert Griffen concedes that dur ing the coming century the United States will outstrip all the European countries in growth of population as well as in industrial development and wealth. The immense advantage that the United States has over the other nations is that it produces its own food supply and foreign trade is not necessary, but only a means of increasing wealth. The great reason of the pres ent tariff agitation in Europe is that the European countries have to depend on other countries for food, and each is afraid the other will in some way shut her out of the means of subsistence. The independence of the United States from providing her own food and the plentifulness of land are the two causes which will enable this country, in the century that has just begun, to forge ahead of all rivals.

It is the first step that counts. When the British government gave an American company the contract to build a bridge in Africa there was a noise about it that was heard around the world. Since then American companies have been getting such contracts right along and they have come to be regarded as matters of course. The other day a Philadelphia concern was awarded a contract for twenty bridges in East Africa for exactly the same reasons that governed in the first case. The Ameri-Mayor Jones voiced the sentiments of the visitors when he stated that the banquet arrangements and the reception can bids were not only the lowest, but guaranteed the completion of the work

#### Two Kindred Souls Impinge.

They had just been introduced, and, as she looked into his thoughtful blue eyes, the young girl felt that she had at last met a man of high ideals. "Are you interested in the elevation of the masses, Mr. McSmudge?" she asked, after she had worked up to the subject by easy conversational stages

subject by easy conversational stages. "Intensely, Miss Gushington," he answered. "I have dedicated my life to this great work. I am just now inter-esting myself in circulating a pamphlet on the subject, which I shall be pleased to send you.

"How lovely," she murmured. She knew that she had at last found a kindred soul.

But this world is full of bitter disap pointments, and it was a hard jolt to Ethel Gushington's finer sensibilities, when a few days later she received, with the compliments of John Wesley McSmudge, a catalogue of passenger elevators, for which he was agent.

#### Awful Misunderstanding.

"It's enough to make anybody cry!" blubbered Miss Pertie Goodwin, in speaking of the affair to her most inti-mate friend. "You know I was asked with a lot of other girls to attend a func-tion at the Bachelors' Club the other evening." evening.,

"Well, mamma answered them through the telephone that I would come if my chaperon would. They under-stood her to say, 'She can't come bestood her to say, 'She can't come be-cause she has to chop her own wood,' and that's the story that's out. I think I shall die!''



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**BUSINESS CHANCES. FOR SALE-GENERAL MERCHANDISE** stock in one of the best towns in Western Michigan; well established trade; good clean stock; good location. For further particulars and terms address Box 555, Shelby, Mich. 158 **FOR SALE-A NEW AND THE ONLY BA-**zaar stock in the city or county; population, 7,000; population of county, 23,000; the county seat; stock invoices \$2,600; sales, \$40 per day; expenses low. Address J. Clark, care Michigan Tradesman. 157 **DOE SALE TYDEWDITCES** 

Tradesman. 157 **F**OR SALE-TYPEWRITERS, LATEST model No. 4 Williams. We have a limited number of these machines which we will sell for s75 each on very easy terms. We guarantee them brand new. The Myers Co., Nashville, these these second seco

Tenn. 156 TOR SALE, ON EASY TERMS-STOCK OF groceries and crockery, invoicing about \$1,100; no old goods; cheap rent; located North-ern Michigan; population 1,400. Address J. S., care Michigan Tradesman. 155

st.100; no old goods; cheap rent; located Northern Michigan; population 1,400. Address J. S., care Michigan Tradesman.
 ID RUG STOCK FOR SALE IN CITY OF 5,000; involces \$1,500. Other business necessitates sale. Write at once for particulars to No. 164, care Michigan Tradesman.
 IT GR SALE, ON CONTRACT-A SMALL drug stock in beautiful Southern Michigan village of 1,000; a snap for live man with little cash. Address Drugs, Kalamazoo, Mich.
 IST FINE DRUG STOCK IN RAPIDLY GROW-in city; on a paying basis, with uulimited possibilities; several fine specialties aiready going well; a great opportunity and a rare on. Will exchange for good real estate in Southern Michigan or Adverses Dusiness, Kalamazoo, Mich.
 IST OR SALE-UP-TO-DA1E \$2,000 SHOE Nethigan Tradesman.
 MEAT MARKET FOR SALE-IN SOUTH.
 MEAT MARKET FOR SALE-IN SOUTH for a state or do a good in the dest of a code with dusiness in and make money; everything in first-lass order; also power to run machinery very cheap; best stock country and shipping point in Michigan Tradesman.
 MEAT MARKET FOR SALE-IN SOUTH.
 MEAT MARKET FOR SALE-IN SOUTH fast; the best town in the State to do a good business in and make money; everything in first-lass order; also power to run machinery very cheap; best stock country and shipping point in Michigan Tradesman.
 MEAT MARKET FOR SALE-IN SOUTH.
 MEAT MARKET FOR SALE-IN SOUTH as order as order also power to run machinery very cheap; best stock country and shipping point in Michigan Tradesman.
 MOB SALE-A GENERAL STORE WITH above a stock, sing ood locality. Address

Tobs AU. 109, CHP MICHIGAI IFAdeSmahl. 159 FOB SALE-A GENERAL STORE WITH about \$2,000 stock, in good locality. Address 416 Erie St., Port Huron, Mich. 144 WarteD-TO BUY A STOCK OF HARD-ware in some good Northern town. S. T. Hasse, Ithaca, Mich. 143

Hasse, Ithaca, Mich. 143 TOR 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. bocks and roads all built and everything ready for this winter's cut. For full particulars ad-dress H, F. Guerin, Horton Bay, Mich. 142

FOR SALE-MONEY MAKING STOCK OF F general merchandise, established business of \$1.500 per month in liveliest growing town in Michigan, at 25 per cent. discount from in-voice if taken within thirty days. Correspond at once with Mac, care Michigan Trades-man. 138

A conce with Mac, care Michigan Trades-man, 136 WANTED-TO SELL STOCK AND BULLD-ing or stock of groceries, crockery and meats; best location in one of the most thriving cities in the Upper Peninsula; good reasons for selling; correspondence solicited. Address B. C.W., Box 43, Crystal Falls, Mich. 133 **FOR SALE-COUNTRY STORE DOING A** thriving business; best location in Central Michigan; cash receipts last year, \$10,000; good clean stock of general merchandlse, involcing about \$2,500; stock can be reduced to suit pur-chaser; large lee 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** 

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 reasous for selling; rent low; no cut prices; satisfactory terms to pur-chaser who can pay one-half down. Address No. 139, care Michigan Tradesman. 139 G HOCERY CLERK. POSITION WANTED by an experienced grocery clerk. Can give the best of refer-nces as to ability, etc. Address Clerk, care Michigan Tradesman. 140 FOR SALE CHEAP-20 OR MORE COLO-nles of bees in good chaf hives. Albert Baxter, R. R. No 3, Muskegon, Mich. 141 W ANTED-UNDERTAKING AND FURNI-ture business. Will pay spot cash. Ad-dress No. 124, care Michigan Tradesman. 124 FOR SALE-GROCERY, CHINA AND EA-

dress No. 124, care Michigan Tradesman. 124 FOR SALE-GROCERY, CHINA AND EA-raar store. Invoice about \$1,100; centrally located; town of 1,200; established trade; bar-gan; investigate. Address No. 147, care Mich-igan 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 Raliroad ticket office in store, worth \$25 a month. A. M. Bent-ley, Rhodes, Mich. 146 OUR SYSTEM REDUCES YOUR BOOK-keeping 85 per cent. Send for catalogue. Bureka Cash & Credit Register Co., Scratton, Pa. 95 DOR SALE-GROCERY STORE OF 1

C Reeping 85 per cent. Send for catalogue. Eureka Cash & Credit Register Co., Scranton, Pa. 95 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 MERTHAN-dise stock and one-half acre of land in town of 200 population in Allegan county. Ask for real estate \$2,500. Two fine glass front wardrobe show cases, with drawers; also large dish cup-board and three movable wardrobes in flat above go with building. Will involce the stock and fxtures at cost (and less where there is a depre-ciation), 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 Michi-gan Telephone Co. and all telephone property reserved. Store building 25x82; warehouse for surplus stock, wood, coal and lee, 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 bath-room by force pump. Cost of furnace, bathub and fixtures, with plumbing, \$295. Five barrel kerosene tank in cellar with measuring pump. Pear and apple trees between store and barn. For particulars or for inspection of photograph of premises address or call on Tradesma Com-pany. 99 **U**INE OPENING FOR DRY GOUDS BUSI

Pany. PINE OPENING FOR DRY GOODS BUSI-ness. Now occupied by small stock, for sale cheap. Address No. 97, care Michigan Trades-man. 97

man. 97 FOR SALE-GOOD CLEAN STOCK OF GEN-eral merchandise, invoicing \$2,500 to \$3,000. Situated in good farming district in Northern In-diana. Reason for selling, business interests elsewhere. Quick sale for cash. Address No. 93, care Michigan Tradesman. 93

So, care Michigan Tradesman. Surveys NO. 33, care Michigan Tradesman. 33 TO R 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 inhabi-tants; 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 manu-facture of candy. Reasons for selling, other business. Address No. 62, care Michigan Trades-man. 62

man. 62, care Michigan Trades-62 T 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.

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 6

#### MISCELLANEOUS

STUATION WANTED AS REGISTERED pharn acist, good town. No dives need ap-ply. Address No. 160, care Michigan Trades-

man. 160 WANTED-EXPERIENCED MEN TO write life insurance; good territory; none but active workers wanted. Address D. D. Al-ton, 96 and 97 Lyman Block, Muskegon, Mich. 149 WANTED-REGISTERED PHARMACIST to work in country store; state wages and references. Address X. Y., care Michigan Tridesman. 184

Tridesman. 184 WANTED-SITUATION BY A MAN OF large experience in a general or hardware or grocery or shoe store. Can furnish refer-ences. Address No. 129, care Michigan Trades-