

MICHIGAN TRADESMAN

Nineteenth Year

GRAND RAPIDS, WEDNESDAY, DECEMBER 4, 1901.

Number 950

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Grand Rapids, Michigan

Tradesman Coupons

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THE SMILING SCOUNDREL.

To what particular brand of scound-
rel belongs the man who, being bound
by the ties of matrimony to one woman,
makes love to and endeavors to win the
heart of a young girl? "Twere base
flattery to call him coward." He is a
sneaking cur, who dare not look honest
men straight in the eye. When such a
man goes out of his way to pay atten-
tion to a young and pretty girl not his
wife—invites her to the theater, brings
her home at an hour nearing midnight,
squeezes her hand on the dark street,
perhaps ventures to kiss her young and
trusting lips—what is his motive? One
can scarcely think it is other than a
dark and sinister one. He can not court
her with good intentions, for another
girl is already his wife, nor can he ask
her to share a happy future with him,
for his future belongs to some one else.

After he has won her affection, an
easy matter to one so well versed in the
art of deceiving, what then? In most
cases he tires of her and her school
essay talk. He thinks "how easy" she
was, and leaves her for some newer
fancy.

The girl who allows such a man to
visit her at all must surely have little
strength of character. Can she not see
the tawdriness of this second-hand affec-
tion that is offered her? Has she no
hope of a home of her own some day, or
does she expect to wait for his wife to
die or run off with some other man?
Does she never for a moment take into
consideration this man's wife, who is
perhaps but a few years older than her-
self, and who was equally attractive to
this gay wooer before he tired of his
bonds? Does she ever put herself in the
wife's place and try to imagine how
pleasant it must be to know that one's
husband is making love to some other
woman? Surely, such simplicity of
mind, such lack of thought, such dis-
regard of the future and what it may
hold are most deplorable.

The circumstances of their meeting
show how easily such characters are
brought together. He is young and
rather attractive, and she notices his
admiring glances when they pass each

other on the street. He manages to get
some one to introduce him, and soon
increases the favorable opinion she has
been forming. He calls on her, brings
her flowers, boxes of candy, etc., and
pays her every attention that a prospec-
tive suitor might. Finally, some one
tells her that he is a married man. She
refuses at first to believe it. She will
ask him. He dares not deny it, but he
acknowledges it in such a way that she
feels he was entrapped by some schem-
ing female into an unhappy alliance.
She would have been the girl he would
have chosen, but, alas! fate did not
bring them together until too late. How
cunningly he fashions the lying details,
plays upon her feelings and wins her
entire sympathy, until she promises to
be his dearest friend. It probably does
not occur to her that Platonic friendship
between a married man and a young
girl is at all dangerous.

He knows, though, and his is premedi-
tated villainy, for he deliberately de-
ceives her. He knows that his friends
and his wife's friends will think lightly
of this young girl's character when they
see him in public with her. He knows
that honest, upright young men are
kept away by his attentions to her. He
knows that idle loungers on street cor-
ners point her out to one another as
"Mr. —s' girl." He knows that he is
causing her to lose that good name
"which in man or woman is the imme-
diate jewel of their souls." Yet he does
not refrain until he is tired of the game.

Surely the punishment of such a man
should be great. Let us hope to hear of
some sturdy champion, be he brother,
cousin or honest friend, giving this smil-
ing scoundrel a first-class thrashing.
One trusts that even his wife will refuse
to forgive this last of perhaps a series
of like transgressions, until he has re-
pented in sackcloth and ashes, and been
humiliated in every way that human in-
genuity can possibly devise.

The editorial comment of the Detroit
daily papers on the raising of the rates
by the Michigan Telephone Co. dis-
plays a degree of ignorance which is
exceedingly amusing to any one at all
familiar with the situation. The Tribune
and Evening News both insist that it
is due to an understanding between the
pawn shop which owns the Michigan
Telephone Co. and the recently-organ-
ized Peoples Telephone Co. of that city.
As a matter of fact, the Michigan Tele-
phone Co. was offered to the Peoples
Telephone Co. on bargain counter terms
—the same as it was to the Citizens Tele-
phone Company, of Grand Rapids—but
the proposition was declined, with
thanks. The Peoples Telephone Co.,
like its older and more experienced
brother in Grand Rapids, evidently con-
cluded it could purchase a graveyard on
more favorable terms than 35 cents on
the dollar.

Governor Taft, of the Philippines,
has fallen a victim of the grafters, only
in his case their operations were bene-
ficial, inasmuch as they succeeded in
grafting some skin on an old wound of
the governor's.

GENERAL TRADE REVIEW.

The mild weather which was com-
plained of as likely to lessen demand
for winter goods has served to support
retail trade so that an unprecedented
quantity of supplementary orders is
crowding the factories to the utmost of
their capacity. The amount of trade
seems likely to be limited only by the
ability to get goods.

In all the great industries pressure of
demand is forcing production to the ut-
most. Even copper, which has suffered
through speculative conditions, is in
strong demand for actual use. When it
is to the interest of speculators to bring
prices down some commodity must be
made to serve their purpose. Specula-
tive manipulation seems to have con-
trolled the stock market situation,
prices being forced both ways to meet
their needs. Most of the week has shown
considerable activity and strength, but
the present movement is downward, os-
tensibly on account of further exports
of gold, but more probably on account
of copper manipulation.

The condition in iron and steel lines
is still one of unlimited demand, with
a premium in many cases on early de-
livery. Scarcity of coke on account of
lack of transportation and labor troubles
in the soft coal business are causing
much uneasiness. Pig iron commands
from 50c to \$1 for immediate delivery
and its importation from Canada and
that of billets from Germany show how
strong the pressure is. It is fortunate
that in such a situation producers keep
the prices down to a reasonable basis,
otherwise the avalanche of importation
would become a serious matter. The
favorable season for building operations
has served to keep the demand for all
structural materials to the limit of pro-
duction.

The lead in high prices is being
taken by the grains and other food-
stuffs. The interest which centered in
corn for some time is now turning to
wheat. Prices have made a new high
record for recent years, and yet the ex-
port movement continues heavy. Corn
is the principal factor in the advance
of hogs and pork products, and the high
price of all foods is aided by scarcity of
eggs, dairy products, vegetables and
fruits. But with the high prices there
seems to be no diminution of demand,
for the reason that consumers have the
money to buy.

The most salient feature of the textile
trade is the urgency of orders for im-
mediate delivery. The advent of cold
weather makes strong demand for heavy
woolen dress goods, overcoatings, flan-
nels and all lines of knit goods. Hat
and glove factories are crowded and
footwear shops are in a similar condi-
tion. All branches of wearing apparel
are having an activity beyond any other
known at this season.

The stock of the Michigan Telephone
Co. is now on the bargain counter in the
P. M. class. No reasonable offer will
be refused. The same applies to a con-
trolling interest in the company, which
is now held as collateral to a loan by a
Boston pawn shop.

Window Dressing

Santa Claus at Home in His Cave in the Mountains.

The interest with which people observe living window displays and the legendary sentiment concerning Santa Claus, the children's fictional friend, are points suggesting the following Christmas display: Santa Claus might be shown at home, in his cave in the mountains, surrounded by piles of useful articles and toys, which he is making into bundles for happy recipients on the night preceding Christmas Day.

This display will, of course, require a rather large window to get the necessary cave effect. The following plan is suggested: Nail a number of wires to the roof of the window about two feet from the glass, then stretch these wires across and nail them to the back of the window, eighteen inches from the floor. Fasten other short wires in the angle of the roof and back of the window, and a like number of short wires in the back of the window about halfway between the roof and the wires fastened near the bottom. All of these short lengths of wire must be attached to the long wires running from the roof, near the glass, to the back of the window, so as to pull them in (slack having been left for this purpose), forming a curved or cave effect. Attach the required number of wires in a line eighteen inches from the bottom of the right side of the window, and secure these wires to the roof of the window about two feet from the right-hand side. These long wires must be pulled into uniform curves by short wires, fixed at proper intervals, as before described. The left side of the window is arranged in the same manner.

The space of two feet must be left clear in the front of the window. If it is desired, a frame of wood could be built to give the desired cave shape to the window. But the expenditure of time and money would, of course, be considerably greater.

The wires being now all stretched and properly curved, the trimmer must cover the wired space with some slate-colored material, stretched tightly, and nailed at the edges. Sew this cover to the wires, so that it will lie smoothly. Properly carried out, this plan should insure a really cave-like effect. Smear the cover heavily with carpenter's glue and spread coarse sand or small gravel over the entire space. On this sand, before the glue is dry, sprinkle a quantity of powdered mica.

Cut one side of a number of lengths of cotton cloth or white card, of different widths, in a jagged, irregular manner, suggesting stalactites or icicles. Streak these lengths very faintly with pale blue, made of ultra marine and water. Smear the tips of the icicles with mucilage, mixed with white French zinc, so that it will not dry yellow, and on this sprinkle powdered mica. One of these prepared strips should be fixed in the roof in the front of the window, parallel with the glass, and outside of the covered space, and the remainder of this covered space should be sparsely hung diagonally with strips of icicles secured by silver wire to the wires in the roof.

A wide board, placed upright on each side of the front of the window, forms the entrance to the cave and conceals the raw edges of the material covering the wires. These boards should be covered with glue, sand and mica, as before described. The outer edges of the

boards should be fixed closely to the sides of the window, and the inner edges should be fringed with long strips of white card, cut in icicle shape, streaked with blue along the edges and micaed at the tips. Another strip of cotton cloth icicles should be glued or nailed to the roof in front of these boards.

Place a large stone at the right and left in the front of the window, and fix a Christmas tree behind each stone. Lay a little moss in the crevices between the stones and the floor. Put a little cotton batting, sprinkled with mica, and some colored electric lights, in these trees and hang them with neckwear, gloves, toys, etc.

The floor of the window should be deeply covered with gravel. Pile clothing, neckwear, gloves, fancy waistcoats, toys, jewelry, perfumes and other articles which are suitable for Christmas presents on stones or boxes placed around the sides of the window so as to conceal the edges of the cloth and wires and the sharp angles of the floor and sides of the window. Lay a big log in the front of the window and put in a rough-hewn rustic table and stool, on which are laid a pile of wrapping paper cut in squares, and three or four blue pencils.

Fussing about in the window (his home) is Santa Claus, busily engaged in picking out, packing and marking his numberless Christmas gifts. If there should be a stranded actor in your town make it worth his while to play the part of Santa. A clever man should draw a crowd large enough to block the street. A suitable costume can be procured from any fancy dress costumer.

Santa Claus should, of course, make all the business he can. He should select his presents, at times anxiously and as if in doubt, again, smilingly and certain of having found the right present for the right person. When he has selected a present he should tie a piece of cord around it, then, slowly and plainly, so that the observers can read it, he should write on one of the squares of paper, according to the nature of the present:

"Mamie from Santa Claus," "Mamma from S. Claus," "Jimmy from Santa."

He might wrap a dozen cakes of soap, a razor, an ancient looking pie, a new tomato can or a pair of riding boots, placarded "dog proof," in a parcel and address it, "Weary Willie from Santa." He might wrap and address presents for the President and Mrs. Roosevelt, and for the notabilities of the town and the nation.

A clever man should have little trouble in keeping his observers amused. Let your Santa smoke or cook and eat his meals in the window. Let him be always doing something that will amuse people, and make them talk of your display.

When his bundles are packed and addressed, he should lay them on the log in front of the window, so that they can be read and when the log becomes too crowded he should remove the parcels to the side of the window from where he first took the articles packed.

The trimmer should hang small colored lights, clothing and toys from the roof and on the sides of the window, as suggested by taste.

In the evening a rather dim light should be furnished by three or four rusty, old-fashioned lanterns, hung at convenient points, and by the small colored lights. Don't be afraid to spend

a little money to insure a good display and to advertise it. Put a card in the window—

Santa Claus is at home
With our Goods.

Keep Up Appearances.

By all means seem to be prosperous, whether you are or not. This may seem like encouraging deceit, but that is not the idea at all. This is simply a factor of business that must be taken into account and given attention. By seeming to be prosperous I do not mean a foolish or reckless expenditure of money but rather that a general air of comfortable financial conditions should pervade the very atmosphere of your establishment. A fresh coat of paint on your store occasionally, inside and out; a new fixture inside the store occasionally; a new bonnet for your wife and a new coat for your own back. All these apparently trifling things influence the public estimate of your business far more than you probably have any idea; and as the public estimate your business so it is likely to be. People like to trade with a prosperous merchant and in a busy store because they feel instinctively that the prosperity probably came because it was deserved; that the busy store is busy because its goods and its prices make it so. And the public is very quick to notice signs of decay. If a business that is going down hill fails to keep up appearances and ignores its former standards the public is quickly aware of the changed conditions; and oftener than not will desert the failing business as rats desert a sinking ship. This is not theory; I have seen it demonstrated beyond the possibility of a doubt. I know it is hard lines for the merchant who is having a struggle to make both ends meet to spend money in what seems to be unnecessary expense; but they are often the best ways to spend money for all that.—Chas. F. Jones in Printer's Ink.

Umbrella Supply Scheme.

Some clever people of Boston have formed a stock company with the object of supplying people with umbrellas in an emergency. The company sells a check for a dollar and is to have stands located in drug, cigar and confectionery stores, also restaurants, hotels and barber shops. Thus far the drug stores predominate as the agents for the company. If it rains, the subscriber consults the company's list and enters the nearest store acting as agent, gives the check to a clerk and receives an umbrella in exchange. The subscribers are supplied with a vest-pocket book containing a list of these stores, arranged by streets in alphabetical order. When it stops raining one can leave, if he so desires, the umbrella at the nearest store having one of the stands, and receive in exchange another check. Subscribers can pick up an umbrella as many times a day as desired, in any part of Boston, and will also find a place to leave it when not needed. All that is needed in starting away in the morning is a check, and a man can assure himself that he will not get wet if he avails himself of this protection.

S. A. Harris, a grocer of Charlotte, N. C., recently lost a mule and the better part of a delivery wagon. The wagon body was made of poplar. The mule was made—just simply ordinary every-day mule. One night the mule got out of the stable and set about a task of eating up the delivery wagon. He ate the framework down to the floor and might have finished the floor if he hadn't stopped long enough to die.

Novel Arrangement of Food Samples.

One of the most novel methods of arranging samples of table food for window displays is to cover the window floor loosely with some light decorative material of rich color, such as a bright red, a medium shade of green, or a bright maroon. Not more than one package of each kind of goods on display should be shown, and care taken to not crowd the window, otherwise the effect aimed at will not be secured. Obtain some white paper mats of oval or circular shape, with lace edge—such as confectioners use to cover dishes containing candy—and place as many of them on the window floor as there will be samples of goods shown. Place these in regular order, either in rows or so as to form a star or any other ornamental design for which there may be room.

After selecting the samples, open the packages and empty contents on a pretty saucer or plate—a saucer is the better of the two—and place the saucers on the paper mats. Right back of each saucer place the opened package from which the goods have been taken, and a small card with name and price of the article should be placed in the sample.

Some goods will be the better for a little preparation or dressing. A sample of tinned meat or fish of any kind would look very much nicer if ornamented with a few sprays of parsley. The contents of a can of salmon could be placed on a saucer which had first been covered with a few leaves of fresh lettuce and a hard-boiled egg cut in slices placed over the fish. Such an arrangement of sample packages properly arranged in a well-lighted window looks very pretty especially if the window is deep and has a low floor, while garnishing the samples helps to make them look so appetizing as to strongly tempt passers-by to become purchasers.

A great many grocers sell candy, and a large number of those who do could undoubtedly sell much more candy than they do sell if they would give confectionery as good an opportunity as they give to other goods when making displays in the store and in the windows. It is a mystery to confectioners why grocers who cater to fine trade and who sell a fancy line of goods in general, will often be found carrying a line of candy so poor as to be out of all proportion in its quality with the rest of their stock. It is perfectly natural to believe that a grocer who can sell fine groceries can also sell fine candies if he sells candies at all, but so many grocers who most assuredly could do better business by handling confectionery of fine quality will insist on purchasing and selling a grade in this one line of goods below the actual requirements of their trade. This condition is equally noticeable with those grocers who sell candy at Christmas only, as many of them will stock up entirely with a bucket mixture to retail at 10, 12 or 15 cents, without making any effort to capture their share of better trade, which they can not secure without better goods which pay a larger profit in every way than very cheap candies, which, of course, should be kept also for the trade that demands them.—Grocery World.

Perpetual Motion Would Pay.

"Talking about inventions," said the business man, "I have a little machine in my place that would make me a millionaire, if I could only keep it going all the time."
"You don't say! What's that?"
"A cash register."

It is not good policy to offer substitutes for Royal Baking Powder, nor to sell the cheap alum powders under any circumstances.

The consumer whose trade is most valuable wants the best and purest goods, and in baking powder this is the "Royal." If he does not find the Royal at your store he will go elsewhere for it, and in so doing there is a liability that he will carry all his orders with him.

ROYAL BAKING POWDER CO., 100 WILLIAM ST., NEW YORK.

Around the State

Movements of Merchants.

Alma—G. B. Porter has purchased the jewelry stock of Bogart & Chaffee.

Lansing (North)—Ernest Kowalk succeeds Kowalk & Englehart in the implement business.

Mackinaw City—Louis Lamain has purchased the grocery stock of Belle F. (Mrs. A. W.) DeWolfe.

Bronson—C. G. Powers has purchased the interest of his brother in the clothing stock of Powers Bros.

Springport—Glascoff Bros. have sold their clothing, boot and shoe and grocery stock to E. Vanblack.

Ann Arbor—A. L. Devereaux succeeds Sylvester J. Beardsley in the broom manufacturing business.

Vogel Center—Packard & Schepers, general dealers at this place, have opened a branch store at McBain.

Stockbridge—M. E. Gregory succeeds Ralph A. Armstrong in the tobacco, cigar and confectionery business.

Gilford—F. L. Bliss has purchased the interest of his brother in the boot and shoe and grocery firm of Bliss Bros.

Harrietta—J. Z. Stanley has re-engaged in the flour and feed business, having purchased the stock of E. Worden.

Union City—Watkins Bros., dealers in lumber, have dissolved partnership. The business will be continued by R. F. Watkins.

Imlay City—Nelson Haskin and B. P. Gavitt have formed a copartnership and engaged in the butter, egg and poultry business.

Union City—E. W. Taylor continues the grocery and bakery business formerly conducted under the style of Whitney & Taylor in his own name.

Detroit—John L. Dexter and Patrick A. Ducey have formed a partnership under the name of John L. Dexter & Co. to carry on a produce business.

Athens—J. J. Snyder has purchased the interest of Wisner Bros., of the hardware firm of Wisner Bros. & Doty. The new firm will be known as Doty & Snyder.

Lapeer—P. H. Pike has retired from the hardware firm of Sperry, Pike & Co. The business will be continued as the Lapeer Hardware Co. Will Balton, the "Co." under the former style, will act as manager.

Bellaire—Chas. Weiffenbach has purchased the hardware stock of A. J. Clark and will add same to his general merchandise stock. He will enlarge his store building so as to accommodate his increased stock.

Ann Arbor—The dry goods firm of E. F. Mills & Co. will shortly be dissolved by mutual consent. The senior member of the firm, E. F. Mills, has been in business in this city for twelve years and will engage in another line. His partner, Horace G. Van Tuyl, resides in Detroit.

Hopkins Station—Wm. H. Dendel is putting in a new brick front and a second story to his store building, which will be 62x80 feet in dimensions when completed. One side of the second floor will be used as a hall, while the other side will be used as a salesroom for carpets and clothing. Mr. Dendel has been identified with this store for the past sixteen years, having succeeded the former firm of Dendell & Son when his father died in 1894.

Lansing—The Lansing Pure Food Co., Ltd., has filed articles of copartnership with the register of deeds. The

capital stock is placed at \$150,000. C. J. Austin, of the wholesale grocery house of Austin & Burrington, is Chairman, A. M. Starmont is Secretary and C. L. Hamilton is Manager. The company will manufacture two grain foods—one known as Malt-Ola, which will be sold in pound packages, and the other a food unnamed as yet. A factory 50 by 120 feet and two stories high, with a powerhouse 22 by 30 feet and an oven-room 24 by 36 feet adjoining, will be built in the Lansing Improvement Co.'s addition at once.

Manufacturing Matters.

Detroit—Articles of association have been filed by the Triangle Tool Co. Capital stock, \$10,000.

Monroe—The Shore Line Stone Co. has filed articles of association. The capital stock is \$50,000.

Pinconning—Edward Jennings, who operates saw, shingle, stave and heading mills here and at Gladwin, has sold out at the latter place to S. O. Church & Bro.

Detroit—The Crescent Brass and Iron Co. is succeeded by the Buckley-Hart Manufacturing Co., which also succeeds the Hart Co., in the manufacture of cabinet hardware.

Corunna—The city of Corunna is reaping the fruits of bonus giving. At the last meeting of the Common Council it was decided to take legal steps to oust David R. Salisbury from his factory. Five years ago Corunna gave Salisbury a fine double brick store on the principal street and \$2,000 in money to establish a shoe factory, employing 100 hands. The city claims he did not fulfill the contract.

Detroit—The Acme White Lead & Color Works has filed articles increasing the capital stock of the company from \$150,000 to \$400,000. The corporation is a close one, the stock being held by William L. Davies, H. Kirke White, Thomas Neal and A. E. F. White. The object of increasing the capital stock is to allow for the expansion of the business, but the number of stockholders will not be increased, as the original members of the company have taken the additional shares. The Acme Co. has just completed a varnish factory costing \$50,000, and will next year build a new dry color plant and office buildings.

Will Organize With One Million Dollars Capital.

Detroit, Dec. 3.—The item in your last issue relating to the re-organization of this house is somewhat misleading, and does this firm an injustice, and we wish that you would, in your next issue, make a correction in a conspicuous place, and well displayed, something like this:

While it is true that Burnham, Stoepel & Co. expect to re-organize into a stock company January 1, with a paid-up capital of \$1,000,000, the statement that Mr. Burnham is going to withdraw from this house is not true. No one retires excepting Mr. Crowley. It is our intention, in merging the business into a stock company, to favor some of our best traveling salesmen and department men with some stock in the new concern, because we believe they have helped to build up this business to its present magnitude and, with a liberal policy and fair dealing, we believe this house will grow even more rapidly than it has in the past. We expect to enlarge our quarters next spring, by adding two stories to our present building, thus enabling us to carry the increased stock necessary for our increasing business. Burnham, Stoepel & Co.

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

Serious Trouble From Sugar Beets Rotting. From the Caro Advertiser.

It was thought by the management of the sugar factory that by "pitting" the beets the congested condition at the factory would be relieved, but much to the surprise of every one, the weather has been so warm that even the beets in the pits have commenced to heat. Two long trenches were made the full length of the sheds, and into these about 3,000 tons of beets were placed, and dirt thrown over the top. It was supposed that these would keep in proper condition for several months, but this does not seem to be the case, and evidently some one has blundered.

It certainly is unfortunate that the beet harvest comes within a few weeks, and that the beet root is of so perishable a nature. Farmers insist upon drawing them to the factory as soon as harvested, and some refuse to contract to raise them unless they can do this. It was argued by some that the storage sheds might be enlarged and the farmer thus accommodated, but the developments of the past two weeks show that this is impracticable for the beet roots will not keep in warm weather in immense bins or piles. It is evident, however, that the only safe way is for the farmer to pit his beets in piles of say from ten to fifteen bushels, and then haul them as the factory needs them. Not only is the loss tremendous when the beets spoil, but when they begin to heat they get tough and wiry and it is next to impossible to keep the shredding knives sharp enough to grind them. At present six men are constantly employed sharpening these knives and they are not able to keep them working properly, while under ordinary circumstances half the men could do it easily. The grower is not the only man who is in it in handling a crop of beets, for it is very evident that the beet manufacturers have troubles of their own, which are not applicable to any other business.

Is the Sprague Agency Absorbing the Bradstreet Co.?

New York, Dec. 1.—An official of the Sprague agency has authorized a reporter to announce that his company expects to have control of the Bradstreet agency by Jan. 1 next.

This official said that the first step toward the absorption of the Bradstreet company was to buy control of the Mutual Mercantile Agency, with its sixty-five branches in the United States, Canada and Great Britain. This was done a month ago.

The next move, made last week, was to buy from the Randolph estate 926 shares of the Bradstreet company's stock, for \$486,780; 400 shares at \$520 a share; 526 shares at \$530 a share. The

official added that the Sprague company expects to soon buy the 500 additional shares that will give it control of Bradstreet's.

Charles F. Clark, President of Bradstreet's, said to-day he knew nothing of the purchase of the 926 shares of his company's stock, but he knew they were purchasable. The Sprague agency had made no advances to him, Mr. Clark said, and he derided the idea that changes would be made in Bradstreet's. It was stated that Mr. Clark is the largest individual stockholder in Bradstreet's, but that he does not own a majority of the stock.

Geo. F. W. Reid, local manager for the Bradstreet Co., asserts that it is not possible for any outside interest to obtain possession of that corporation, because President Clark and his friends have a clear title to a controlling interest, which can not be interfered with by the death of any party to the agreement, owing to the manner in which their wills are drawn. It would certainly be a calamity for the Bradstreet Co. to be absorbed by the men who are identified with an association which has such a shady reputation as the Sprague agency.

The Boys Behind the Counter.

Bellaire—S. B. Marble, formerly with the Bellaire Publishing Co., has taken a position in Hemstreet & Hinman's grocery store, vice C. B. Brownson.

Bellaire—C. B. Brownson has taken a position in H. M. Coldren's furniture and undertaking establishment, vice Vern Hurd.

Bellaire—Ray Van Tassell succeeds M. C. Anderson as clerk in the grocery store of W. J. Nixon.

Holland—George Schuurman has taken a position with DuMez Bros. He has been with Marshall Field & Co., of Chicago, for some time.

Charlotte—C. H. Brown, who has been in the laboratory of Frederick Stearns & Co., Detroit, during the past eight years, has engaged with F. H. Emery as prescription clerk.

Menominee—O. H. Packard has resigned his position with the Northern Hardware Co. to take a similar position with the W. Jocum Co. at Ishpeming.

A statistical friend comes to the scratch with the assertion that in the United States 48,000,000 matches are struck every day without counting matrimonial and football matches.

Buy the Most Perfect Talking Machine Made



"HIS MASTER'S VOICE"

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

POST MUSIC CO.,
Lansing, Mich.

SEED POTATOES WANTED

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

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

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.

Grand Rapids Gossip

Mrs. J. F. Drew has opened a grocery store at Howard City. The Worden Grocer Co. furnished the stock.

A. L. Courtney, baker at White Cloud, has added a line of groceries. The Ball-Barnhart-Putman Co. furnished the stock.

The Glovers' Wholesale Merchandise Co. has removed from the second floor of the Tower block to the second floor of the McMullen block.

R. P. Burdick has opened a grocery store at the corner of Fifth and Turner streets. The stock was furnished by the Musselman Grocer Co.

The stockholders of the Edison Light Co. have voted to increase the capital stock of the corporation from \$200,000 to \$350,000. The new stock will be issued Jan. 1 and will be offered to the present stockholders in proportion to their present holdings.

"You have no idea," said a gentleman connected with the postoffice department, "what queer things the letter carriers find in the big mail boxes, the ones labeled: 'For Newspapers and Packages, but not for Letters. U. S. Mail.' Some people think it is funny to drop in a live cat. Often the letter carriers find empty whisky flasks. Loose newspapers and magazines are frequently put in by people who think the boxes are intended for the reception of reading matter for the sick in hospitals."

The Grain Market.

Wheat has made a steady advance during the past week and is up fully 2c on May futures in the Chicago market, while winter wheat has gained 3c per bushel for spot. The visible made another unexpected large increase of 384,000 bushels, but as the world's shipments decreased nearly 3,000,000 bushels and the Northwestern receipts were smaller than expected, the deliveries of December wheat were only moderate, which did not affect the going price any. The visible now is 52,387,000 bushels, against 62,179,000 bushels for the corresponding week last year. Wheat is still the cheapest food article in the cereal lines, so prices may be still further advanced, as the market is getting broader, which, in all probability, will enhance prices still further, although a large number of dealers have taken profits, as they think prices will decline and they will get in cheaper. However, as the feeding of wheat to stock is still going on and exporters keep taking wheat at the rate of nearly 5,000,000 bushels weekly, all this shows that our wheat is wanted, and the farmers are getting the benefit of the high prices, which certainly will benefit the country in general.

Corn has barely held its own. The quality is not what was expected, so prices are held down. Receipts are merely nominal and the visible keeps melting away. The foreign demand is not what it was last year, either, as prices are too high for exporters, but there is still a large shortage and, in our opinion, prices will advance, as all the corn will be wanted for feed, especially if wheat advances to the point some traders expect it to.

Oats are strong, as ever. While no material advance can be noted, there is a strong undertone, as the offerings are absorbed as fast as made. We look for still higher markets for this cereal.

Rye seems to be surprising the general trade, as prices have advanced fully 1c during the week, as there is a demand for more than is offered. We think exporters are taking it, and should not wonder if higher prices would rule.

Beans are about 10c lower. The demand is not as urgent as it was, and we look for a lower level in the market.

Flour is very strong and the domestic demand is brisk. Millers are sold ahead for fully a month. Mill feed has again advanced \$1 per ton, making it \$21 for bran and \$22 for middlings to jobbers and with an outlook for higher prices.

Receipts during the month of November were as follows: wheat, 208 cars; corn, 25 cars; oats, 26 cars; rye, 2 cars; flour, 18 cars; beans, 15 cars; hay, 14 cars; straw, 2 cars; potatoes, 132 cars.

Receipts for the week were as follows: wheat, 40 cars; corn, 5 cars; oats, 9 cars; flour, 4 cars; beans, 4 cars; hay, 4 cars; potatoes, 23 cars.

Millers are paying 76c for wheat.

C. G. A. Voigt.

The Produce Market.

Apples—Good stock is running from \$4@4.50 per bbl. for Spys and Baldwins and \$3.75@4 for other varieties.

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

Beans—The market is weaker and a trifle lower and nothing but a repetition of the speculative movement which was worked during November will result in a higher range of values.

Beets—\$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.

Cabbage—\$2 per crate of four dozen.

Carrots—\$1.25 per bbl.

Celery—15c per doz.

Cranberries—Jerseys command \$8@8.50 per bbl. Waltons, \$3@3.25 per crate for fancy.

Dates—4¼@5c per lb.

Eggs—The market is strong and firm at 19@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 rabbits.

Grapes—\$5@6 per keg for Malagas.

Honey—White stock is in ample supply at 13@14c. Amber is in active demand at 12@13c, and dark is in moderate demand at 10@11c.

Lemons—Verdellis range from \$4.50 for 300s to \$4.75 for 360s. Maioris command \$5 for 300s. Californias, \$3.50@3.75 for either size.

Lettuce—12¼c per lb. for hothouse.

Maple Syrup—\$1 per gal. for fancy.

Onions—The price has sustained a sharp advance, due to scarcity of stock. Choice now commands \$1.10@1.15.

Oranges—Californias command \$3.50@3.75 per box. Jamaicas are held at \$3.25@3.50 per box. Floridas fetch \$3.25@3.50 per box.

Parsley—20c per doz.

Potatoes—The reaction predicted last week has taken place, due to the action of local buyers in forcing the price beyond the limit. Local dealers pay 75c and hold at 80c.

Poultry—The market is strong. Chickens are scarce and strong. Dressed hens fetch 7@8c, spring chickens 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—All grades have advanced, Virginias to \$2.50, Baltimores to \$2.50 and Jerseys to \$4.

Winter Squash—Hubbard fetches 2c per lb.

Eastport—James Gidley has removed his drug stock from Empire to this place.

The Grocery Market.

Sugar—The raw sugar market is steady, but quiet, with 96 deg. test centrifugals still quoted at 3¼c. Holders of spot sugars were disposed to hold off in anticipation of obtaining higher prices and few offerings were made. Refiners were not willing to purchase spot sugars on the basis of present prices, consequently but few sales were made. The world's visible supply of raw sugar is 1,850,000 tons, showing an increase of 600,000 tons over the same time last year. In sympathy with the firm market for raw sugar list prices for refined were firm and there was a good demand for all grades. There was a general good feeling in the trade and the impression is that prices will not go any lower.

Canned Goods—The canned goods market has lost none of its strength, but there is a stronger feeling, which will make itself felt during the early months of 1902. Considering the time of the year and the high range on the market, trade showed good activity in several lines last week and prices continued firmly held. It is surprising how light the stocks are of all lines of canned goods. This feature of the market does not exist in one section alone, but throughout the entire country, and we believe that many buyers who think that they will be able to get sufficient supplies from the East to fill their wants until the new pack of 1902 will find that they will be far short. It is believed that the West will have to depend almost entirely on the East for supplies in the canned goods line, as the Western canners could not secure the goods and the majority of them were short on their contracts. Tomatoes, of course, are still the most closely watched article on the list and show a fair movement in spite of the high prices. Although there are not a few who look for a break in the spring, the market continues to gain strength, and in view of the small supply the outlook for lower prices is not very promising. Corn is rather quiet, with only a small business doing. Holders, however, are very firm and decline business at any concession, insisting upon full prices for all grades. Peas are in fair demand with stocks very light and the best grades very closely cleaned up. Gallon apples are firm with good demand. String and baked beans are both in good demand at previous prices. Peaches are quiet. Stocks are moderate, and we believe that present prices will look cheap a little later, when the spring demand sets in. Domestic sardines are meeting with a fair demand at previous prices. With the exception of tomatoes, the general market is, comparatively speaking, quiet, although no one has any cause to complain about the volume of business. The firmness in the market is unshaken, and things are in such shape as to reduce the chances of any break in the market to a minimum.

Dried Fruits—The dried fruit market is in good shape. Since Thanksgiving is now passed it is expected that trade will be rather dull until the Christmas rush sets in earnest. The Thanksgiving trade in the dried fruit line this season has been most satisfactory, and while it started later than was the case last year, the volume of business done was undoubtedly considerably larger. The most prominent feature of the buying has been the enormous consumptive demand for currants, this clearly being due to the much lower price and the ex-

cellence of the fruit this year. Figs have also sold remarkably well and the market on both these articles, from all indications, will enter the Christmas buying season in very strong shape. Prunes are very firm with good demand. There has been a marked improvement in the prune situation, and this improvement would continue were it not for the fear of the old prunes which remain. If these old prunes were out of the way, the stock of new prunes being so small, we should see quite a different market as with the old prunes out of the way and no longer a menace to the market, the probability is that buyers would become more interested. Raisins are moving out well at good prices, the London layer and cluster raisins being in especial demand just now, and will continue so until after the Christmas holidays. Currants are very firm with good demand. The statistical position is such that an advance is quite generally looked for before the Christmas holidays. Consumptive demand continues heavy from all quarters, and cleaners are still running up to their utmost capacity. Figs are strong and are in exceedingly heavy demand. Some large holders have advanced prices ¼c. Persian dates are in fair demand for Sair and Khadrawi, but Hallowi, being mostly poor quality, are less wanted and prices, it is understood, can be shaded.

Rice—The rice market is still firm, with fair demand. Buying is still mostly for small lots for immediate use and offerings are small. Although the supply is fairly large, holders did not appear disposed to make any concessions in prices. Large planters manifest a determination to hold crops until spring, expecting to receive better prices as the season advances. The general outlook is more encouraging and indications point to an increased demand.

Tea—Green teas were firm, but, owing to the small supply and high prices, business was more or less restricted and no large sales were effected. Japan sorts showed considerable strength and offerings were limited to small lots. As a result of the fair-sized sales made recently, supplies have been materially reduced. The approach of the holiday season is beginning to restrict sales somewhat, as it is always dull in this line at this season of the year.

Molasses and Syrups—The molasses market is very firm, with fair demand. Offerings are small and sales are somewhat restricted by the high prices asked. The crop movement is steadily increasing and, with larger supplies, it is expected that prices will ease off a little. There is a good demand for corn syrup at unchanged prices.

Nuts—There is an active demand for nuts of all varieties. Grenoble walnuts are in liberal supply and prices have declined ¼c. Tarragona almonds are very scarce and firm, with a slight advance noted. California almonds are firm and in excellent demand, large sales having been made during the past two weeks. Peanuts are very firm, prices showing an advance of ¼c, with active demand. Brazil nuts have again advanced ¼c and have a further tendency to advance.

Rolled Oats—The market for rolled oats is unchanged, with good demand. The market is very firm and indications point to still higher prices.

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.

Getting the People

The Great City Dailies Good Exponents of Advertising Practice.

In proportion to the cost of space care is taken to make the work of the advertiser effective. In a great daily it does not take many issues with generous space to compass a moderate fortune in the expenditure. On this account the greatest ability that money and experience can command is employed in every detail of the work. Thus there is nothing better to study for advertising suggestion, and to get an idea of the best work, than the columns of the great metropolitan dailies of this country. Of course, in such study the difference in conditions must be considered; it is not for imitation.

One of the first things apparent in such papers is the generous, apparently lavish, spaces employed. At such cost this must be a matter of the most careful consideration. Yet I see that many spaces are surrounded by broad white margins to make the advertisement stand out the more distinctly. It is fair to infer that the use of space in this manner pays or it would not be taken. Advertisers have learned that to gain the attention of the average human the utmost prominence and clearness must be employed, and these are given by broad whites rather than by heavy black lines in cramped spaces. The spaces employed in classified advertising of amusements, hotels, etc., are put in without regard to crowding, for these are to afford information which will be carefully sought out.

Then a prominent feature in all the more popular advertising is the use of prices. In these I observe two modes according to the kind of patronage. In one there is the use of prices arranged to meet the lower grade of popular intelligence, in which a price is quoted to represent what is claimed to be the real value, and then the reduced figure at which the goods are now being offered. These often fall a slight fraction below round numbers. The extensive use of this scheme is evidence that there is a sufficiently large class of patrons to be influenced by it to warrant the use.

A grade higher in class to be reached still uses prices, but discards the bargain scheme. In these the number of prices used is small—often a single one when the description will admit. Evidently such dealers find that the description and round price appeal to the buyer on account of the definiteness. It is found, too, that the customer comes into the store with his mind made up as to what he wants, as well as the price, and as a result the sale is quickly finished. There is a relation between profit and the time that must be taken to make the sale. Bargainers must be humored, no doubt, but the merchant who makes the greatest number of quick sales at fair prices makes the most money. He can even afford a greater expenditure in the kind of advertising which will secure this result.

As the grade goes higher the price element disappears. In some there will be a general description of the goods, with a finish of a single priced offering. Then comes the description only, and it is to be noted that the firms using this method are generally the best known in their lines. It is suggestive that none are so well known as to obviate the need of advertising, but many find it only desirable to name the arti-

A BIG STEAL.

Some are advertising by giving exhibitions with music, an extra salesman, a special cook etc. adding I am informed about \$3.00 to the cost of each one sold besides a very handsome profit: think of \$400.00, \$65.00 and \$60.00 while we can furnish you as good, if not better article at \$25.00, \$40.00 and \$45.00, having every desirable feature, nicely finished, large size, economical and perfect in operation, having some points no others have and which we would be glad to explain to you when you call, you can furnish your own music, do your own cooking, eat your own baking and save from \$10.00 to \$15.00.

We love music and will be pleased to hear you. Now it is "A big steal" to sell Ranges that way, but the STEEL we mean is a Steel range and don't forget the name for it stands for the very best range made, the BORN.

C. L. Glasgow.

Wood is Expensive,

but your wood bill will be small when you are using the celebrated

YUKON HEATER.

It saves fuel and keeps a fire all night and your house will be comfortable in the morning. Large line at our store.

J. H. Edwards & Son.

Steel, Field & Steel,

—The—

Big Clothing and Furniture House

Just imagine hearing the manager ask you if you want some Underwear, and if you do, look at our garments at 39c, just as good as others ask you 50c for. Now this makes us laugh, for we believe he thinks it is. But come in and see some 50c Underwear that will please your eye. Also short lines at 37½c in cotton or wool fleece; also heavier weight than the 39c garment

—A FULL LINE OF—

UNDERWEAR FOR MEN AND BOYS.

Feeding a Million

Mouths

There are a million mouths in your skin ready to absorb whatever comes to them

What kind of Soap do you feed them?

We seldom reckon with the powers of absorption exercised by the pores of the skin, and yet it is possible for the little mouths to take in four quarts of water in twenty-four hours. No wonder impure toilet and bath soaps are apt to produce skin disease.

You Can Trust

The soaps we sell you. We sell none but worthy brands and by buying in quantities are able to make prices.

ELK RAPIDS PHARMACY.

MAHAN BUILDING.

Let it not be said

Let it not be said that we have been in anywise extravagant in our claims for your patronage—this is a complete drug store, complete in every way. The quality of our goods is never open to question—we are never undersold in price. We have what you want, you are served without vexatious delays. There isn't a better drug store in all America, mighty few as good, none other in this neck of woods. You can buy through the mails just as satisfactorily as if you were in the store. By calling phone numbers 456 or 2990 our messenger will call for your order and deliver the goods without any charge for this convenient service. We are trying to make it impossible for you to trade at any other drug store.

Central Drug Store

157 Woodward Ave.

DO YOU
KNOW

WHY?

OUR GROCERIES are being used in nearly every home in Kalkaska and for miles around in the surrounding country! Even farmers who do their trading elsewhere, come to us for something or other before leaving town. This fact speaks louder than words for the quality of our goods. Our methods are far superior to the lack-o-system way and our prompt service and square dealings, together with reasonable prices—THAT'S WHY.

W. H. G. PHELPS

In Times of Wedlock

Remember the store that gives you value for your money.

GEO. H. HUIZINGA
36 E. Eighth St.

Long on Quality, Short on Price That is the way we sell **HARDWARE**

In choosing our stock we are governed by a desire to secure for our customers only such articles as combine substantial wearing qualities with an attractive design and pleasing finish. By selecting goods in this manner we are sure of getting the best.

Our wood and coal heaters this winter are made better and more artistic in design, they will save you money on fuel. It will pay to see this stock NOW.

A large lot of Robes, Blankets and Fur Coats to select from.

BLISS & DANE,
FOWLER, MICHIGAN

DANGER

You would not endanger your life knowingly by riding on a train run by an engineer without experience in his business. Then why endanger your health by eating poor flour, made by men without practical experience in milling?

We have been makers of flour for 38 years and know how to mill wheat to retain

ALL THE GLUTEN

which is the life of all flour and gives it its flavor. Our flour is made on the full planifier system purified by air currents, which is recorded by milling experts to be the best milling system of this progressive age. Now add to this our years of experience and the sum total is perfect flour which makes perfect bread. Ask your grocer for Pearl Patent, they all sell it, it is used by the best cooks.

Geo. Wood & Bro.

BUSINESS DRIVING

When you come to Fowler and wish to drive to nearby towns, we are prepared to furnish you with a first class rig at reasonable rates on prompt service.

We Solicit Local Trade.

When you need anything in our line or want to loan your team, we are always on hand to wait upon you.

OTT & BAUER, FOWLER, MICH.

cles sold. When it is necessary to enlarge upon this, quality is the only thing considered—cheapness will repel no small part of the most profitable buyers.

In spite of heavy top and bottom lines and white space around them the border of the advertisement of C. L. Glasgow is much too black. Half the thickness given to white space inside would be much stronger. Then the argument is too labored and too long, and the lack of careful punctuation makes it difficult to read. I had to read the first sentence three times before I could get sense out of it by separating "I am informed" from the rest by commas. All that is said in these paragraphs should have been expressed in half the wording and then there would be some hope of its being read. There is material, with proper arrangement, punctuation and pruning to make a good advertisement, but as it stands it is a curiosity of clumsy ambiguity.

An ideal advertisement of a certain kind of stove is that of J. H. Edwards & Son. The points made are such as will appeal most strongly to the patrons, and are briefly and forcibly expressed. The printer's work is good, but I would omit the points after display lines. The only change I would suggest in the wording is the omission of the last clause.

The general display of the underwear advertisement of Steel, Field & Steel is good, but I would make some changes in the wording. The reference to the manager and prices is not clear: less wording would have been more effective and would have given opportunity for the prices to do some good.

A suggestive soap advertisement is that of the Elk Rapids Pharmacy. The arrangement of display and use of white are good. The only suggestions I would make would be the use of less styles of type and the omission of unnecessary pauses in the display.

Some are convinced by the most positive and strongest claims. Such are aimed at in the advertisement of the Central Drug Store. I see no reason for repeating the first phrase, especially as the paragraph is already much too long. There is material for a good advertisement of a house that can meet the claims, but the wording should be less and the white increased inside border.

W. H. G. Phelps writes a strong general grocery advertisement, which will be read with effect. The printer's work is exceptionally good.

Geo. H. Huizinga aims to interest the average reader by his introduction, and will no doubt succeed. But I am inclined to think that some reference as to what it is all about would add more to its effect, even if more conventional. The printer's display is good, but a plainer border would be an improvement.

Bliss & Dane have a well expressed hardware advertisement, which contains matter for about two stronger ones for the same space.

Geo. Wood & Bro. write a good flour advertisement, but try to get too much in the space.

Ott & Bauer write a simple livery notice in a good business manner.

Really Very Simple.

"Teacher says that 'boom' can't be compared," said the little one.

"Can it?" asked her mother.

"Why, of course," was the reply.

"Positive, boom; comparative, boomer; superlative, boomerang."

"Correct," said her father promptly.

The Everlasting and the Omnipresent Why.
Written for the Tradesman.

When not many moons ago a well-meaning but a wholly mistaken friend determinedly and pugnaciously asked why so much fuss was made the country over about village improvement and city improvement, and what it all amounts to, the answer was promptly forthcoming: "For the same reason that you think it best to live in a handsome house, handsomely located and handsomely furnished. You bought a fine picture in New York the other day and paid for it 'a good round sum.' You are no musician. Unfortunately you can not tell 'Yankee Doodle' from 'Praise God from whom all blessings flow,' and yet you must have had a good reason for buying that superior piano which stands to-day in your music room."

It is needless here and now to repeat the discussion that followed. The theme is an old one and in some form has already appeared in these columns. On a generous scale the neighborhood, the city, the village, the country at large—for we are coming to that—have each taken the matter of appearance in hand, and for the sake of the higher life it covers, each community in its own way is determined to do for itself what the individual is trying to do for his family, and for the same reason—culture.

It is common to be told at this point, as if there is nothing more to be said, that "pretty is that pretty does;" that too much attention is given already to "the looks of things;" that "the plain face hides the warm heart;" that it is "the being and not the seeming that heaven looks after," but they who say these things only strengthen the truth they attack, for the principle the improvement societies are carrying out is to uncover the real beauty everywhere concealed, so that at its best it may improve the humanity about it. This makes it worth something, and that society is most successful which best accomplishes this purpose.

To come now to the real matter in hand, what harm is there in plastering the bill boards with the usual bright-colored advertisements? Many of them are works of art. They possess the admirable qualities of proportion and perspective, and while the color is at times gorgeous, it is still better to look at than the bare boards and the rubbish heap they both hide. Why not, then, encourage this better than nothing workmanship? Admit that it is ugly; but as a specimen of art it excels the crude attempts which the Louvre in all of its splendor displays and calls priceless. Why not, then, let the billboard alone and improve the coarse that looks at and admires it?

Because it is coarse. Because that has had its day in this country and real art should take its place. Because too long we have given way to the idea that what we can get along with will "do." It will; but we are finding out more and more that it will not "do" what we are determined it shall. Admit all that the utilitarian claims for the grandest advertisement—its color, its attractiveness, its utility. Let it be the marvel of its kind and in no way offensive to good taste from any point of view. Will my friend of the grand house on the grand avenue avail himself of the opportunity to decorate even his handsome barn with this artistic loveliness? He would meet the proposal with angry

contempt. Here is the place for the everlasting and omnipresent why. In his righteous wrath he will talk of the eternal fitness of things; of his fine house and its beautiful surroundings—his lawn, his trees, his paths, his vines, and then in the midst of this acknowledged beauty to set up the monstrosity of the theater announcement or the glory of the minstrel show! And yet, and yet, those same monstrosities are posted up without regard to surroundings from one end of this country to the other.

One would think that this desire of catching the public eye with the beautiful and so uplifting it was something new. It is as old as civilization itself. Going back no further than the Middle Ages, we find Europe fairly sprinkled with cathedrals, built with the one purpose of civilizing savagery through the agency of Gothic arch and pictured glass. The barbarian, then, like his descendant now, could not read. Had books been as plentiful as blackberries they would have been naught to him. When, however, the cumbersome stone took form and the glories of the sunshine were caught and imprisoned in the translucent glass, then it was that the awful presence of the Church revealed the Divine of whom it is only the shadow and humanity began to learn, and to leave its savageness behind.

That method of instruction, centuries old, has not lost its force. The savagery of the past has disappeared, but the "hoodlum," in all its intensity, has taken its place. Ignorance, like the poor, we have always with us, and it remains for us to bring, to bear upon, these the strongest agencies that the times can furnish. To them the church stands for nothing, for never are they found within its neighborhood, much less beneath its arches; but the power and the cunning of the architect is still unimpaired. He is to-day the schoolmaster abroad. He is the artist of his time and of all time. His material is the rocks of the ages and at his command they assume agreeable forms and so impress and improve the humanity about them, be they never so debased.

"What would Paris be if reduced to the aesthetic level of the average large American city?" Exactly what the average large American city is to-day—a condition of things which existed once in Paris; but the genius of the architect redeemed the beautiful city of the Seine and that same genius is now abroad in America where he has already begun his work. What were the gardens of the Tuileries but an abandoned brickyard? Not always was the muddy Seine bridged by the magnificent arches that span it now; and I have been long convinced that Vienna and Berlin and Paris are the acknowledged civilized centers of the continent because the architect and the landscape gardener have been for centuries tracing the descendants of the old barbarian by magnificent surroundings—the divine beauty that was once wholly in the cathedral.

So, then, the reason for all this "fuss" is the betterment of all mankind. The "loud" post bill is not wanted because it is coarse and common and vulgar, and has in it nothing uplifting. Like the saloon and other places of evil repute its tendency is downward. It, in itself, is an unattractive feature in the landscape and so furnishes its own condemnation. It must give place to that which is better. There is no surer way of getting rid of

the darkness than by letting in the light. Evil thoughts never enter where good ones dwell, and good surroundings are the best guaranty of these. That is why the home is furnished with so much thoughtful care. That is why churches are built and schools maintained and that, too, is why city and village are bending every energy to the often discouraging task before them—the betterment of mankind—the everlasting and omnipresent because for the everlasting and irrepressible why.

R. M. Streeter.

Vinegar From Prunes.
From the San Francisco Chronicle.

The Oregon Agricultural Experiment Station is performing a very useful service in some experiments which it is making in producing vinegar from prunes. The most serious problem which confronts our prune growers is the profitable disposal of the very small prunes and of that portion of the larger sizes which partly ferments in drying.

Prunes, being very sweet, will produce a large quantity either of alcohol or of vinegar. The vinegar produced from prune juice in Oregon is said to be so strong as to require its dilution by one-half to bring it down to the commercial standard.

If the prune vinegar proves satisfactory to consumers its manufacture will prove of great value to our prune growers as an outlet for the inferior stock which, to some extent, they can not avoid producing.



The Imperial Gas Lamp

Is an absolutely safe lamp. It burns without odor or smoke. Common stove gasoline is used. It is an economical light. Attractive prices are offered. Write at once for Agency

The Imperial Gas Lamp Co.
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Christmas Trade

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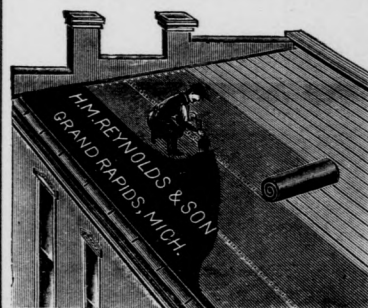
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32 South Main Street, Ann Arbor, Michigan

ART POTTERY

In connection with our Cut Glass Department we are showing an artistic line of Colored Glassware and Pottery, including the unique and beautiful Louwelsa ware Christmas buyers should not overlook this department when in our store.

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57 Monroe St.,
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Write for Samples

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Hot Water Heating,
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Julius A. J. Friedrich,

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

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

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

E. A. STOWE, EDITOR.

WEDNESDAY, - - DECEMBER 4, 1901.

STATE OF MICHIGAN } ss.
County of Kent

John DeBoer, being duly sworn, deposes and says as follows:

I am pressman in the office of the Tradesman Company and have charge of the presses and folding machine in that establishment. I printed and folded 7,000 copies of the issue of November 27, 1901, and saw the edition mailed in the usual manner. And further deponent saith not.

John DeBoer.

Sworn and subscribed before me, a notary public in and for said county, this thirtieth day of November, 1901.

Henry B. Fairchild,

Notary Public in and for Kent County, Mich.

STILL FLOUNDERING.

The action of the Michigan (Bell) Telephone Co. in making a general advance in rates all over the State Jan. 1, averaging about 50 per cent., is in keeping with the vacillating policy of that corporation ever since it had to meet the competition of local independent companies. When the managers of the original Michigan company boastfully asserted that none but Bell instruments would be permitted to be used in this State, it played into the hands of the local companies. When it reduced its rates to a parity with those of the local companies, it played into the hands of the local companies. When it undertook to give absolutely free residence service to any one who applied and dealt out free phones with a lavish hand to people in hovels and even houses of questionable repute, it played into the hands of the independent companies, because no man with a grain of common sense or a spark of independence would suffer himself to be the recipient of a gift which could only be construed as a bribe. When it raised its rates to about half the cost of doing business it played into the hands of the local companies. Now that it finds it is running behind at the rate of a half million dollars a year—the loss during the first six months of the year being exactly \$235,907.53—it plays into the hands of the local companies by raising its rates to a parity with them, although it gives an infinitely poorer service and never can attract the best class of people in any community made up of patriotic and fair-minded men and women.

When the Tradesman predicted two years ago that the Michigan Telephone Co. could not maintain telephone service at the present rates without "going broke," the men who were then at the head of the corporation volunteered the information that the company had all

kinds of money and, with the backing of the parent Erie Telephone Co., could continue to do business at a loss, if necessary, in order to starve out the independent companies. In the meantime the Erie Telephone Co. "went broke," as the expression goes, its stock having dropped from 122 to 18¼, while the Michigan Telephone Co. is on the bargain counter, having piteously begged three different interests to take it in under cover during the past three months, without finding either a parent or guardian. The Michigan Telephone Co. now publicly admits that it has been doing business at a loss, the circular letter of General Manager Trowbridge to the patrons of his company containing the following significant admission:

Increase in certain rates is made necessary by the fact that present earnings are insufficient to meet operating expenses and fixed charges.

The question which now presents itself is this: Will the present advance in rates forestall and render unnecessary the bankruptcy of the company? The Tradesman does not believe that it will. In the opinion of the Tradesman the managers of the company have long ago given up all hope of ever getting the company in a solvent condition. The advance in rates is made solely in the interest of promoters who have undertaken to dump the business onto some other interest which is not so familiar with the situation. If this can be done it must be accomplished before Jan. 1, when the high rates go into effect, because in the nature of things the raising of the rates to a parity with those of the independent companies will necessarily drive every man and woman who believes in the principles of justice into the ranks of the independent companies.

The controversy between the retail furniture dealers of the country and P. J. Klingman, of this city, will necessarily result in one of two things—either he must reform his methods and get in line with the spirit of the market and the trend of the times, or he will be compelled to retire from the field. The furniture manufacturers of Grand Rapids do not sell goods at retail, and there is no reason why Mr. Klingman should be permitted to continue to bring the market into disrepute by pursuing tactics which our local manufacturers will not employ themselves and can not consistently countenance in others. As a furniture salesman, Mr. Klingman has no business to carry on a retail furniture business on the side. If he is a wholesaler, he should stop there. If he is a retailer, he should not undertake to continue his wholesale business. Probably not one-tenth part of his stock is composed of Grand Rapids goods, yet he industriously advertises Grand Rapids goods and then sends out stuff which would disgrace Grandville or Kankakee, thus cheating his customers and injuring the reputation of Grand Rapids goods. The retail furniture dealers are evidently in earnest in the campaign they have inaugurated, and the Tradesman trusts they will continue their crusade until they have reformed his methods or driven from the field one of the most unique personalities in the furniture trade.

Since the new gold field has been discovered in Siberia it is said that Russians are going there without waiting to be banished.

Be popular if you have the power to be so, but always remember that kindness and sociability afford the keynote.

PRESIDENT AND THE POLITICIANS.

To have the ear of the President has always been counted a great political accomplishment. That has been a favor reserved for the national leaders and those whom we are accustomed to look upon as great statesmen. To go up and whisper something to the President of the United States has been esteemed one of the highest prerogatives and one of the greatest privileges an American citizen could obtain. The crafty politician is given to whispers lest some outsider know his purpose and fathom his intention. This is one of the old customs which President Roosevelt is rapidly destroying and ruthlessly trampling under foot. He can not prevent his visitors from whispering to him, but he makes a point of answering them in a loud voice so that every one else in the room can know what he says and suspect the nature of the interrogatory to which his remark is answer. He is fond of doing everything openly and above board, and that is counted a decided innovation even at the White House.

The Washington atmosphere is disturbed by numerous rumors and forebodings and there seems to be at least a very well-grounded suspicion that the new President is not making a point of standing in, as the saying is, with powerful political machines. It is not charged that he holds himself aloof from the politicians, or prevents them from making their wants and wishes known. He grants them all the courtesy of a hearing, but, having heard, he goes on his way rejoicing, doing whatever seems to him to be best. He has put sticks in the wheels of several machines which fancied themselves invincible. He seems to be utterly unmindful of the fact that these men whom he subjects to the turning down process are those supposed to be able to provide delegates from their respective states to the next Republican National Convention, before which Mr. Roosevelt will undoubtedly be a candidate. While by this process he is making himself weaker perhaps with the politicians, he is making himself a great deal stronger with the people, and after all the politicians are obliged to obey the behests of the people, for from them come the votes which give the temporary power, which they sometimes mistake for their own, failing to realize how quickly it can be taken from them. If the men whom the President appoints prove themselves competent and honest, thus making his administration signally successful, there is every likelihood that the people will take care of him at the convention and at the polls.

THEY DID NOT START RIGHT.

In elementary education the three R's standing for reading, writing and 'rithmetic, are counted the essentials. The fourth and one of equal importance was probably not included because no twist of orthography would permit it to begin with an R, or perhaps spelling is included with reading. Certain it is that the man or woman who can not spell correctly can not claim to have much education. There is no good or sufficient excuse for deficiency in this respect, particularly in these days when schools are free and spelling books cheap. There is nothing in the world better calculated to give an unfavorable impression of a correspondent than to receive a letter containing half a dozen mis-spelled words. Yet it is a lamentable fact that there are a great many

such letters carried by the mails under two-cent postage stamps.

A boy or girl should never be permitted to have a diploma, even upon the completion of the so-called common school course, who can not spell ninety-five out of every 100 words correctly, in a written examination.

A state of affairs has been discovered and brought to public notice at the Northwestern University, an institution which claims great credit and glory for its curriculum and its instruction. Advanced students taking written examinations in Greek, chemistry, and other subjects spelled "shadow" with two "d's," "yield" with an "a," "villain" with one "i" and "feet" with an "a," whereupon the instructors who looked over the examination papers thought it was time to call a halt in higher education and turn backward time in its flight to make those young men boys again for more than one night, in which they would have opportunity to take a few lessons in spelling. It is published in the Chicago papers, and hence must be so, that the inability of those college students to spell common English words made their examination papers almost unintelligible. Of course, it is not permissible for college students to employ stenographers to do their spelling for them. That is something which all must do for themselves and can not be uniformly done by proxy. Education is a great thing, but the superstructure loses its value if the foundations are not solid.

The Canadians have for some years observed Thanksgiving on the same day that Americans do, but in some quarters there is a desire for a different date. They deny that the festival is of American origin and declare that our Pilgrim fathers merely followed a precedent and did not establish one. "While the present practice," says the Toronto Mail, "suits our friends across the border, and while it is very neighborly to make the celebration continental, the majority of Canadians favor an earlier date." It is suspected from the tone of this Toronto journal that the idea of a change is not based so much upon convenience as a desire to appear unaffected by American customs. With just as much reason might the Canadians wish to celebrate Christmas on some other day than that on which it is observed by Americans.

The fraudulent potato buyer is abroad in the land and occasional complaints come to the Tradesman of victimized country merchants and produce shippers. In this day and age of the world, when potato buyers with cash in their fists are numerous and reference books of the mercantile agencies can be consulted at any country bank, the necessity of dealing with frauds and irresponsibles does not appear.

The Michigan Telephone Co. was between the devil and the deep sea. If it continued to maintain its low rates, it would run behind at the rate of half a million dollars a year. If it raised its rates, it would lose a large portion of its subscribers. The Boston pawn shop which dictates the policy of the company adopted the latter course—and the finish of the Michigan Telephone Co. is in sight.

A New Jersey man who claimed to be the oldest bicycle rider in the world has committed suicide. Wherever he now is it is probable that he is still scorching.

THE "DOG IN THE MANGER" IDEA.

This is the complaint: "Great areas of open country lie unoccupied, crying for settlers. The whole continent of South America is traversed by superb waterways, while immense mountain ranges run its entire length supplying inexhaustible resources of water power. Is the United States to play the dog in the manger and refuse to allow other nations to bear the burden of civilization which this country will not itself take up?"

Without stopping to remark upon the anxiety of "the other nations" to forward the interests of civilization in the world, why not cut short all that nonsense and byplay and say at once that since 1776 the interests of civilization, the earth over, have centered in the single fact of personal independence which a republic alone and best represents? With that fact fixed we can best consider the "dog in the manger" idea. Admit that not only South America but Central America and Africa, for that matter, are fairly languishing for modern civilization. Can not dying monarchism, hardly better than the feudal system that it supplanted, understand that it has had its day and that modern civilization for all coming time is to be unhampered by the power of a throne or even by the shadow of it? The Eastern hemisphere since time began has been cursed by the centralization of absolute power in the individual. Its progress is marked by suffering and cruelty and Europe especially is dotted with dates where outraged manhood has fought and bled and staggered towards that personal freedom which it found at last in the North American wilderness. Here it built its log cabin and set up its home. Here it first lifted its head and breathed the untainted air of liberty and here it vowed, so help it heaven, that this land should be his land—its no longer!—upon which no foot of king should ever step and over it no scepter ever sway.

With the years came prosperity and power. His dominion spread and his influence grew. From nothingness he clambered first into respect, then into reverence and fear. Around him other republics sprang into existence and then one day when the time had come to speak he laid down the not-to-be-questioned principle that the Western continent was never to be the abiding place of kingship and its land was never to be in part or parcel under the dictation of monarchy in any form. That is the living principle to-day and that is what the "dog in the manger" is looking out for. It is complained that the governments to the south of us are revolutionary. That they are omitting golden opportunities can not be denied; but the land is their land and the opportunities their opportunities, ready to be made the most of when fate shall so decree. The German emigrant or the Italian adventurer may cast in his lot in the great continent of political unrest. If it so seems best he—the German—may add to his \$150,000,000 and the Italian to his as he will. The Southern zone may smile with the transplanted Rhinish vineyard and with the olive groves kissed by the winds from the old-time Tyrrhene Sea, but no throne timber is to be transported to the continent of republics and the choicest woods in the boundless Brazilian forests are never to be fashioned into a royal seat or scepter. That is what the dog in the manger is looking out for and and events have al-

ready shown that his vigilance can not be too great.

The North American Republic, in carrying out its idea of "freedom for all," has intentionally drawn no lines. In the track of the Mayflower all keels may come and the latchstring or the wide-open door is ready to greet every comer; but on the condition that he leaves his past behind him. The same invitation with the same reservation goes from every part of the Western world: Come to us with your household gods and your stout arms and active brains and build here for yourself a manhood which the old home denied you. Till your American fields after the old ways, speak the old speech when and wherever you will, go out and come in rejoicing, as Tell rejoiced, that you are free; remembering, however, that king, nor czar, nor kaiser can follow you. There is no room in America for monarchy and, Monroe doctrine or no Monroe doctrine that principle will be carried out although hemisphere meet with hemisphere with the shock of arms.

STATISTICS AND STATESMANSHIP.

Among the important addresses delivered before the British Association during its recent meeting in Glasgow was a very striking one by Sir Robert Giffen, on the "Supposed Decline in the Rate of Growth of Population," which suffices to admonish the student that even in cases where the figures are easily got at the greatest caution and the nicest discrimination must be exercised to avoid misleading conclusions.

A case in point may be found in a comparative view of the growth of population in the leading countries of the civilized world during the last hundred years. At the beginning of the nineteenth century France was the foremost country in Europe. It had then a population of twenty-five millions. The population of Russia, although larger, could not be regarded as strictly up to the European standard of efficiency; but that population has been increased, "partly by conquest and annexation," to one hundred and thirty-five millions, and the value of its units has been so far advanced that it may now be fairly reckoned as European. Meanwhile the population of Germany has grown from twenty millions to fifty-five millions and the population of the United States from five millions to nearly eighty millions, while the twenty-five millions of France have grown only to forty millions within the last hundred years. The European population of the British Empire has within the same time increased from fifteen millions to fifty-five millions. Or, to put it differently, while the population of Russia has been multiplied 3.375-fold, that of Germany 2.75-fold, that of the United States nearly 16 fold, the population of France has been multiplied only 1.6-fold. It appears that the rate of increase in France "has almost come to an end." But Sir Robert Giffen shows that this stationariness is not due exclusively to a low birth rate. Low as the birth rate is in France, there would be still a considerable increase of population in that country if its death rate were as low as that of England. The birth rate in France for 1899 was 21.9 per 1,000, and the death rate was 21.1, while in England the birth rate was 29.3 and the death rate 18.3 per 1,000. Sir Robert Giffen remarks that it is in this conjunction that the gravity of the stationariness of population in France appears to lie. He adds that "the foreign

nations with which the British Empire is likely to be concerned in the near future are Russia, Germany and the United States, and other powers, even France, must more and more occupy a second place, although France, for the moment, partly because of its relations with Russia, occupies a special place."

In further illustration of the importance of statistical studies to statesmen and diplomats, Sir Robert Giffen gives the figures which show the growing dependence of all European countries, and of Germany more than any other, except Great Britain, on foreign supplies of food and of raw and semi-manufactured materials. The import of foreign food into Germany increased exactly 100 per cent. in the ten years 1888-98, and the import of raw and semi-manufactured articles increased 49 per cent. in the same period. In France the corresponding increase in raw and semi-manufactured articles was only 16 per cent., and in food was zero. Germany, therefore, is becoming a maritime power quite as much by necessity as by choice. A country which can not feed its own people with the products of its own soil must at least maintain freedom of maritime transit in time of war. But hitherto no country has been supreme at once on the land and on the water, and there is an old saying to the effect that the ocean will endure only one master at a time. Referring to this matter, the London Times recently said:

Its (Germany's) resolve to have a navy not incapable of holding its own on the ocean, its growing colonial aspirations, its politic and prescient activity in Asia Minor, are signs of the times not to be mistaken. We may be quite sure, too, that Germany will apply to every department of its navy that spirit of scientific method, that saving belief in the power of knowledge as such, which is the intellectual characteristic of the race. All this should make no Englishman afraid who has confidence in his own race, in its intellectual, moral and economic equipment for the future. But it should make us reflect, and it should make our public men beware.

Dancing is a pleasure in which Americans are prone to indulge at all seasons, but in the winter season it has the greatest number of devotees. Foreigners assert that we can not or do not dance as gracefully as they do, but they admit that we can and do dance oftener than they do. As practice makes perfect in dancing as in other accomplishments, Americans may in time hope to rival the Europeans, who speak of their dancing as though they were to the manner born. From every American city come reports that dancing is more than ever in vogue this winter and that facilities are provided which extend to all classes "from the cradle to the grave."

In time to come, no doubt, the weather will be what man wishes it. The surplus heat of summer will be used to reduce the surplus cold of winter, and vice versa. The direct road to this result is said to have been discovered by a studious scientist out in Indiana. It is a method of storing the heat rays of the sun. The theory is similar to the making of ice, only the process is reversed. The inventor has discovered a substance which is abundant and cheaply produced, which will absorb heat rays and hold them until driven out again. Of course a company is to be formed and all who are credulous will be allowed to buy stock at par.

THE BIG CANAL.

It seems altogether probable, in fact practically certain, that the present Congress will take active and important steps looking toward provision for the construction of the Nicaragua Canal. The treaty with Great Britain has been negotiated and now awaits senatorial sanction. Other treaties must be made with Nicaragua and Costa Rica in order that legislation may be made to conform with their provisions. The formal preliminaries having been completed the great undertaking should be pushed as speedily as possible. It is a matter of great commercial importance to this country. The proposition to sell out whatever of tangible assets the Panama Canal Company may have does not seem to meet with a very favorable reception at the National capital. The plan preferred is the Nicaragua route entirely independent of anything else.

A great deal of money has been expended on the Panama Canal. The first company invested something like \$250,000,000 and then the whole project was thrown into the French courts after the manner of our bankruptcy proceedings. A new company was formed very much on the plan of our receiverships, with a nominal capital of \$10,000,000, and to it were turned over the assets of the old company valued at \$13,000,000. It acquired the Panama Railroad Company, a very valuable piece of property which does a big business and has an enormous income. This road, although only forty-six miles in length, is said to be the best piece of railroad property in the world, length and carrying capacity taken into account. If they sell their canal they would have to sell the railroad with it and that they would dislike to do because it pays good salaries to influential officials.

There is very grave doubt if the Panama company can give good title anyhow. There are something like 5,000 stockholders of the old company, for which the new is practically receiver, and these shareholders have certain rights in the canal project, which at least would have to be wiped out by the French courts, if indeed they could be obviated at all. The trans-continental railroad companies are opposed to any canal enterprise because it would seriously interfere with their monopoly of transportation and reduce freight rates. They can be depended upon to fight it to the utmost of their ability. The canal commission, which has made thorough examination, believes that the construction by the Nicaraguan would be cheaper than by the Panama route. The administration is on record as favoring the enterprise and the State Department is already busily at work on the treaties between the United States on the one side and Nicaragua and Costa Rica on the other. It is thought it will pass the House first, but that it can be through the Senate before the end of the long session. It will not be an easy task, even although the great majority of the people in every state of the Union earnestly favor it. The railroad interests whose income would be thereby lessened to the manifest benefit of the people at large, will oppose it as earnestly as they know how, and they have well established ways of obstructing legislation they look upon as unfriendly. There is every reason to hope, indeed to expect, that the enterprise will be fairly launched and inaugurated within the next six months.

Some women can see nothing attractive in the world without the aid of a mirror.

Clothing

The Retail Clothing Dealer as an Educator.

Do country retailers recognize responsibility on their part for the manner in which the people in their locality dress?

This is a question which must frequently present itself to salesmen and all those whose vocation or pleasure takes them into districts away from the larger cities and towns.

Go into any country church and watch the farmer boys as they come in and you may get a shock or two.

Unquestionably the younger generation of agriculturists dress better than was the case a decade or two ago, and you will see many of the young fellows attired in a thoroughly tasteful manner.

Here comes one, however, in "brand new" toggery which makes you stare. It is actually a regular tuxedo suit, shawl coat collar, low cut vest and all made up in a chalk-line stripe. After awhile you will see another suit of the same cut in a smooth-finished worsted of loud pattern. Sartor Ridiculum! There is a young chap with trousers, this present year of grace, 20 inches knee and 20 inches bottom. They are new.

Where did the ambitious but misguided youths obtain such clothes? Not from a ready-made stock, certainly. The clothier or general dealer with a "merchant tailoring department" is responsible. The country boy with the chalk-line tuxedo made up his mind weeks ago that he wanted a striped suit. Then he got a handsome little booklet from a clothing house, which, among other styles, contained a cut of a tuxedo suit. The accompanying read-

ing matter may or may not have emphasized the restricted field occupied by the tuxedo. The young man liked the style, and he liked the chalk-line fabric, so he hid himself to his merchant, and, not finding what he wanted in the ready-made stock, made his wants known in a decided manner. The merchant, probably without a word of protest, took him over to his swatch book, and that evening an order, with measurements, for a chalk-line tuxedo was mailed.

In a few days a salesman for a big clothing house calls on the merchant, and they get down to business. They get along nicely until the merchant calls a halt without having bought a suit above \$10. When the salesman questions, he says: "Oh, on the higher grade stuff my customers, especially the younger fellows, are finicky. They don't care for the proper style; they've got to have their own style. Sometimes it's startlingly new, sometimes a resurrection, but I find it the best way to fix them up with what they want, without any parley."

Is it? Suppose the chap with the chalk-line tuxedo or the meal bag trousers pays a visit to his city cousins and finds himself out of line, and a laughing stock, what must be his comments on the dealer who allowed him to make such a gulf of himself?

We do not mean to say that all, or even a majority of country merchants, pursue the policy outlined above, but that a number of them do is a matter of fact. Many of the leading clothing manufacturers do all they can in their magazine and booklet advertising to educate the people in the remotest districts up to what is correct in clothing

line, but they can not shoulder the responsibility of the dealer in this regard. He must be an educator himself. The better grade of ready-made clothing today embodies all that is desirable in cut, fit, workmanship and style, at a moderate price, and it possesses the additional merit of excluding the crankism of the misguided and ultra independent individual. It would seem that besides the selfish motive—larger profits and a trade-making reputation for up-to-date-ness, all merchants should realize that they have an artistic interest and responsibility in trying to have the male population of their district clothed in as good taste as possible.

In the instance related, the merchant, by judiciously pointing out to the young man the lack of taste in dressing, as he dressed, could probably have easily induced him to take something more in accord with established fashions, and if he had had the right kind of goods in stock, sold him something that would have given its wearer permanent satisfaction and avoided any possible unpleasant discoveries in the future.—Apparel Gazette.

Tammany is busily engaged in putting its house in order against the coming of the new year and the new regime in New York. It is covering up ugly spots here and there and trying to close the mouths of its servants who are expected to retain their places under the new masters. Especial attention is being devoted to the police department, whose officials are being shifted about, it is believed, to conciliate them and restrain them from speaking too freely of the things that used to be before the tiger was trapped.

Progress of the Japanese.

The increase of stature among the Japanese is very perceptible and the substitution of tepid and even cold water for the hot baths among many of the people is responsible for an increasing floridity of the complexion. Before the advent of the military discipline on European models the Japanese were notably the smallest-necked race in the world, a firm of London collar makers with a large trade to Japan asserting that 13 inches was the normal circumference of a full-grown Jap's throat. In a little over twenty years, owing to more athletic development, the average has risen an inch and a half. To athletic development should also be added greater avoidance, inasmuch as a more generous diet and abstention from parboiling is bringing its reward in an accumulation of muscle and tissue.

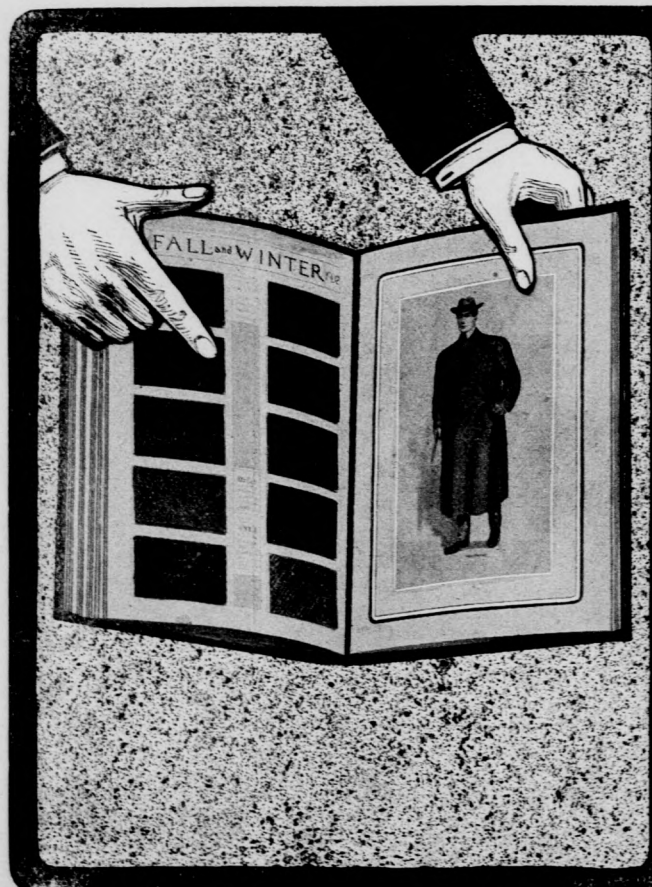
A circular issued by certain fire insurance companies in Philadelphia, after calling attention to dangerous Christmas tree decorations and lighting, says that one of the conditions of the insurance policy is that this entire policy, unless otherwise provided by agreement, indorsed hereon or added thereto, shall be void if the hazard be increased by any means within the control or knowledge of the insured. The circular further says that the making of certain Christmas displays would, under a strict interpretation of the conditions of the policy, render the contract of insurance void, unless the policy is indorsed with a special permission for the increased hazard.

Ask to see Samples of

Pan-American Guaranteed Clothing

Makers

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



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.

Proprietors Not Sufficiently Attentive to Clerks' Ways.

If nine-tenths of the retailers knew of the way and manner in which their clerks approach customers there would be less wondering, on the part of the former, why this or that does not sell.

New goods, new styles, radical changes especially, do not move, yet the same are in demand and selling well elsewhere. The retailer can not account for it and looks to all sources but the right one for the cause of the failure.

The incident following serves admirably to explain in detail how necessary it is to continually coach the clerks and know to a certainty what they are doing.

There is not a merchant in the country who is not more than anxious to see wing and standing shape collars prevail during the fall and winter. This move was started early in the summer and succeeded in turning the tide of favor from the highbinder, which was rapidly becoming an "all year 'round" style.

Wing and poke shapes are selling now. Selling well, but will sell better if clerks do not continue their wrong methods of making sales.

This incident explains the fault on the part of the clerk:

"I want to look at some collars," said a man approaching the collar section. The writer was near enough to hear the entire conversation and exactly reproduces it:

"Yes, sir," replied the clerk, looking the man over. "What do you want?"

"Well I don't know."

"Something about like what you have on?" politely asked the clerk.

"Yes, I guess so," said the customer. He wore a highband turndown collar and the clerk took down all the latest styles he had in highband turndown collars and made a sale of half a dozen.

The clerk was polite and attentive and would be put down as a first-class salesman so far as affability and attention make him so, but his method was wrong and detrimental to the interests of his employer, who was anxious to establish another class of collars for fall and winter.

The question on the part of the clerk, "Something about like what you have on?" is a natural one, stereotyped almost, and one used nine times in ten when approaching a customer who wants to see "something in collars"—cuffs, shirts, underwear or suspenders.

Unless a man is a dresser and up on style he will invariably give the answer cited in the foregoing instance, "Yes, I guess so." He answers in this way because what he is wearing is generally satisfactory and he has nothing else suggested to him.

Now imagine the difference in the result of the transaction if the following method had been employed:

When the request to see some collars was made the clerk should have taken up a wing or a poke collar and, holding it in shape, asked: "Something like this? These shapes are the latest for fall and winter."

The customer, unless absolutely set in his ideas, will be interested and make an opening for salesmanship to do the rest and send him away satisfied with a wing or standing collar of some fashionable shape. The customer may be after just what he is wearing and insist upon having it.

There is no need or excuse for losing sales in a clerk's attempt to push changes in styles. The trouble it takes

to educate your trade is a paying investment and wins future trade.

The easy way to sell goods is to ask the question, "Something about like what you have on?" It requires no exhibition of salesmanship to sell a man what he wants. The sales are made quickly and little stock is handled. A twelve-year-old boy will answer the purpose of an experienced salesman if this mode of handling customers is satisfactory to the proprietor.

Modern merchandising will not tolerate such lazy methods. Styles change so rapidly and there are too many of them to permit trade to settle down to a few of them and stick there for want of salesmanship to educate buyers to keep abreast of the times.

A retailer does not lower his dignity by coaching a clerk and inspiring him with up-to-date ideas. A clerk who is at all anxious to succeed will welcome suggestions and teaching. If he is above taking advice the sooner he is dispensed with the better.

Returning to the original subject, How does your salesman handle your collar trade? Is he still advocating highbanders when you want the standing shapes brought out?

Enquire into it.

Vicissitudes in the Fur Trade.

No topic has greater favor among fur dealers than the happenings of the "old days" when millions of buffalo robes were brought in from the plains, and no Western man was so poor as to be without a buffalo coat. Although several excellent substitutes for the buffalo coat have been devised, not one has all the good qualities of that weather proof garment. The skins of the American coon, the Russian calf, the Chinese dog and the Australian "bear," or wombat, fill the place left vacant by the bison. Missouri and Michigan are the banner "coon States" in the amount of production, while Minnesota leads in the quality and the size of the pelts. The best skins, made into coats, go to New England. The wearing quality of the coon skin is remarkable, coats of this material being in fair condition after twenty years of active service. Hostilities on the torrid plains of South Africa and the bleak steppes of Northern Asia have conspired to make the American farmer, car driver and teamster pay an advanced price for their big winter coat of fur. A large share of the recruits which Australia has furnished to England's fighting force has come from the plainsmen who have been the principal hunters of the wombat. The importation of these skins has been materially decreased from this cause. Raising dogs is one of the principal industries of Manchuria, and this enterprise has been greatly interfered with by the Russian army of occupation.—World's Work.

Mourner Makes a Rather Odd Mistake.

When the death of a prominent West Side business man was announced not long since, one of his distant relatives, who had known him intimately years before, felt it his duty to attend the funeral. Although the engrossing cares of business life and the long distance between their places of residence had prevented the men from continuing to the last the friendship of earlier manhood, the distant relative felt a sincere regret. As he approached the church in front of which the hearse and carriages were waiting he began to experience a real grief. At times like that a man will remember things.

He entered the church and sat well toward the rear. After the solemn music the minister spoke briefly of the de-

ceased, a man of unimpeachable character, an honor to the business world, and a light in the church where he had labored so faithfully for years. He referred to the many excellent traits of the deceased, his kindness as a husband and father, and his sympathy with everything that was good in life.

The distant relative acknowledged to himself the truth of every word that was spoken, and began to experience a deep regret that the early friendship had been so neglected through many years.

At the conclusion of the sermon the usual opportunity was given those present to pass in front of the pulpit and take a last look at the remains. The distant relative moved slowly forward with the crowd and looked into the casket.

He could hardly restrain an ejaculation of surprise. He had been attending the wrong funeral.

As he passed out of the church a second hearse halted. As one coffin was borne out of the church another was car-

ried in. He re-entered the church with the new cortege and upon inquiry learned that this time he was attending the right services.

There was nothing remarkable in this experience except that the minister repeated almost verbatim in the second instance the eulogium to which the distant relative had already listened.

Always remember that your best customer consults his own interests in dealing with you. Few persons are so generous as to prefer others before themselves.

M. Wile & Co.

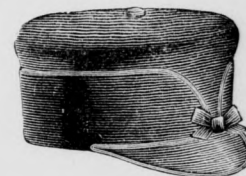
Famous Makers of Clothing

Buffalo, N. Y.

Samples on Request Prepaid



No. 6001.
Plush Windor.
\$4.50 to 12.00
per dozen.



No. 6018.
\$2.25 to 12.00
in Beavers and Kerseys
all colors.

Send
us
your
mail
orders

Satisfaction
Guaranteed



No. 6244.
Yacht
\$2.25 to 9.00 per dozen.

Fresh
Goods



We have some extra
good values in
Gloves and Mittens
at
\$2.25, 4.50 and 9.00
per dozen.

G. H. Gates & Co.,
143 Jefferson Ave.,
Detroit

The Peerless M'f'g Co.,

Detroit, Mich.

Manufacturers of the well known brand of

Peerless

**Pants, Shirts, Overalls and Lumbermen's
Wear**

Also dealers in men's furnishings. Mail orders FROM DEALERS
will receive prompt attention.

Grand Rapids Office, 28 South Ionia Street

Shoes and Rubbers

Proper Use of Shoe Cuts and How to Care For Them.

The use, or abuse, of shoe cuts in newspaper advertising is a subject which has failed to receive its due share of attention from the retailer. The average dealer, if he has been long in the business, usually has, somewhere or other, a drawer full of electrotype cuts. They are of all ages, sizes and conditions. Some of them date from the time when he used to purchase an occasional cut from the sample sheets of woodcuts set out by an engraver. A few stragglers have come into his possession in various ways. But by far the great majority of the dusty and inky blocks he has received gratis from the manufacturers of the various lines of shoes which he has handled. His regular newspaper space is too small for illustrations.

Then comes a bargain sale, and out comes the box of cuts, for there is a three-column space to fill. It would seem that from such an array of electrotypes most any shoes could be illustrated. But luck is always against him. The big advertisement goes to press with a row of cuts in which a razor-toe turn represents a substantial imitation welt-kid bal. for women, a heavy-soled box-calf shoe for men is shown in patent leather, a knee-high bicycle boot appears in place of one of modern proportions, and, most culpable of all, a cheap turn is represented by a cut of a formerly carried specialty shoe with the trade mark name bunglingly scratched off.

Some of the cuts do not print well and the dealer is not specially pleased with the result. He does not cut out the advertisement and place it on a card over the bargain counter with the words: "As advertised." It is an advertisement he is not proud of, yet he fails to realize its full absurdity. He does not stop to think that hundreds of possible buyers have been looking critically—more critically than he ever looked—at those illustrations. Many of them took the cuts seriously. They were customers lost. Others knew that the pictures were not like the shoes. There, also, was a loss—of confidence. He used them only to attract attention, he argues. But he ought to know that for that purpose there are plenty of more effective illustrations to be had.

Now a few words of advice as to the proper use of shoe cuts. You are probably familiar with the different kinds of engraving. First, there is the half-tone, a very fine texture which will not print in the ordinary newspaper, and only gives good results on the finest woodcut paper, with good ink and superior presswork. In fact, the ordinary country printer can seldom do justice to a half-tone cut.

There is also a variety of shaded cuts which somewhat resemble half-tones in texture, but coarser. They are used principally by Western jobbers and manufacturers, and give fairly good results for newspaper work. You can distinguish them by their coarseness, and by the fact that in the very high lights the dots leave off entirely, which is not the case with half-tones.

Next in order of fineness comes the modern woodcut. This has been much improved during the last few years. Its shading is finer and its details are more skillfully executed than formerly. It is the most expensive cut to make. A shaded woodcut has this peculiarity—

where the printing surface shades off into fine dots and then disappears entirely in the high light the surface of the cut is beveled away, so that the dots along the edges of the white space bear very lightly on the paper. Thus, if you lay your rule across a shaded woodcut of a shoe you will find that the surface is not flat, but hollows toward the center. This is what gives its excellent printing qualities. Take a print from a woodcut, give it to a process engraver for reproduction, and try to use it in a newspaper. The effect will be harsh and entirely unlike the original.

Now for cuts made from pen-and-ink drawings reproduced on zinc by the simple photo-engraving process. These are sometimes shaded to give the effect of modeling produced by the foregoing varieties, but the result is seldom good. A mere outline cut with the stitching, lacing and other details drawn boldly in line is for many reasons the best for newspaper advertising. If you pick up a miscellaneous lot of woodcuts, half-tones and other shaded cuts, even if they individually well represent your lines, you can never get uniformity on size, texture or detail. If you have a single specialty to illustrate, some of the shaded cuts may answer, but otherwise throw them away. Dump out the old box of cuts and begin anew. If you handle a specialty shoe, the maker of it probably has line cuts that creditably represent it.

Number them, take the proofs and paste them in a little blank book with the numbers affixed. Let these cuts be your standard. Then see if your jobbers or manufacturers have any cuts representing your lines which will correspond with these in size and general effect. You may pick up some from other sources. If not, you can afford to have a few originals made yourself; that is, if you can afford to use them at all. Take a sample of each shoe you wish illustrated, and send them with a proof of your standard cuts to some engraver—better, of course, to one who has experience in portraying shoes. Specify that the cuts shall be the same size and drawn from the same outlines as the sample print, except as the shoes themselves differ. This will not involve any great expense and will give you cuts which are worth the space occupied. Of course, it will do no harm to have a different standard of size and a different angle of view for men's, women's and children's shoes and for slippers, warm goods and the like. If your advertising is extensive you may also wish to have more than one standard of size for the same goods.

By this plan you have equipped yourself to intelligently illustrate your shoes in the newspaper, and now comes the question of circular advertising. Your newspaper cuts may sometimes be used to good effect. They will print on rough paper, and dainty effects may be made by having them in a different color from the text. If they are large and bold, they might even be printed first in a pale color and the text printed over them.

If you wish to go into the finer grades of illustration, apply the same rules as to the newspaper cuts. Use no illustrations which do not exactly represent your shoes, and use those of only one make and size. The ordinary half-tone cut has just 22,500 dots to every square inch of its surface, and the injury of any single dot would be noticeable. You must print it on only the very best coated paper, preferably white, and if

WHY

The best workmanship skillfully directed by years of practical experience and the employment of only the best material is why the Duck Lumberman's goods made by the Boston Rubber Shoe Co. stand up so well under specially hard usage.

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

Prompt Shipments.

The Stamp of Approval

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

Herold-Bertsch Shoe Co.

Makers of Shoes,
Grand Rapids, Mich.

Just Think!

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

All Sold by

Bradley & Metcalf Co.

Manufacturers and Jobbers, Milwaukee, Wis.

Double Wear Rubbers

Lycoming Brand

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



Extra Heel
on
Men's
and
Women's

For durability they have no equal. Write for them to

Geo. H. Reeder & Co.

28-30 S. Ionia Street

Grand Rapids, Michigan

white, the whitest of white. The printing ought to be done on a cylinder press, with the best ink. Perhaps you will argue that good half-tone printing is produced without all these conditions. It is true that some kinds of half-tone work are, but not shoe cuts, which are the most difficult of all illustrations to print.

The retailer can not expect to have his half-tone cuts made to order as he may his line cuts. He usually relies upon the manufacturer. If the latter has in his catalogue a good set of cuts, the retailer would do well to choose two or three of these, write for electros, and let this suffice for his circular. Perhaps the next time he can secure a set of cuts representing a different line.

Half-tone cuts are usually photographed on copper from a shaded drawing. A glass screen with finely ruled lines interposed in the camera between the lens and the sensitive plate gives the dotted texture. Sometimes a photograph of a shoe is used instead of a drawing. This, of course, furnishes the ideal illustration, for "the camera can not lie," but it very widely prevails, nevertheless. Few cheap shoes will make photographs which do them the scantiest measure of justice. The occasional shoe which will photograph must be placed in a certain position only, varying with the shoe. Even these accidental irregularities must be remedied. A good deal of "retouching" must be done. There is a pernicious practice in some quarters of choosing a high-grade shoe to represent a cheap one, and working in artificially the details which differ. This, of course, would ultimately destroy the special value of photographic illustrations.

Half-tone cuts should be carefully handled. If there is grit upon them the slightest rubbing together destroys the delicate texture of the surface. So should all cuts, for that matter. If you own originals have electrotypes made and print from these only. If the electrotypes sent you from a manufacturer become damaged, get new ones, either by gift or purchase. It is hardly fair to expect your manufacturer to supply them free, and yet, particularly if his name is upon them, he would prefer sending new ones to having those used which have become defaced.—Shoe Retailer.

What Is Necessary to Make a Retail Store Succeed.

In our last paper on store management we spoke of conditions appertaining to the shoe department. This week we intend treating on the subject as it applies to the small exclusive store.

Very often you will find that a man buying a shoe store becomes nonplussed as to what to do with the old stock. Still oftener you will note that men who are the proprietors of small stores become stultified, that their business dries up and they are unable to make any progress. It is such circumstances that we wish to call to your attention.

In the first place, when you buy a stock of shoes, if you intend to continue in the same location it is unwise to make any radical changes before carefully considering the situation. Small stores will usually be found in a poor state, which is due to the negligence of the owners, and the store itself has suffered in consequence. Everything is in disorder, and those finer qualities which tend to make a store attractive are not in evidence.

These are the first things to remedy: Take away the broken cartons, dust the

shelves, throw out the old worn-out rugs and mats that are lying around the store, tear up the old oilcloth, and, if you can not afford to buy some new, at least have the floors scrubbed clean and oiled. Look over the store, take an inventory of everything, then sit down, study it, and ascertain what you can readily dispense with. After you have done this, collect your odds and ends and have a clearing out sale at a price. Get out some neat circulars which will appeal to the local trade, and advertise that you are going to have a dollar sale of women's, misses' and children's, men's, boys' and youths' shoes. Set the day and the hour, or make it for a week if necessary. In the week that you run the sale you will not only rid yourself of these odds and ends, but you will also find that you have sold many hundred pairs of your regular stock to people who did not care to purchase the dollar shoes.

When this has been accomplished, make up your mind that you are going to have the store as attractive as any owned by your neighbors. The best way to do this is to introduce a system of stock boxes. If you can not afford to pay 2½ or 3 cents for your cartons, have labels printed, and paste them over ends of the boxes in which the goods are shipped to you. Do not leave holes in the fixtures, as there is nothing so distasteful to the eye of a customer as to see a shoe fixture with a lot of empty spaces. Further than this it does not give the appearance of a healthy stock. No matter how few pairs of shoes you may have, when the fixture is full of boxes the store takes on a more prosperous appearance. You should next pay a little attention to the seating arrangement. Be careful about dusting the fixtures, stock boxes, etc. Do not allow an eighth of an inch of dirt to accumulate on the windows and show cases before you feel that you are bound to clean same off.

Make it a rule to spend the dull hours of the day in arranging neat window displays. You can very often work up a whole background and base for the window in the rear of the store, and simply lift the shoes out, place in the new window trim, replace the shoes and go right ahead. You must remember that the welfare of the store depends as much on the exterior appearance as it does upon that of the interior arrangement, for no matter how bright the interior may be, if you have a poor exterior the trade will never come inside to see what is there.

Being satisfied that the above-mentioned details have been properly attended to, adopt a systematic method of buying goods. Do not make changes and buy from every one who shows you a good shoe; for if you do, at the end of a year you will have more odds and ends than when you started cleaning up.

If you are in a small town it is well to try a little advertising writing on your own account. If you do this you will be able to change your advertisements much oftener, and do not forget that a standing card in a newspaper, when it is not changed from month to month, is of less value than if you did not advertise at all; because people begin to judge you from the character of your advertisements and will treat you accordingly.

If you have a store of the kind that I have described, just try these few suggestions, and if you are not more successful at the end of six months than you are to-day you are not properly located in the shoe business.—Shoe Retailer.

Genius That Will Win.

A certain hardware store in this city recently employed as a clerk a genuine 18-karat genius. They did not know it at the time, but they are firmly convinced of it now.

A few days ago a country customer came in to buy some powder to use on a hunting trip. The new man waited on him and, not being thoroughly "onto the ropes," gave him blasting powder by mistake.

The next day the purchaser brought back the lumpy blasting powder to exchange for what he originally asked for. Here is where the new clerk's genius displayed itself. Instead of taking back the blasting powder on the spot, he tried to argue the country customer into buying a coffee grinder, with which the blasting powder might be ground to the requisite fineness.

Sad to relate, he failed, but he made a great hit with his employers, nevertheless.

Not in Stock.

"Have you no high ideals?" asked the man with the subscription book, who was trying in vain to get a donation for the neighborhood improvement fund from the tobacconist.

"No," said the tobacconist. "That's a brand we don't handle."

Half a Century

of shoe making has perfected in the knowledge of the merchants' requirements.

C. M. Henderson & Co.

"Western Shoe Builders"

Cor. Market and Quincy Sts., Chicago

The Celebrated "Ione" Shoe for Men



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

The Western Shoe Co., Toledo, Ohio
Distributors

COLD WEATHER SHOES



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

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

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

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

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

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

Specialty House.

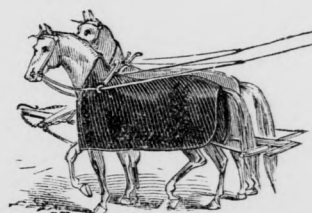
Waterproof Horse and Wagon Covers

OILED CLOTHING

Paints

Oils

Varnishes



Pipe Covering

Lath Yarn

Rope

Mill Supplies

THE M. I. WILCOX CO.,

TOLEDO, O.

Dry Goods

Weekly Market Review of the Principal Staples.

Staple Cottons—Brown cottons are generally steadier than were reported a week ago. Mills have sold up enough to make them more independent, and they have stiffened the market. This has acted as a restricting influence on the export demand, which has been much smaller this week. There are very few stocks on hand, so it will be comparatively easy to keep this branch of the market strong. Ducks and brown osnaburgs show no change since our last report. Bleached cottons have received a fair amount of attention from various sources, but jobbers have taken but little. Prices are steady to firm in fine and medium grades, but somewhat irregular in low grades. Wide sheetings are very firm, and show an upward tendency, which is likely to result in advances before long. Denims have received only a moderate demand this week. A week ago bids were made for large quantities at prices but little under quotations, but the mills were too well sold up to be tempted in any way. All other descriptions of coarse colored cottons are just as well situated, being well sold ahead.

Prints—On the basis of the new prices, which we reported last week for several lines of staples, there is shown a considerable increase in business. Certain lines have reported a very large trade, including mournings, indigo blues, shirtings and reds. The shirtings range in standard makes from $3\frac{3}{4}$ @4c and indigo blues from $4\frac{1}{2}$ @4c per yard. There are still some prints, mournings in particular, on which no price changes have been reported so far, yet they have done a fair amount of business. For fancy calicoes the demand has been quiet for all except those at $4\frac{1}{2}$ c and under. Up to present writing, full standard fancies are not openly quoted, but it is reported on pretty good authority that a quiet business is being done in them by some agents at 5c per yard. This is the price at which they are expected to be openly quoted very soon. In high grade printed fabrics, the market is steady and a moderate business is progressing.

Ginghams—Staple ginghams are firm and well sold ahead and dress styles are strongly situated. Fine woven patterned fabrics are in an excellent position.

Dress Goods—The dress goods market is now in a quiet position. The duplicate demand for the general line of spring goods has not yet made itself felt to any extent, and the demand from jobbers for heavyweight fabrics shows a falling off consequent to the progress of the season. The manufacturing trade is still buying heavyweight cloth effects in a fair way, having done a good business in suits, separate skirts and cloaks. The cutter-up has bought staple fabrics almost exclusively, chevots and broadcloths being the best movers. A large yardage of these classes of goods has gone into tailor-made suits. Unfinished worsteds have also done well. The skirt and the cloakmakers have been interested in Oxfords and staples, but their operations also reflect the influence of the progress of the season. The jobbers' heavyweight business has practically been done. The orders from the retail trade from now on, it is expected, will be of a modest volume, simply enough to carry them through the season. The retailer has operated in a careful man-

ner all the season—actual requirements being his yardstick. The result is that his stocks are in excellent condition. There is considerable business doing on sheer fabrics, the jobber being much gratified with this development of the business. Both domestic and foreign makers have profited by this business, and the majority of lines are well sold. The French manufacturer has had things pretty much his own way on the high grade fabrics of this class, fully sustaining his reputation along these lines. The domestic manufacturer has gotten in his good work on the medium-grade fabrics.

Spring Underwear—So far there has been but little interest manifest in the duplicate spring business, but there is evidence that it is very near, in fact, a few small duplicate orders have already been booked. Buyers who have come to town to see the new heavyweights are taking some interest also in the lightweights and will undoubtedly place orders before they leave town for the balance of their spring goods.

Sweaters—The situation in sweaters has been somewhat relieved by those mills that started in at once to working extra time in order to get goods on the market to meet the demand. Buyers are not yet able, however, to find just what they want in many cases and the present season will go down in history as the one in which sweaters were not to be bought.

Hosiery—Business in the hosiery end of the market is very lively, the cooler weather having added impetus to the trade that gives it an air of one of the most prosperous. Of course, the demand has been for heavyweights in all styles. For the West, wools, cashmere and fleece-lined goods have been in great demand. The latter have been particularly scarce, and tales are told on the street of various fancy prices that agents have been forced to refuse because they did not have the goods to deliver. At present there seems to be little help in sight. The spring hosiery business is in a splendid condition. Buyers have been placing good orders and the nature of these orders gives promise of a continuation. Blacks and whites just now seem to be the popular tones for fancies, although many more colors are ordered in good assortments. A definite beginning has been made by the promoters of the knit goods trust and several knitting mills have been sought as a nucleus. Among those mentioned as already bought are: the Harder Knitting Co., the Union Knitting Co. and the Valley Knitting Mills. If this start is successful during the coming year, other mills will be absorbed. We shall await with interest the outcome.

Carpets—The same conditions exist in the carpet situation as noted last week, with prices quoted on the same level. The jobbers have placed all their initial orders with the manufacturers and are now looking among the retail and other trade for business that will cover the amount of their orders. It is a little early now to look for much business from the retail trade at present, but as soon as the holidays have passed buying for the spring trade should commence quite largely. It is evident from the amount of orders placed by the jobbers that the demand for carpets this season will be very large indeed. This is the expectation of the jobbers, anyway, or the orders placed by them would have been materially smaller.

Tapestry Curtains—The tapestry curtain trade report quite a business. It

is in small lots, however and the demand is for no particular line. Dealers are busy sorting over the new lines, and getting ready for the usual business, which is expected to come very shortly.

It has been a source of much surprise to Prof. Nordenskjold that during his expedition within the Arctic circle, in regions where animal life is abundant, he has found very few remains of animals which died a natural death. No one has any idea of what becomes of the bodies of such animals, and it is, indeed, very strange that on Spitzbergen it is easier to find bones of a gigantic lizard of remote geological time than those of "self-dead" seal, walrus or bird. The same is also true of some places not so far north.

Buy within your means, then you are sure to be able to pay in like proportion.

Michigan Fire and Marine Insurance Co.

Organized 1881.
Detroit, Michigan.

Cash Capital, \$400,000. Net Surplus, \$200,000.
Cash Assets, \$800,000.

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

DIRECTORS.

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



We were right when we anticipated a great demand for duck coats.

Send your orders by mail; prompt attention will be given them.

**Voigt,
Herpolsheimer
& Co.,**

Wholesale Dry Goods,
Grand Rapids, Mich.



Handkerchiefs and Mufflers

Make very appropriate Xmas presents and now is the time to stock up. Our assortment is complete.

Silk, Linen and Cotton Handkerchiefs.

Harvard, Silk and Wool Mufflers.

We are also showing a nice line of Moquet Rugs.

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

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

Clerks' Corner.

The Fate That Was Hidden in a Swill Barrel.
Written for the Tradesman.

Tip Westover had been employed at the emporium of Roaring River something over a week, when the wickedness of waste that his farm training had taught him to shun broke out.

"Our folks would look at all this stuff we throw into the alley as little less than crime and I don't see, Mr. Pennymaker, why you don't turn these decaying fruits and vegetables into good meat and eat it yourself or sell it at a shilling a pound. Look at that bunch of bananas. Nobody wants them and if they're kept over Sunday they won't hold together long enough to get them outdoors. If you had some pigs now they'd stop the rotting in short order. They'd be all the better for the fruit—the pigs, I mean—we should feel less like keeping the fruit a little longer and it would be better all 'round. Why not have some?"

"Waal, I'll tell ye. I did think on't and when I fust kept store I had some and did well; but by 'n' by we got too busy to bother with 'em 'n' I couldn't give any time to 'em and the dum' things kep' gittin' aout 'n' fina'ly I says to Job—Job Steers was workin' for me then—I says, we'll kill the dum' things 'n' not have any more bother with 'em. That's the last of the haugs. Then Cy come, and you know Cy! Good feller 'nough; but white kid gloves ain't jest the thing to dip swill 'n' feed haugs in and Cy wouldn't think o' going ou' doors without 'em on, and you jest say haugs t' Cy 'n' his nose would turn up 'til you'd think he'd lost it some'rs. So I've gin up. I know 't we losin', but I'm dumb'd 'f I don't think 't costs more'n it comes to."

"Would you object if I should take the thing in hand?"

"Not a bit, not a bit. Go ahead. Ye can't lews anything; only I'll tell you before hand it's more bother 'n it's wuth."

That afternoon in the lull of trade which the thriftiest country store then has, Tip went out and looked the land over. He found the old sty at the back end of the garden and saw at a glance that only a few hours' work was wanted to bring it to the needed conditions; and so, when the man of all work came in, Tip took him into the back yard and told him what he wanted done.

"It's coming on cold, Pat, and the snow'll be flying soon. We ought to have the pigs in before that time and I guess you'd better set the posts this

afternoon. Four will do and you needn't dig deep. By the time you finish I'll come out and we'll have the thing over with in a couple of hours at the most."

With an "all right, sor," from the willing Pat, Tip went on with his work inside and by noon had not only got ahead of his work there, but had fattened a half-dozen pigs, had got them into as many pork barrels and had half of them already sold at something like 20c a pound!

At half-past one the next day, armed with hammer and nails, he went out to realize his idea of a pigsty to find, to his amazement, that the posts were not only not set, but the post holes were not even dug. Full of wrath and armed with his hammer he cornered the complacent Pat in the back store, who with tongue and manner bordering upon impudence, calmly informed the wrathful Tip that Cy had countermanded the work on the posts for the job that Pat had then in hand, "because it's more important and oim thinkin' that same."

For an instant "the flush of youth" left Tip's face and he started for the front store. Before he reached the door, however, his purpose changed and, with that square chin of his pressed upward as far as it could be made to go, he took the spade from behind the door and went into the back yard. Four fine post holes were made in an incredibly short time, and into them went the four posts humming. They were tamped in by a pair of angry feet in short order and half an hour saw the end of a job that the day before promised to last half a day. That done—and it was done well—he went in to take off his overalls and was so engaged when Cy's voice in a tone of command crisply asked what he was about and when he was going on with his work. The reply was pointed and not polite and served only to attract the attention of the storekeeper who gave a grunt of satisfaction at what was going on and wisely held his peace. At 4 o'clock or after there was some tremendous squealing in the yard and a few minutes later in came Tip, rosy and smiling, announcing to Pennymaker that four of the likeliest pigs in the State were at that moment the occupants of the Emporium pigsty. "Now, then," he went on, "we needn't keep on sale or exhibition a lot of perishable goods that are overdue. Nobody wants to buy specked apples and a rotten banana knocks the bunch. What's the use of turning a potato so as to hide the rot? It always hurts the sale if it doesn't kill it. Fresh pork is more salable and a good deal more profitable; and I

don't think it adds to the air or the reputation of the store to have it smell like a glue factory. So I've put a swill barrel right there by the back door and whoever comes across anything 'on the shrivel' can just toss it into that barrel. We're going to have some porkers that are going to be a credit to the establishment and add something to the right side of the ledger."

"Pat, here!"

The voice was Cy's and had found expression after its owner had completed a contemplation of the back yard at the back window. "Didn't I tell you to drop that fool job?"

"You did, sor."

"Well, how does it happen, then, that the pen is built?"

"Bedad, sor, ye'll best be axin' the spalpeen that did the job, 'forninst ye."

"Well, I swear!"

"You needn't." Tip was the speaker. "And I'll tell you right here and now something else you'd better not do. This man, Pat, here is as much my man as he is yours. Is that so, Mr. Pennymaker?"—Mr. Pennymaker distinctly remarked "Jes' so"—"and another time if you interfere with any order I give him, you'll see what you get. That's all I've got to say."

"Then, there's suthin' Tip's left aout, Cy. He's got them haugs and he's goin' t' take keer on 'em. That'll take 'im out the store more or less and so you'll have ter dew more. I've been

watchin' this thing ever sense it started 'n' I'm on Tip's side. Ever sense you've been here we've been throwin' away no end o' stuff, 'cause you're so dum' finicky or lazy, I dono which. Tip's come in here, a stranger, 'n' stopped it. He's go ter have the benefit on it, an' if you don't like it you c'n git."

A customer put an end to the storekeeper's remarks. Cy didn't "git." He stayed. Tip improved the opportunity and took good care of the "haugs." From the farm he brought the knowledge of raising them, and so successful was he that the income from them in time equaled that of the store.

That happened ten years ago. To-day Cy is still the "dainty Cyrus" and Tip Westover is in the city managing his end of the business. Successful? Yes, of course he is; and when only the other day a young fellow asked him where he got his start he looked at the questioner a minute and said, "Out of the swill barrel!" Richard Malcolm Strong.

A West Virginia man who recently died left his entire fortune of \$10,000 to be expended in the purchase of a lot and a monument for his grave. A wife and nine children were cut off with one dollar each. In case the courts should sustain such a selfish will and the monument should be erected as directed the inscription upon it should read: "Here lies the meanest man! May he never rise!"

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STRONG HOLD.
FLAT IRON.
SO-LO.

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

The Meat Market

One Man's Idea of an Ideal Smoke House.

In our ideal smoke house construction, the main object to be attained at the outset was economy in handling the goods. It was not believed that any material advantage would come to the meat in smoking, but in that way we were very agreeably surprised. In erecting the new building we started the basement at a distance of about four feet below the surface of the ground, eight rooms having a floor area of about 13x14 feet each, equaling 182 square feet, and the cellar having a height of nine feet; on this floor the fire was built. No covering was necessary over the fire.

The floor above was formed by using light iron I beams, having the centers about thirty inches. On these beams bars, not unlike grate bars for a boiler furnace, were laid, but lighter than the furnace grate. There were passage doors opening from one fire cellar to the other, which were closed by light iron doors, also openings into the yard for the taking in of wood; these were closed the same way with iron doors. The floor for receiving hams was about twelve feet high, the flooring being built in the same manner as the first floor, also four floors above, built as described for the first floor.

From the ceiling of the rooms was suspended a rail similar to that put into the refrigerators for the hanging of hogs. Necessarily the pattern of the hangers and rail must be stronger than that for cattle and for hogs, the weight to be carried from the rails equals about 1,000 pounds for every sixteen inches. The hams are usually soaked and trimmed in the cellar of the packing house, and it is necessary to use an elevator to bring them to the floor where they are to be smoked. From the trimming bench a rail is built running to the smoking rooms.

The hams are hung on a square frame, having a capacity for hanging about sixty hams at a time, and so hung that they can not touch each other in smoking, for if two hams come together in a smoke house a white spot will appear which is impossible to take off, and this injures the sale of the goods. As the hams, shoulders or sides are hung on these frames, they are run into a passage which acts as a drying room, and when they enter the smoke house, they do not need the heat for drying that is required when hams are taken from a box, truck or cart and hung direct in a smoke house.

Again, it was found that four men were sufficient to take the hams from the trimming bench, place them in the house, take them from the smoking room and deliver them to the shipping floor; or, making a saving of the labor of twelve men and four horses daily over the old process of hanging in our Kentucky smoke houses in the yard, or an item of \$6,300 annually.

It was found that there was no loss from the dropping of grease or fat to the floor; and at the end of a year's work the iron grating was clean; no dust nor dirt came in contact with the hams, and the bad features of handling hams were done away with. The result of smoking was uniform, no difference could be detected from any floor in the smoke house. The process of smoking went on continuously, as the work of removing hams from any floor could be done with ease, for pulling our sixteen frames

or 960 hams was the work of but one man, and that could be accomplished in about sixteen minutes, and the house reloaded again in about the same time.—Ice and Refrigeration.

Refrigerator Car Without Ice.

A new refrigerator car has been patented by J. Hommel and has been on exhibition in Los Angeles, Cal. It is claimed by the patentee with this car the use of ice will be done away with, and that it will be of great value to shippers wherever refrigeration is necessary. The car is surrounded with compartments which are to be filled with air of any desired temperature. The inside of the car is airtight. The temperature is held for days by means of a preparation composed largely of asbestos mixed with a compound that is a secret of the inventor. This compound adheres to the material of which the compartments are made, and will not come off or crack. The air used is first sterilized by heat and then cooled to any desired degree before being pumped into the car and its compartments. Experiments have been made which are said to have been entirely successful. Cheapness and efficiency and the safety of goods are claimed for this new device.—Cold Storage.

Packers Answer Blacklisting Charge.

The case of the Milwaukee, Wis., butcher who brought suit for \$10,000 damages against a packing company on the charge of blacklisting, moved a step nearer trial last week, when the packing company filed an answer. The packing company states that in January, 1901 in consequence of the butcher's failure to pay a bill of \$45.71, when it became due, the firm sent their representative a card to inform him that the butcher had failed to pay a valid account. Thereupon the person who was employed by the wholesale meat dealers to perform such services, sent each wholesale dealer who was a party to the arrangement a memorandum, indicating that the butcher was indebted to one of their number, whose name was not disclosed, in the sum mentioned.

Butcher Worked New Sawdust Game.

A fine specimen of the sneaking game commissioner was nicely taken in at his own game in Hartford, Conn., the other day. He went into a market and asked for quail—which it was not lawful to sell just then. The butcher had no quail, but suspected the man of being a spy. He went in the cooler and put some sawdust in a paper bag, and handed it to the commissioner. Thinking he had evidence in the bag, he made his identity known, and told the butcher he had violated the law. Then he opened the bag. What he said was unfit for publication. What is thought of the sneaking, spying gang that makes a living on fines collected is also best left to the imagination.

He Thought He Could.

A certain judge who is blessed with a tremendous lot of hair, which is generally in a state of wild disorder, was questioning a youthful witness to make sure that he comprehended the character and importance of the oath he was about to take.

"Boy," he said, in his severest and most magisterial manner, "do you feel sure that you could identify me after six months? Now, be careful. Think before you speak."

"Well, your honor," replied the boy, after a prolonged survey of the judge's portly figure and rugged features, "I ain't sure, but I think I could if you wasn't to comb your hair."

The Supreme Test.

Wigg—I never knew such a generous fellow as Bjones.

Wagg—That's right. The cigars he gives away are just as good as those he smokes himself.

Every Cake

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GRAND RAPIDS, MICHIGAN.

BOUR'S
COFFEES
MAKE BUSINESS

The Home of the Dutch Cheese.

I had been advised by a Dutch acquaintance to visit Alkmaar, and early on a bright Friday morning I entered the special market train at the Central Station at Amsterdam, and started on my journey. Alkmaar is the actual center of the cheese trade in North Holland, the greatest cheese-producing country in the world. Fully half the product of the entire province passes through the portals of the ancient city to be disposed of at its market place in the shadow of its famous Waaggebouw or scales-house. The melodious distant chimes from the Scales House spire announced the approaching end of the journey, and a glance from the carriage window presented an imposing view of the beautiful medieval town, with its outlying park and its score of ancient towers and steeples. My fellow passengers were, for the most part, Amsterdam and Haarlem cheese merchants, and a large procession of hacks and vehicles of every description were waiting them at the railway station, which is about a mile from the market-place.

The townsfolk seemed to have turned out en masse to greet the new comers. Besides pedestrians, the streets were filled with queerly draped wagons of antique pattern, driven by peasants in blouses and sabots. Some were accompanied by their wives, attired in the quaint head-dress and jewelry peculiar to North Holland. All these people were following the same direction as ourselves, and I learned that their vehicles contained the precious product they were "expecting" that day to turn into shining guilder pieces. Presently we turn a corner and the market appears in full view. Imagine an oblong space of ground of about an acre, covered with mounds of large golden spheres, resembling at a distance Florida oranges. In the narrow intermediate spaces stand rows of stolid sun-burned peasants and city cheese dealers, while all along the edge of the mass run the hired carriers in white duck suits and straw hats of variegated hues, groaning in couples under the weight of untold numbers of cheeses, which they transport on barrows of a bygone pattern. They are making extraordinary time for Dutch laborers, but an explanation of this anomaly is subsequently found in the fact that a reward awaits the couple who have disposed of the largest quantity of merchandise during the day.

We find, on consulting the town's records, that the "Waagrecht," or scale rights, were acquired by the municipality as early as 1651, by special Act of the States-Provincial, signed by William of Orange. In the following year the old Geethuis, or hospital, was purchased, and partly rebuilt and refitted as a municipal weighing-house. This is the building of to-day. The "Waagrecht" gave the town of Alkmaar the practical control of the cheese trade within a circumference of many miles, and albeit the product itself is better known abroad as cheese of Edam, the name of a rival center on the Zuyder Zee, Alkmaar has always held her own as the great mart of Holland. An idea of the proportions of her trade may be gleaned from the fact that considerably over 5,000,000 pounds of cheese have been weighed in the Waaggebouw in one year, this being the largest record for any town in the world.

Operations in the market-place are liveliest about noon time. On the stroke of the clock, the chimes burst forth in melody and fill the air with the

strains of some modern comic opera. Would-be sellers gather around their respective piles of the sticky, oily globes, awaiting the approach of intending purchasers. The method of ascertaining the quality of the wares is simple enough. The buyer takes up a cheese at random, prods it vigorously with his thumbs to test its consistency, and being satisfied with that, runs a long narrow scoop into its center and extracts a sample of cylindrical form. He either tastes the end or rubs it between his fingers, and then replaces the cylinder so neatly that the incision becomes imperceptible.

Now comes the bargaining, which, however, in view of the small fluctuation in the market prices of cheese, seldom lasts long, and an agreement being arrived at, the contracting parties clap hands three times with a peculiar swinging movement, and this concludes the sale. The buyer beckons to the carriers, whom he has engaged for the day, and the cheeses are at once piled on the barrows and carried to the weighing house. Each pair of scales weighs two barrows of cheeses at a time, and the average weight of a barrow is about 500 pounds. A weighing fee is, of course, chargeable according to weight. The cheeses are made in spheres of three sizes respectively of 4 lb., 8 lb., and 12 lb., and the best quality fetches about twenty guilders, or about thirty-five shillings per 100 lbs. Immediately after being weighed and marked off, the barrows are carried to the canal boats near by, and the cheeses are rolled one by one into the hold, through a wooden chute, to be transported to their various destinations. Before exportation they are given a coating of vegetable red,

and it is in this guise that they are known and recognized the world over.

I doubt whether at any other function the national characteristics of the Dutch peasant appear so plainly on the surface as on a market day of this kind. Even at the height of bargaining he preserves his phlegmatic demeanor; and not until his cheeses are sold and paid for, and he has repaired to the neighboring "tappery," or drinking saloon, where his wife is awaiting him, does he begin to unbend, under copious libations of gin bitters. The only real excitement I noticed during the entire day's proceedings was occasioned by the falling of a twelve-pound cheese into the canal. This casualty caused a rush of all hands to the water's edge, and I thought for a moment somebody was drowning. Poles, hooks, nets and prongs were produced, and there ensued a systematic "dragging" of the canal. The crowd watched this with almost anxious interest, not a suggestion of a smile on any face. Their earnestness finally aroused my mirth, and, turning to one of the onlookers, an elderly individual in a frock coat, I asked in as good Dutch as I could muster why so much fuss was being made over a paltry cheese.

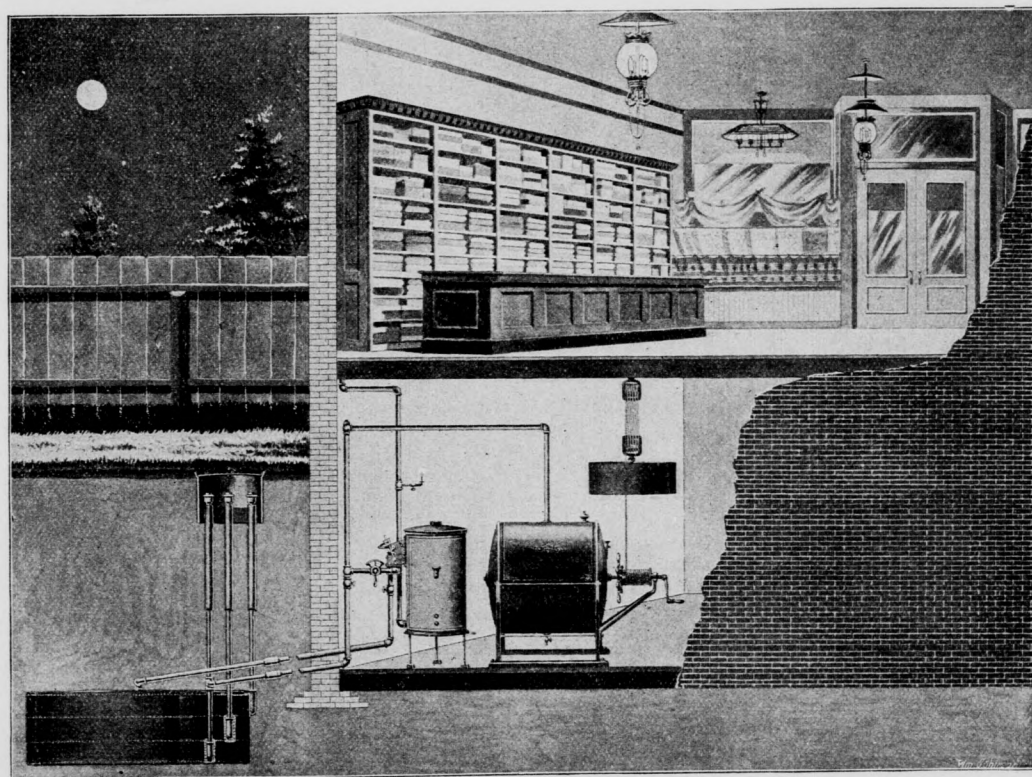
"Bliksem en Donder," was the reply in a tone of sharp rebuke, "weet niet dat het een waarde heeft van onderhalve gulden!" Which, freely translated, might mean: "Great guns, sir, don't you understand that it's worth over one and a half guilders!" (about half a crown). Realizing that I had been guilty of exhibiting an unseemly spirit of levity, I subsided into silent contemplation of the proceedings, which very soon after reached their climax.—V. Gribayedoff in the Royal Magazine.

The Baker's Business.

The calling of the baker—if we may be allowed to use the term calling—is essentially a double one. The baker is a maker of bread and a seller of bread as well. This double part which the baker plays or undertakes is one of great responsibility, because a baker, to be successful, must be doubly equipped for his business, but his equipment, more often than not, has to be struggled for and picked up by very irregular methods. Very little science or trade education fell to the lot of the old school of bakers; but that has been altered somewhat of late years by the good work which has been done by lectures, exhibitions, trade journals, etc. * * * A baker must be a good workman; and in the second place he must be a good business man, too. Whether the two qualifications are so nicely blended together as to leave nothing to be desired on either side, is an open question, which every baker must answer for himself. But, without a doubt on our part, we believe a great number of men in the trade have not reached the status of the ideal baker by a long way. The ideal baker and the ideal business man must be embodied in one if there is going to be permanent and lasting success; of that truth there can not possibly be two opinions. That a great number of men have reached and are approaching this ideal is taken for granted; every important trade gathering brings before us successful men, men whose success stands unchallenged, and further there is no mistaking these men when they do come to the front.—Bakers' Times.

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

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Butter and Eggs

Observations by a Gotham Egg Man.

There are tricks in all trades and the egg trade is no exception. But sometimes the efforts to indulge in them border on the ridiculous. Among these may be mentioned the attempt of certain nearby shippers to palm off refrigerator goods for fresh production. At this time of year there is always a scarcity of new laid eggs and when they can be found of perfectly reliable and uniform quality they command quite extreme prices. Some are received from State and Pennsylvania henneries for which very full rates are obtained in a special class of trade. These are shipped in small lots and command more than any general market quotations, but there are very few of them. Of late I have seen a good many small shipments of State and other nearby eggs, a few cases at a time, sent forward as being of the character described, but which are found to be nothing more than refrigerator eggs. They are evidently freshly packed and sent in such small lots so as to create the impression that they are what they pretend to be. But the attempt at deception is entirely futile. People who buy eggs in the wholesale market can tell the difference between fresh eggs and refrigerators and they do not buy eggs with their eyes shut. It is a useless attempt at smart practice.

Speaking of tricks I saw a peculiar case the other day. A receiver who got a small shipment of eggs from Illinois found one case full of hickory nuts below the top layer. The top layer contained eggs and the balance of the fillers were packed full of the nuts. The shipper when questioned about the matter said he knew nothing of it; he had sent the stock forward in the case just as he had received them, and had paid for the whole as eggs.

Several representatives of New York egg houses have lately returned from the West and, as usual, they have been inspired with rather bullish views of the egg situation. One who traveled over the Northwest reports very small receipts and some collectors almost out of business as far as fresh eggs are concerned. Another who visited Kentucky and Tennessee, whence we have recently been getting fair supplies, says that collectors there are getting no increase and that the quantity coming in is rather below last year at this time. He says Kentucky shippers claim prompt outlets on track to Southern markets, on the basis of 23c track. If this is so it is evident that we can not expect any considerable receipts from that section until conditions change but the fact that we are still receiving a good deal of Southern stock when our sales have been below a parity with the price mentioned indicates that the reports of other outlets on so high a basis may be somewhat exaggerated.

The sentiment of the trade in regard to refrigerator eggs has become more generally confident of late. Certainly the reduction of stock is going on at a very satisfactory rate in all the large storage centers. The interior West and Northwest are producing very little fresh stock, the smaller cities and towns are drawing upon the Western holdings of refrigerators, and stock is even going from Chicago down into the Southwest. It will be at least three weeks before

any increase in supplies of fresh can be looked for and it may be longer. In the meantime, if the present rate of decrease is maintained it looks as if the remaining lots will not be too great to carry into the late winter with reasonable safety. On fresh goods we must look for fluctuating markets from now on, but for refrigerators the immediate outlook is certainly very favorable.—N. Y. Produce Review.

Shrinkage Due to Use of Improper Coops.

Some shippers of live poultry do not give the coops used in shipping their stock enough attention and the result is a heavy shrinkage. The steady or regular shippers realize the importance of using coops of proper size, but many of the smaller shippers do not seem to think it makes much difference. Western shippers usually use what is known as the "long coop" and Southern shippers use "short coops." The long coop is 6 feet long and the short coop 4 feet long, and the width of both is 3 feet. Coops for all descriptions of poultry should be this length and width, but the height varies for the different kinds and is of much importance in keeping the stock in healthy condition in transit. Fowl coops should be 12 inches high; turkey coops 17 to 18 inches high; geese coops 14 inches high; duck coops 12 inches high, the same as fowls; rooster coops 14 inches high, the same as geese, and chicken coops 8 to 10 inches high. Some Southern shippers use coops only 8 inches high for young chickens, but these are objected to as they are only suitable for very small chickens, and as coops are generally used several times over, the chickens put in after the first time are too large for the coops. Often geese and old roosters are shipped in coops made for fowls, and even turkeys sometimes come along in such low coops that they can not stand up straight, and they arrive so weak and feverish that they are entirely unfit for food and can not be disposed of except to the cheapest buyers at low prices. Ducks and geese are often shipped together, or the geese in duck or fowl coops, and the result is the same as with turkeys. The expense of making new coops or buying them for grades of poultry not suitable for the coops a shipper may have on hand should not be considered, as it will be more than made up by the prices realized; and it is not unusual for stock from a long distance to lose 25 per cent. or more when shipped in coops too small. But even from a short distance coops below the standard in height should not be used. Crowding the coops is another evil which should never be practiced. It is impossible to give an exact number of fowls to put in a coop, as it depends on the weather. When warm they should be packed loosely, so that sufficient air can be had, and when cold they can be packed more snugly with safety, and, in fact, it is even better for the fowls. However, judgment should be used in order to keep the shrinkage low, and this should be the aim of all shippers.

Needs No Other Weapon.

From the Indianapolis News.

Webb Gustin, a fruit tree agent, went hunting yesterday and got on a farm that was posted. The owner, in a rage caught him. Webb pacified him with a funny story, to the extent that the farmer invited him to dinner and before he left, at 1 o'clock, Gustin had sold him a \$100 bill of fruit trees.

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

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CAN OR BULK.

F. J. DETTENTHALER, Grand Rapids, Mich.

POTATOES

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

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

Long Distance Telephones—Citizens 2417
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Opposite Union Depot

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

THE VINKEMULDER COMPANY,

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BEANS, POP CORN,
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ALFRED J. BROWN SEED CO.,
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BUY BEANS, CLOVER SEED, FIELD

PEAS, POTATOES, ONIONS.

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

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

==Parchment Paper for Roll Butter==

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Successor to C. H. Libby,

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Consignments solicited. Reference, State Bank of Michigan. Both phones, 1300.

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

The New York Market

Special Features of the Grocery and Produce Trades.
Special Correspondence.

New York, Nov. 29.—Rio coffee No. 7 is worth 6½c. This is in cargo lots and is a slight advance over the figure prevailing a few days previously. The market is about steady. Advices of rather a dismal character continue to be received regarding the prospects of the future crops and the situation at the moment rather favors the seller. Sales are not especially of large lots, but there is a steady stream of small requirements and altogether the outlook shows improvement over recent months. In store and afloat the amount aggregates 2,352,217 bags, against 1,356,214 bags at the same time last year. Mild sorts are decidedly quiet, neither roasters nor jobbers showing much inclination to invest beyond current wants. Good Cucuta is worth 9c, which is some advance on a week ago. Thursday being a holiday and Saturday a short day, the latter half of the week has been so broken that it can hardly be said to be an average one.

There is a fairly satisfactory volume of business being transacted in sugar and some jobbers seem to think it advisable to make quite free purchases, while others, more conservative, are content to wait for future developments. Prices have been guaranteed to date of arrival and quotations have shown no change.

Pingsueys and country green teas continue to attract most attention and, while the volume of trade generally is not extremely active, there is a decidedly better feeling and strength is being constantly added to the tone of the market.

Rice jobbers report a fair trade and the situation is not at all discouraging. Prices are well sustained, supplies are not overabundant and the outlook for at least the remainder of the year is encouraging. Prime to choice Southern, 5@5½c.

Spices are unchanged, with the exception of pimento, which has advanced, owing to short crops, 6½c now being the prevailing rate for invoices.

There is a fair trade in canned goods and the outlook is in favor of the seller in almost everything unless it be salmon, of which there is an abundant supply. It is now thought that the tomato pack will be at least 2,000,000 cases short of last year and that season was behind the previous one, so that before another supply comes forward "tomatoes will be tomatoes." Jersey 3s are still held at \$1.20 and 2s at 90c at factory. Offerings of corn are more liberal and indeed the supply may be called abundant. At the factory, New York State can be had at 70c, and at this figure some Maine corn has been sold here, although the general asking price is 2½c more. Apples are wanted and are hard to find in sufficient quantity to go around. Gallons are selling at the canneries up-State at a figure equivalent to \$3.15 here.

The holiday trade in dried fruits is in full tide and almost every article in the dried fruit line is selling freely at full prices. Currants have been in quite free receipt, and the supply that in ordinary years would be all that could possibly be assimilated by the market are now taken without a murmur and the cry is still for more. Pacific Coast fruits are doing well and prices are firm at late prevailing basis. Evaporated apples are selling at well-sustained prices and the only trouble is that of the better sort there is a decided scarcity.

Oranges are selling in a "delightful" manner and the market seems to be well cleaned up. Floridas are worth to \$3.50

per box with an average of about \$3. Californias are not in evidence to any great extent, although they are coming more freely all the time. Bananas are unchanged. Lemons are moving in an average manner and prices are without perceptible change.

Beans are selling in a most satisfactory manner for the man who sells. Choice marrows have touched \$2.30—a higher point than for a long time; choice medium, \$2@2.05; choice pea, \$2@2.05.

November has show a steady gain in strength in molasses and the close is about 2c higher than the beginning. The demand is excellent and the market is favoring seller in all grades.

The butter supply is fairly large and we have had no appreciable advance in quotations during the week. At the close 25½c seems to be the prevailing rate, and in some cases perhaps ¼c more has been obtained for best Western creamery. Seconds to firsts, 20@22½c; imitation creamery, 15½@18½c; factory, 14@15c, the latter for fancy.

There is hardly anything doing in cheese. Prices are without change. For full cream small size New York colored, 10¾c is the prevailing rate; large size, 10c.

The supply of really desirable eggs is light and prices have advanced to a figure that compels the consumer to use grades that are rated as other than strictly fresh. For such the demand is active and the market is well sold up. Regular pack of Western, 24@27c.

Why John Laughed.

"I don't know what is coming to us," sighed Mrs. Jones as she handed the paper over to her husband. "I'm sure things are bad enough already."

"Why, what's the matter now, my dear?" murmured John with a mouthful of muffin.

"Matter, indeed," snorted Mrs. Jones. "Just like you men. Haven't the poor rate, water, and other rates all been increased, and now the papers say the birth rate is going up. They ought to—now, John, what are you laughing at?"

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

Wholesale Price List Pure Michigan Maple Sugar and Syrup

Pure Maple Sugar

1 pound cakes.....8c a pound
5 ounce cakes, to retail at 5c.....9c a pound

Pure Maple Syrup

1 gallon cans, one-half dozen in case.....75c a gallon
½ gallon cans, one dozen in case.....80c a gallon
1-5 gallon bottles, one dozen in case.....\$2.40 a doz.
½ pint bottles, two dozen in case.....90c a doz.
Barrels.....70c a gallon

These prices are f. o. b. Grand Rapids to dealers only.

We guarantee our Sugar and Syrup to be free from adulteration and of an excellent flavor. Orders promptly filled. If you want to buy or sell choice dairy BUTTER, if you want to buy or sell EGGS get our prices.

STROUP & CARMER,

GRAND RAPIDS, MICH.

W. C. TOWNSEND,

Wholesale

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

References: Columbia National Bank, Dun's and Bradstreet's Commercial Agencies.

84-86 W. Market St., Buffalo, N. Y.
Elk Street Market.

Geo. H. Reifsnider & Co.

Commission Merchants

and Wholesale Dealers in

Fancy Creamery Butter, Eggs, Cheese
321 Greenwich Street, New York

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

When you are in the market for

Oranges, Lemons, Cranberries, Almeria Grapes,
Figs, Dates, Nuts, Etc.

Write or wire

E. E. HEWITT

No. 9 North Ionia St.

GRAND RAPIDS.

R. HIRT, JR.

34 and 36 Market Street, Detroit, Mich.

FRUITS AND PRODUCE

Write for Quotations

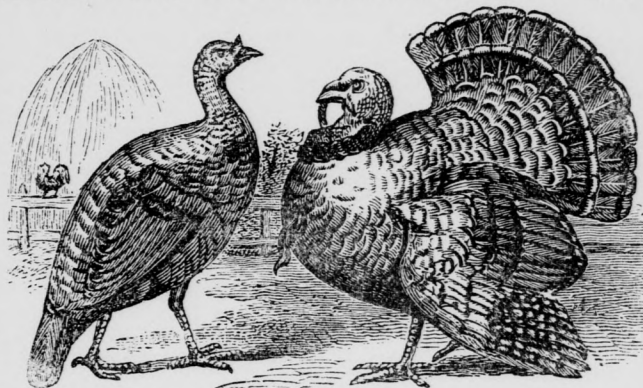
References—City Savings Bank, Commercial Agencies

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



Unsurpassed service, promptness, responsibility, experience. Unexcelled poultry trade. Refer to old shippers or Third National Bank, Buffalo.

Batterson & Co.,

Poultry Men 33 Years

92 Michigan St.,

Buffalo, N. Y.

Four Kinds of Coupon Books

are manufactured by us and all sold on the same basis, irrespective of size, shape or denomination. Free samples on application.

TRADESMAN COMPANY, Grand Rapids, Mich.

WE WANT MORE GOOD POULTRY SHIPPERS

We buy live stock every day in the week. WRITE US.

F. J. SCHAFFER & CO., DETROIT, MICH.

Write for reference or ask Michigan Tradesman,

Eastern Market.

Woman's World

Woman and Telephone Make a Bad Combination.

There are a good many doubtful blessings in this world, and to my mind the greatest of these is the telephone. I know all about how convenient it is and how many steps it saves and how nice it is to be able to order things up from the stores without the trouble of making a trip downtown after them.

And I also know that a telephone in the house just about doubles your bills. It is too dead easy to get things. It does not give us time to cool off and consider whether we need them before we order them in, and a woman, at least, if she does not buy a thing when she first thinks she wants it, is apt not to buy it at all. As a first aid to extravagance the telephone has no earthly rival. It lands more people in the bankrupt court every year than poker and whisky and horse races combined.

Then it destroys the last remaining vestige of the privacy of home. There was a time when you could lock the front door and draw down the blinds and let down your back hair and, with a good novel, sit down secure that you had barred out friends and foes and could enjoy a restful hour or two. Alas, no sooner, now, do you get to the exciting part of your story when Geraldine is about to throw herself into the arms of the fascinating Adolphus, when "ting-a-ling-ling" goes the telephone bell. You dare not refuse to answer it. It may be your mother has been taken sick or your husband wants his notebook or your broker wants to buy or sell your stocks, but it is sure to be some deadly bore who has taken that way to find out whether you are at home so she can come and inflict three hours of her company upon you. Without the telephone you could have escaped by means of a polite fib, but as it is you are caught like a rat in a trap. Or, perhaps, you sit down to do some work that requires every bit of the concentration of thought of which you are capable. "Ting-a-ling-ling" goes the telephone bell. Everybody you know calls you up to ask a trivial question or tells you something you do not want to know and worries and harasses you until you feel that the telephone is the demon in the box of the old fairy tale.

The worst feature of the affair, however, is the demoralizing effect a telephone has on young girls. If I had daughters I would no more have a telephone in the house than I would give a baby a Gatling gun to cut its teeth on. The opportunities it gives a girl to make a fool of herself are practically unlimited and, sad to say, not one girl in a hundred resists the temptation.

The silly conversation of an addled girl and boy is bad enough at best when it is carried on at close range, but when it is strung out over miles and is audible to anybody on the wire who happens to be listening, it passes silliness and becomes a crime. Within the past few weeks it has been my awful fate to listen daily to a conversation that runs like this:

"Hello, Central! Give me—No, blanky blank. (Wait of about two minutes.) Hello, is that Jones & Smythe's? Yes? Well, I wish to speak to Mr. De Snooks. (Another wait of four or five minutes.) Hello! Is that you, Pet? Yes, this is your darling little Polly Wog. What are you doing? I thought I'd just call you up and see if

you got home safe last night. Say, Mame Brown is just dead gone on you. Honest, now. Says you make her think of James Hackett—you have got such intense eyes. Say, sweetheart, do you have to stay in that horrid old office all day? I don't believe you love me or you would get off. Say, Jem Graham was here this morning. He says he believes I am an awful flirt. He's awful swell, isn't he? Used to play on the Harvard football team and he knows a lot of actors and has got a picture of herself that Julia Marlowe gave him. Say, darling, you don't love anybody but your little Ducky Daddle, and never will, will you? What's that? The boss is calling you? Well, by-by. Can you get this kiss over the wire. By-by now, I'll call you up again this afternoon."

And she does, worse luck.

And that girl has a mother. And she is not the only girl who says things over the telephone that make every sensible woman blush for her sex. There are others and, incredible as it seems, they have mothers who hear them talking such drivel and do not stop it. Nobody expects a young girl to have discretion and judgment or to realize the disgusting and ridiculous attitude she puts herself in, carrying on such a conversation, but heaven alone knows what the mothers are thinking of not to muzzle their daughters every time they go near the telephone.

As for the young men, they are hapless victims of the girl with the telephone habit. I have personally known of three young men whose careers were practically ruined and who were discharged from good positions, because their work was constantly interrupted by calls to go to the telephone box to talk to some fool girl who had called them up. The hard headed business men who were their employers cynically remarked that they did not need conversationalists in their business, and discharged the young men for what was the girls' fault.

If girls could hear what young men say about them and the cold fury a man is in when some idiotic miss calls him up, they would commit such an offense but once. Every young man knows that nothing "queers" him in the estimation of his firm like having a "telephone mash," and he has a holy horror of the girl who does it.

It would seem that a woman and a telephone always make a bad combination and one that leads to trouble anyway. One of the developments of the system which everybody has exploited as likely to bring sweetness and light into barren places was the country telephone. It was to connect farm houses and remove the isolation of rural life and promote sociability and generally make the wilderness to blossom as the rose with cheerfulness and conviviality.

The system was put into vogue in various parts of the country, and the returns from one company, at least, are far from satisfactory. This line was located in Indiana and it has resulted in a general mix-up that threatens bloodshed. The farmers' wives, it seems, are just as fond of discussing each other's affairs as other women. So it became the custom for one to call up a neighbor to say something intended for that neighbor alone, but which was invariably listened to by all the gossips on the route. Frequently the woman under discussion was on a party line, and the remarks thus heard by eavesdroppers set their souls on fire. Husbands, big brothers and sons were ap-

A BUCKWHEAT FLOUR

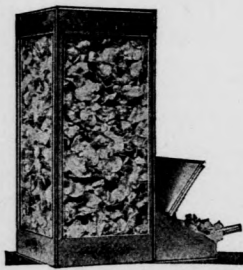
MILLED AS WE MILL IT, CONTAINS NONE OF THE POISON OF EITHER HULL. IT IS THEREFORE

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.

This
is the way
the
business
grows
**Kennedy's
Oysterettes**
**Kennedy's
Oysterettes**
**Kennedy's
Oysterettes**
NATIONAL BISCUIT COMPANY



A Show Case

just like cut, with 10 pounds net

Red Seal Brand Saratoga Chips

(which retail at 30 cents a pound) for the very small sum of \$3.00 is an offer not often made. It's a good business proposition for you, and will in time pay me. I make the finest Saratoga Chips. I know how. They are shipped the day we make them. You get clean fresh goods. Your customers will buy my chips, pay you a profit and we'll both be happy.

Send along your order for a show case and the 10 pounds of chips. I make no money on this deal. I'll take my chances on your future orders. I know you're going to want a box, a keg or a barrel. I'll get your order direct or through a jobber, and that's where I come in.

J. W. MEYER

127 East Indiana Street, Chicago, Ill.

pealed to all around and a lively controversy is in progress. Neighbors have become enemies, and the stock in the Farmers' Telephone Co. is a drug on the market.

* * *

An ordinance regulating the length of women's dress has been introduced into the city council of Bayonne, N. J., and there is every prospect that it will pass and become a law. Of course it has stirred up a regular hornet's nest of protest among the women, who say they would just like to see any mere man dictating to them about what they shall wear. So there, now! But Health Commissioner Meigs, who is the father of the bill, stands by his guns and says the law will not only be passed, but enforced.

The short skirt has the best of the argument, so far as hygienic reasons are concerned. It is not pleasant to think that a long skirt is nothing more than a microbe catcher and that when you return from a stroll you may be carrying home the germs of influenza and typhoid fever and consumption and a few more deadly complaints to your family, and, as a matter of fact, the short skirt is so much the vogue for all business or shopping gowns that a long dress on the street does not look smart any more.

That, however, is a mere detail. What concerns woman is the fact that in attempting to dictate to her about her clothes man is striking at the dearest privilege of the feminine sex, which has been to adorn itself according to its own sweet will. Although she constitutes one-half of the population of the earth, woman has no say in deciding the destiny or forming the policy of the country in which she lives. She has no voice in making the laws that govern her. Her one sole, solitary right has been to make her own fashions, and if she is robbed of that she is poor indeed.

If the law is passed and enforced, it offers endless fields of speculation as to future legislation. There is no reason why it should stop at the length of a skirt, and woman's whole wardrobe may be revised and made over according to law. What is to hinder a man with a scrawny wife getting a bill passed against décolleté dresses? Who can answer for the vagaries of the anti-corset crank? Who can prophesy when it will not be required of us to wear red flannel because some hygienic old granny of a councilman has rheumatism? Worse still, if a man can regulate the length of our skirts, what is to prevent his putting a money limit on the price?

The prospect opened up is full of gloom. What with the aggravation of dressmakers who ruin your goods and spoil your temper, life is full enough of trouble. When the sad day arrives when we shall have to consult the health ordinances, as well as the Paris fashion plates, before we can order a gown, existence will be so full of snags we shall all be anxious to become angels with a nice set of pin feathers.

Dorothy Dix.

A cold-blooded scientist has just administered a death blow to the traditional belief in "the blue Danube." He watched the big river for a whole year, giving to his studies an hour every morning. The result of these observations was that he found the water to be brown eleven times; yellow, forty-six; dark green, fifty-nine; light green, forty-five; grass green, twenty-five; greenish gray, sixty-nine; other shades of green, 110, and that it never had anything like the hue with which it is credited by the bards.

"Do It Now's" for the Dealer.

What short phrase can be of more importance in the saving of money and trouble in the career of the ordinary business man than the one, "Do It Now?" Is there any merchant who, as he reads this phrase, can not recall to his memory numerous incidents that occurred where money could have been saved if he had taken the prompt action implied in our subject? I think not. Therefore, it is not out of place for me to give a few suggestions where prompt action could be used to advantage, so that those who read may learn.

If your stock of a certain article is running low and you think it time to order more, do not wait until the last package has been sold and another customer in the store for the same article that must be dismissed with the phrase, "Just out." Do not delay until such time, I say, but send your order and "Do It Now."

Some line of goods you purchased may not meet with the approval of your customers, and therefore it remains upon your shelves. You think it time it should be placed upon the bargain table to be turned into ready cash. Do not put off this necessary action until the goods become unsalable—turn your thoughts into actions and "Do It Now."

When you receive a telephone order, do not proceed to wait on the other cus-

tomers before entering the phone order, but "Do It Now."

If your window display has been greeting the eye of the public for the preceding three or four months or more, and you think a change would do it good, do not delay; follow up your thoughts and "Do It Now."

When a customer in haste gives you an order at the door, do not trust to your memory to remind you of that order at your leisure, but make a memo of it, and "Do It Now."

If a shipment of goods arrives, do not leave the checking of weights and numbers of parcels until to-morrow, but "Do It Now." Short weights and breakages must have immediate attention if allowances are desired.

If you advertise in the daily newspaper to obtain best results, change your advertisement every day. Do not let the same copy appear from day to day until several weeks are past. Consider the possibilities of extra business from changing an advertisement and "Do It Now."

If a draft from your wholesaler is presented, do not think it nerve on his part, asking for your acceptance; but if you can possibly fulfill the requirements of the draft, accept it, and "Do It Now."

If a note soon falls due for which you have not sufficient funds on hand at

present to meet its requirements, do not delay making preparations to fulfill your obligations. Make a start to collect some of the outstanding accounts, and "Do It Now."

If your delivery system fails to get customers' goods to their homes at the promised time, which causes customers to complain, do not wait until your complaining customers are dealing at the place across the way before making the necessary change, "Do It Now."

Do not let unscrupulous travelers, by holding out tempting offers, persuade you to overload yourself with slow selling merchandise. The chief evil arising from overstocking, financial embarrassment, may, perchance, overtake you. Make up your mind once and for all that you will only buy in quantities to suit your trade, and "Do It Now."

To make a success of your business do not know too many of your neighbors' business methods; for in condemning these to your customers, you but give your neighbor a free advertisement. Make up your mind to know only your own business, and "Do It Now."

Extra Accommodating.

"Do you guarantee this goods not to fade?"

"Absolutely! And if it does we will sell you new goods to match the changed color."

The President of the United States of America,

To

HENRY KOCH, your clerks, attorneys, agents, salesmen and workmen, and all claiming or holding through or under you,

GREETING:

Whereas, it has been represented to us in our Circuit Court of the United States for the District of

New Jersey, in the Third Circuit, on the part of the ENOCH MORGAN'S SONS COMPANY, Complainant, that it has lately exhibited its said Bill of Complaint in our said Circuit Court of the United States for the District of New Jersey, against you, the said HENRY KOCH, Defendant, to be relieved touching the matters therein complained of, and that the said

ENOCH MORGAN'S SONS COMPANY,

Complainant, is entitled to the exclusive use of the designation "SAPOLIO" as a trade-mark for scouring soap.

Now, Therefore, we do strictly command and perpetually enjoin you, the said HENRY

KOCH, your clerks, attorneys, agents, salesmen and workmen, and all claiming or holding through or under you, under the pains and penalties which may fall upon you and each of you in case of disobedience, that you do absolutely desist and refrain from in any manner unlawfully using the word "SAPOLIO," or any word or words substantially similar thereto in sound or appearance, in connection with the manufacture or sale of any scouring soap not made or produced by or for the Complainant, and from directly, or indirectly,

By word of mouth or otherwise, selling or delivering as "SAPOLIO," or when "SAPOLIO" is asked for,

that which is not Complainant's said manufacture, and from in any way using the word "SAPOLIO" in any false or misleading manner.

Witness,

The honorable MELVILLE W. FULLER, Chief Justice of the Supreme Court of the United States of America, at the City of Trenton, in said District of New Jersey, this 16th day of December, in the year of our Lord, one thousand, eight hundred and ninety-two.

[SEAL]

[SIGNED]

S. D. OLIPHANT,

Clerk

ROWLAND COX,

Complainant's Solicitor.

Hardware

The Farmer as a Factor.

Two large factors in the increasing iron trade in this country are the agricultural implement industry and railroad supplies for construction, operation and maintenance, and the fact is not to be overlooked that the railroad prosperity of the country depends largely upon the agricultural prosperity of the contributing territory, so that, ultimately, more than is often recognized and acknowledged, the general prosperity of the working classes goes back behind immediate apparent causes, and finds the conditions that produce abundant harvests and develop the fertility of the soil.

The manufacturer is a producer, so also is the farmer; the manufacturer makes for the farmer his implements for cultivation of soil and harvesting crops, and in so far as he does this he is a farm laborer. The railroads carry the product of the farms to distant markets, and they, too, serve the farmer and are helpers toward his prosperity.

And both manufacturers and the railroads employ millions of people who depend upon the farm products for sustenance, and pay from their wages toward the prosperity and rewards of the farmer. Primarily prosperity is a question of food and raiment. We all go back to the earth for these supplies and to so great an extent do we do this, so constantly and so universally, that we speak of King Cotton and King Corn and sometimes of cattle kings, because we are dependent absolutely on what these terms stand for.

More now than ever before do the business interests of the country dovetail one with another, and more now than ever before does an injury that affects one affect them all.—Providence Telegram.

Forty Per Cent. Reduction in the Price of Window Glass.

The market on window glass has declined 40 per cent. and is now as low comparatively as it was a year ago at this time, and domestic glass is on a much lower basis than foreign made, eliminating the competition of imported glass entirely from the United States. On the present basis manufacturers claim they are selling glass at exactly cost, otherwise the price would have been on as low a basis as a year ago. Cost of production, however, has increased about 10 per cent. during the year, owing to the higher price of lumber, of labor and of materials from which glass is manufactured. The basis of present prices is about 10 per cent. higher, to cover the increased cost of production.

The radical decline in the price of window glass was not wholly unexpected. In spite of the fact that jobbers' stocks were at a low point, glass has been on an easy basis ever since the first of the month and prices a fortnight ago were irregular and easy. The present decline is attributed to the fact that during the year a number of persons have engaged in the building of pots and factories in a small way, attracted by the fact that glass afforded a reasonable profit to manufacturers, due to the control of the situation. These factories and pots representing a very small proportion of the production of the country, have gone into operation this fall for the first time and have put a small quantity of new glass on the market. In order to effect sales, the manufacturers have cut prices to the jobbers, and the situation has been somewhat demoralized although not to any very serious extent.

Officials of the American Window Glass Company have labored with these independent manufacturers and have

endeavored to bring them in line on the price proposition, but such efforts were futile and the American Window Glass Company and the Associated Independents determined to adopt measures that would bring about an understanding in the future, if possible. It is impossible to predict how long the present low prices will continue, but it may be for some time.

Small sizes of glass—those included in the first three brackets—are at present selling 10 per cent. below what it costs to import similar sizes from Europe, while the larger sizes, all over the first three brackets, are selling 5 per cent. below imported glass in the same sizes. No change has been made in the list price of glass, but the discount has been greatly increased, thereby reducing the price to the trade.

Demand for window glass during the past fortnight has been very heavy in this section of the country, owing to the rush to secure supplies to enclose buildings before winter weather commenced. As a result, jobbers generally have little stock on hand. It is understood that Forman, Ford & Co., the largest exclusive glass jobbing house in the Northwest, have a stock 7,000 boxes less than the lowest stock they have carried at any time during the past ten years, and stocks with other jobbers are probably materially reduced. Retailers generally have low stocks, so that the recent decline will not cause loss to the trade to any important extent so far as can be learned.

Plate glass has also been reduced to a small extent—the reduction amounting to about 10 per cent.—and domestic made can be sold on the present market much below the price that imported can be brought into this country and sold for to the trade. Practically the present market conditions will cut off the sale of both imported plate and window glass in the United States, and will also eliminate competition from this direction, which had come to be a factor in the situation.

Aphorisms From Emerson.

Man is the image of God; why run after a ghost or a dream?

My creed is very simple—that goodness is the only reality.

Men are respectable only as they respect.

Nature hates monopolies and exceptions.

Nature loves analogies, but not repetitions.

Never mind the ridicule, never mind the defeat; up again, old heart!

No aristocrat, no prince born to the purple, can begin to compare with the self-respect of the saint.

No man ever stated his griefs as lightly as he might.

Obedience alone gives the right to command.

Omit the negative propositions; nerve us with incessant affirmations.

Prayer is the contemplation of the facts of life from the highest point of view.

Prosperity and pound cake are for very young gentlemen, whom such things content.

Put God in your debt; every stroke shall be repaid.

Rectitude is a perpetual victory.

Self-trust is the essence of heroism.

To be great is to be misunderstood.

Sincere and happy conversation doubles our powers.

The false prudence which dotes on health and wealth is the butt and meriment of heroism.

The beautiful rests on the foundations of the necessary.

The condition which high friendship demands is the ability to do without it.

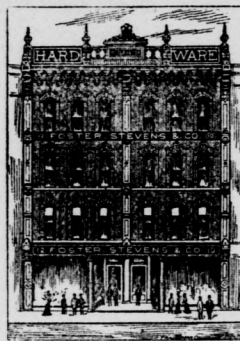
The disease with which the human mind now labors is want of faith.

The essence of greatness is the perception that virtue is enough; poverty is its ornament.

The good spirit of our life has no heaven which is the price of rashness.

The great are not tender about being obscured, despised, insulted.

Do not rest satisfied in the belief that you control the trade and that it is sure to remain with you without effort.



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

Foster, Stevens & Co.,

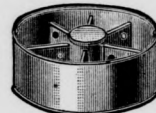
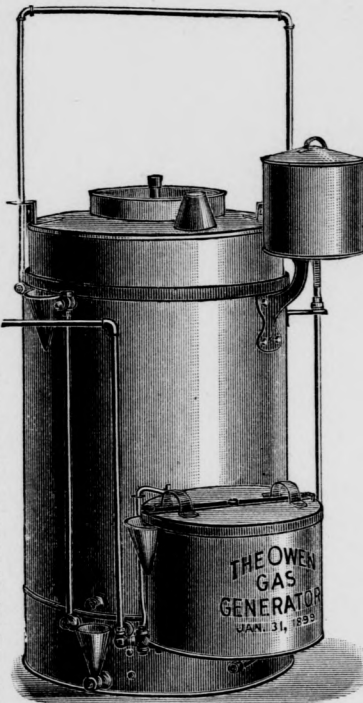
31, 33, 35, 37, 39 Louis St.

10 & 12 Monroe St.

Grand Rapids, Mich.

Owen Acetylene Gas Generator

New Improved 1901 Model



Nearly 300 in use in Michigan.

1901 the banner year of its existence.

White Cloud, Mich.,
March 15, 1901.

G. F. Owen, Grand Rapids.

Dear Sir: I have used your Gas Machine about two years and a half with good satisfaction. It has never failed to give as clear, bright and steady light as I ever saw.

Yours respectfully,

J. C. Townsend.

Send for booklet on Acetylene Lighting.

Geo. F. Owen

Manufacturer,
Grand Rapids, Michigan

THE FIGHT

FOR THE

mighty Dollar

Calls for the keenest human intelligence and most persistent energy. Those who would have any certainty of winning must be thoroughly educated in business science; those lacking this must struggle against great odds, suffer much loss through ignorant blundering, with the constant danger of disastrous failure.

EDUCATE FOR SUCCESS—It is advisable for every young man and woman to acquire a business education; it is the duty of every parent to see that each son and daughter is instructed in business methods, by taking a course of study at the leading business training institution of America. Call for elegant catalogue.

DETROIT BUSINESS UNIVERSITY

11, 13, 15, 17, 19 Wilcox St., Detroit, Michigan

Business Lost Through Discourtesy of Clerks.

A few days ago our observer called at a department store known throughout the length and breadth of the country for wide and continued advertising, supported by modern and effective merchandising methods. In quest of shoes he entered the shoe department, and, after some delay, was waited upon by a clerk who listened indifferently to the story of his needs. After showing in a sulky and insolent manner, some unsuitable shoes, this clerk remarked to the observer (his customer), "What kind of shoes do you imagine you want, anyway?" He did not make a sale. It is probable that such a clerk would spoil many sales. Every sale he so spoiled meant an annoyed and disgusted customer lost to the store, and filled with resentment, which, on occasion, he would not fail to voice. Many such living advertisements would do much to damage the effect of the elaborate and clever advertisements, of the splendid store, filled with choice goods, of the thousand and one devices which large concerns employ to retain old patrons and to bring fresh customers into the store. A business must be ever on the increase. A customer's first visit proving successful and agreeable, may result in permanent patronage. It is comparatively easy to keep business when once it is acquired.

It would seem to be a matter of disagreeable speculation for merchants how much of this possible increase, how much, indeed, of their old trade, is daily lost through the discourtesy and lack of interest shown to customers by the employees of the store. Of course, it is admittedly difficult for store managers to discover and correct abuses of this nature, as few customers so treated ever complain. It is only in stores where the clerks are paid so well as to make their positions well worthy of retention that ill-bred and unprofitable (for the store) manners are seldom noticeable. It might be considered whether a store paying especially generous salaries, and so procuring only the most desirable help would not find the interested courtesy and patience of such well-paid workers an advertisement which would be widely discussed and appreciated by the shopping public. Would it not pay to advertise just a little less and to rely on good-natured and willing clerks, who, being well paid, are interested in good sales, good manners and the retention of good situations?

* * *

In these days the popularity and value of street car advertising is readily conceded. No one who has clung to a car strap for the better part of an hour can deny that the row of varied and beautifully illustrated advertisements has been the object of much attention on his part. Even when sitting comfortably one's attention is often attracted by an advertisement which might not otherwise, and in another place, have been noticed.

Some of these advertisements stick in the memory, and the observer, when at any time in need of the article advertised, may be guided by recollection, or by a dim consciousness of having heard or seen such an article favorably mentioned, in making a purchase. The suggestion of a salesman often arouses the recollection of some half-forgotten advertisement or of its subject matter.

The advertising value of cards stuck in the roofs of street cars being so

universally admitted, might it not be that advertisements displayed on the roofs of these cars would have considerable advertising force? Persons residing in uptown houses and apartments are addicted to gazing out of windows in pleasant weather, and especially is this so when their residences are situated somewhere on the route of a line of street cars which, in their rapid movements to and fro, have an indefinable fascination for spectators.

Down town, too, many business offices look out on the street, and there are moments when the attention of the busiest of business men is turned to the scene below. Would not bold and brief posters, displayed on car roofs in such a way that they could be easily read from the buildings on either side of the street, be advantageous to advertisers? The posters could be pasted on a wooden frame inserted between two slides and secured by a pin at either end.

Already the wagon tops of certain establishments advertise their firm's business to persons observing them from above. If this advertisement is of any worth, why should not car roof advertisements be of worth? The first advertisers to use this method will find it most valuable.—Apparel Gazette.

Fruit Jar Combine Has Closed Out Business.

Advises received from Marion, Indiana, are to the effect that the Fruit Jar Combination had discontinued business, and in the future prices will be made by manufacturers working independently. A big price war is expected as a result of this action, and values may go much lower than they have been for the past two years. When the Fruit Jar Combination was first organized it had practical control of the situation and prices were put up way beyond the point they were previous to that time. This caused considerable annoyance to jobbers, as they were obliged to pay much higher prices for their goods and retailers objected strongly to buying at these higher figures. However, every one in the fruit jar trade was practically dominated by the combination and both jobbers and retailers were powerless.

In the future all fruit jar manufacturers will sell their product regardless of what other manufacturers charge and this will result in the liveliest kind of trade competition.

The present break in the combination scheme is due to the fact that independent manufacturers have freely invaded the fruit jar field during the past season and have cut prices to get trade to such an extent that the production of the combination was not fully absorbed.

J. L. McCulloch, President of the Marion Fruit Jar & Bottle Co., at Marion, Indiana, in a recent interview discussing the troubles of the combination, said:

For the last two seasons fruit jar manufacturers have sold their entire product through one selling agency. The scheme is a practical one if it were possible to fix an equitable ratio of interest between the different firms, but this could not be done.

Under the selling agency arrangement too many manufacturers in other lines of glassware had begun to enter the fruit jar field. This was already having the effect of disrupting the favorable market conditions.

From now on each manufacturer will sell his own product at whatever price he thinks best.

Southern California's Great Crop of Celery.
From the Pacific Fruit World.

The celery industry is booming. There is probably no prettier sight in all Southern California to-day than the large celery fields in the peatlands, where this succulent vegetable is now to be seen at its best. Last season's shipments footed up a little over 1,400 carloads from a little less than 2,000 acres. But considerable bad seed was used last year, besides an early fall flood ruined almost 400 acres in the lowest land.

The acreage this year will exceed that of last season by about 750 acres, and the conditions of the crop at the present time were never better for a record-breaking yield. Prominent celery growers have placed the yield of this season, barring accidents by frost or flood, at 2,000 carloads.

Many small farmers are turning their attention to vegetables. Cabbage last year was practically a failure in quantity, as well as in price, but potatoes were nearly of a gold mine. The yield was large, and the prices obtained for the greater portion of the crop larger. Indications now are that the acreage this year will considerably exceed that of last season.

Her Little Oversight.

A certain lawyer employs a stenographer who has the most wonderful collars and the most elaborate pompadour in all the business world. She has a personal theory of punctuation and her spelling is marked with an engaging originality, but she's so even-tempered that only an absurdly carping person would take notice of such eccentricities. One day she laid before her employer a neatly typed letter to a correspondent. Before signing it he glanced over it.

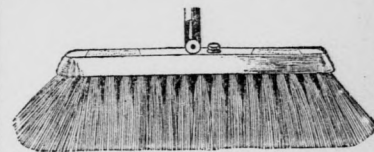
"See here," he said, "you've spelled sugar 'suggar.'"

The typewriter glanced at the sheet and smiled.

"Dear me," said she, "how careless of me! Why, I've left out the 'h.'"

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

Doctors Recommend it



Physicians recommend the use of the

World's Only

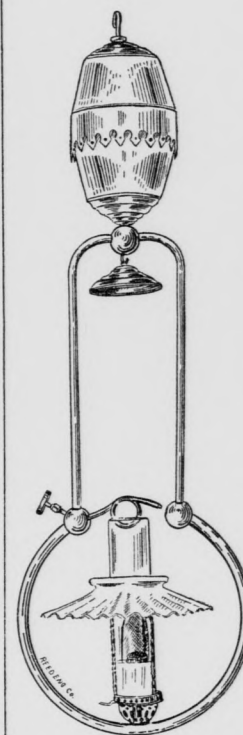
Sanitary Dustless FLOOR BRUSH

because it is a germ killer and a sanitary precaution against disease. It prevents dust from rising, saves stock, saves curtains, saves furniture, saves time. Agencies wanted in every town. Write for particulars.

Milwaukee Dustless Brush Co.

121 Sycamore St., Milwaukee, Wis.

LIGHT! LIGHT!



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

Pentone Gas Lamp Co.,

141 Canal St. Grand Rapids, Mich.

Bigger Box. Same Price.



Enameline
THE MODERN STOVE POLISH
IMPROVED QUALITY



Liquid===
Best Yet!
Fire Proof!

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

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

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

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

BOOK AGENTS.

All Is Not Gold That Glitters—Personal Experience.

Looking over the want advertisements in the Sunday papers, I wonder why we poor devils stay in the grocery business. There is so much more money to be made in other things—being an agent, for instance. Why, according to these advertisements there are men in the agency business who make so much money that they have lost all idea of the value of it.

Here is an advertisement in point. It is one out of several columns of the same sort:

\$688 PROFIT first month by one agent; article patented; beware imitations; special proposition and exclusive control to first applicant. Dry Powder Fire Appliance, 154 E. 23d St., N. Y. City.

Think of that, you grocers who are glad to make a living, \$688 profit in one month! Some of the other advertisements in the same column flew higher than this—their men made even more than \$688.

I might say to the grocery clerk who has a fine nerve and a desire to get out into the world, that there is plenty of coin to be made out of selling things as an agent.

I met a book agent on the road the other day. He was handling some fake book or other—one of these "works" complete in eleven hundred and fifty-three numbers, one of which will be delivered each week. If you lived to be as old as Methuselah you wouldn't get the whole set, because the astute publishers follow you down life's declining path with additional numbers issued from time to time, in order to keep you from having any money to leave your children.

This was the sort of scheme that the agent I met was working. He wore a plug hat and smoked a good deal better cigars than I did. We got a little chummy—to see me is to like me—and he informed me that at the rate of commission he was getting he would make \$15 a day if he only sold two "works." He showed me some of his books—the name "works" was quite appropriate, I thought.

This man hadn't sold less than two of these "works" in any one day this year, and he had sold as high as six in one day. As a rule, when he sold two he stopped work, even if it was only 10 o'clock in the morning.

Seems juicy, doesn't it?

"But, after all," I said to him, "it isn't a pleasant life, is it? You get snubbed a good deal, don't you?"

"Well," he said, "I get things said to me that would be snubs if said to the average man, but they don't snub me, for such things slide right off my back. A man told me only this morning that if I went to his house again to try and sell his wife my books, he would fill my dirty little mug full of holes."

"Gosh!" I observed, "didn't that jar you?"

"Not a bit," he said, "I didn't go to see his wife any more, but it didn't jar me."

And I don't believe it did jar him, either.

Well, when all's said and done, a grocery clerk doesn't make \$15 a day—at least not quite that—but he is a man, and not a rhinoceros with hide an inch thick. People treat him with respect. I talked with this book agent quite a while.

"I tell you," he said, "respect doesn't butter any bread. Take a clerk in a store—I suppose most people think his position is a good deal higher up in the

world than mine; most people don't think much of a book agent, but I make as much in half a day as he does in a week. I wouldn't give my job, with all its snubs, for his, for I live on velvet all the time, so far as money is concerned, and he has to grub along in a mighty small way."

This fellow is a fair type of the successful house-to-house agent. They're all as gally as an ox, and the President of the United States couldn't snub a flush into their cheeks.

Still, they make money.

On the other hand, there are a tremendous lot of poor agents on the market—poor, little fellows, who get all the snubs, but very little of the money.

I tried to be a book agent once. I was a callow youth of about 18 years, and the only work I had done up to that time was to clerk in a country grocery store at 30 cents per day. And while I had saved quite a large sum of money out of my "salary," as I called it then, I needed a little more money to take the place in society to which I considered myself entitled.

So I corresponded with one of the publishing houses that sell agents' books, and at the request of the manager, I went to Philadelphia for an interview.

I was fresh from the rare, ripe country, and my recollection is that I wore a pink necktie and had my hair done in spitties.

At the publishers they turned me over to a genius named Smith, whose business it was to throw hot air into youths who were almost persuaded to become agents.

He got me into a little hot office and talked books until I could taste paper. He lauded the noble career of the book agent, in helping to widen knowledge and information, until I resolved that I would never accept another 30 cents for working a day as a mere grocery clerk when this nobler career awaited me.

When Smith let up on me I eagerly untied the knot in my handkerchief and took out a dollar, which I gave up for a prospectus, the actual cost of which, if I remember, was \$30.

It was some book by Henry M. Stanley, the African explorer, and as I rode home on the train, carefully sitting on the prospectus, so that nobody should rob me of this great, good thing, I planned how I should spend all the money I was going to make.

From that time on I became a public nuisance to the people of my village. It was astonishing how little they knew about Stanley, and about Africa, and about the book. Being a widener of information, as I think Smith called it, I felt it my duty to give them this information, and I nearly lost my voice.

My friends got to avoiding me after a time as if I had been a polecat. If I succeeded in getting one to stop and talk to me on the street it was with a haunted look in his eye and a pulling disposition to pass on.

Finally, one day I took a tumble to myself, and made a few calculations. I had seen 102 people and had blown 'em up with Stanley and his book until they couldn't see. I had literally become a nuisance and a thing to be avoided. And I had sold but one copy of this awful book, and that was to my poor, old Sunday school teacher, whom I persuaded to buy one for a Christmas present to her son. He had expected a football, but I had a grudge against him. I gave the prospectus to my little brother and went back to my job in the

grocery store. It had looked like 30 cents when I first became an agent, it is true, but I went back to it again all the same.

Since then I have never tried to be an agent feeling that the profession is beyond my humble talents. The grocery business is good enough for me, thank you very kindly.—Stroller in Grocery World.

All doubts as to the existence of the sea-serpent may as well be relegated to the shelf of back numbers, for it has come to pass that an intelligent observer of the hydrographic office, and even a temperance man at that, has had ocular proof that the myth is no myth, but is an actual fact. After this who is the doubting Thomas who will have the hardiness to say that the twentieth century has not entered auspiciously? Ac-

cording to a report received last week at Washington from a Mr. Henry H. Neligan, third officer on the steamer Irada, and a regular observer of the hydrographic office, the animal was seen by him in the Gulf of Mexico, about 125 miles southeast of the mouth of the Mississippi. The length of the animal is given as 100 feet, but no details are forthcoming as to the manner in which it was measured—whether by yard-stick, tape-line or surveyor's chain. Why the monster should have forsaken its usual cruising grounds off Newport, Atlantic City, Coney Island or other fashionable watering places is somewhat of a mystery, but the inference is that it was making for Algiers to be in at the docking of Uncle Sam's battleship Illinois.

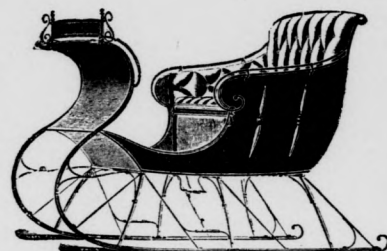
Few men are so constituted that impressive airs and haughty demeanor will draw them trade.



LIVINGSTON HOTEL, Grand Rapids, Mich.

ALL Our Sleighs

are made of best materials. Gear woods are selected 2nd growth hickory. Under our own direction we employ the best mechanics in producing bodies, gear, and forging irons, thus insuring the very best and highest grade at the lowest cost. Great care is exercised in our painting departments. We use lead and oil throughout. Sleigh bodies have 5 coats of rough stuff rubbed out and finished same as fine carriage work—this is the secret of our smooth, neatly finished and durable work. There are no sleighs as good as ours, at the price of ours. Get our catalogue. For 22 years we've studied the needs of the trade. We know what you want, and we've got it.



Kalamazoo, Michigan

KALAMAZOO WAGON CO.

Ransom Street

If You Think

You are doing a good business selling other brands of crackers, just give us a sample order for

Standard Crackers

and watch your business grow four fold. They are undoubtedly the best crackers made, as our growing trade will testify. Not made by a trust.

E. J. Kruce & Co., Detroit, Mich.

Commercial Travelers

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

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

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

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

Gripsack Brigade.

Chas. E. Hall, the veteran traveling man, is now in charge of an agency of the National Biscuit Co. at Port Huron.

M. J. Rogan, Michigan traveling representative for Wile Bros. & Weill, of Buffalo, is spending a few days in the city as the guest of Boyd Pantlind.

The members of Post E (Grand Rapids) will hold a meeting at the Hotel Warwick Saturday evening to make arrangements for attending the State meeting at Lansing and to endorse a candidate for member of the Board of Directors.

John D. Martin, who has covered Central Michigan the past eighteen months for the Lyon, Kymer, Palmer Co., has re-engaged to cover Western Michigan for Welt & Redelsheimer, of Detroit, for whom he traveled five years before entering the employ of the Lyon, Kymer, Palmer Co.

H. E. Anderson, who for the past year has represented the Toledo Scale & Cash Register Co. in Southwestern Michigan, has been promoted to the Western Michigan agency of the house, with headquarters at 71 Market street, succeeding S. M. Jones, who has represented the scale in this territory for the past few months. Mr. Anderson is a salesman of energy and experience and will undoubtedly repeat the success he made in Southwestern Michigan in his new field.

"The majority of shoe salesmen are too easily bluffed," remarked a veteran shoe manufacturer. "I mean just this: if a dealer tells a salesman that the latter's price for a shoe is 10 cents a pair higher than a competitor's, the traveling man throws up his hands at once. Then he writes home to the manufacturer that Smith & Brown are selling the same shoe 10 cents a pair less than the price which he is offering it. Now, ninety-nine times out of one hundred the dealer's story that he is getting a shoe 10 cents a pair less is merely a bluff. I tell my salesmen not to mind any such talk, but to get their prices, to sell their goods and not be bluffed by any talk about their competitors. There is too much of this altogether and I for one am tired of getting complaining letters from the salesmen. Dealers bluff them literally out of their boots (or shoes) and thus induce them to cut prices instead of booking their orders at the prices at which the shoes are figured at the factory."

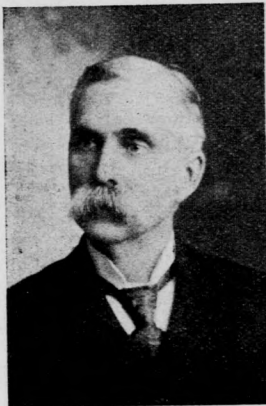
Boots and Shoe Recorder: I heard of a funny instance which occurred in an Alabama city this season. It seems that the shoe dealers in that place made up their individual and collective minds that the shoe salesmen were taking up altogether too much of their time in showing samples. They agreed, therefore, among themselves to notify the manufacturers and jobbers with whom they do business that they would only

look at their spring samples on one day. That date was fixed in the notification which they sent. The dealers thought that in this way they would simplify the problem of the salesman and his samples. Instead of doing so, however, they got up against it good and hard. When the appointed day came there arrived in town not less than fifty shoe salesmen, each one with his sample trunk and all eager to be the first to show samples. It can be imagined that there was a lively day in the little Alabama city, and that the retailers were so heavily hammered with samples that they were obliged to give up the thoughts of doing any business except with the traveling men. However, the day ended at last, and most of the salesmen got one or more orders. It is doubtful, however, if the dealers would again unite on this plan. It is too much like the strenuous life that President Roosevelt tells us of. In future these shoe dealers will doubtless stick to the old methods of looking at samples as the salesmen come along, and not try to concentrate all their season's work in that line into twenty-four hours.

Jackson Post Endorses a Candidate for Director.

Jackson, Dec. 2.—At the regular meeting of Post B (Jackson) held Saturday evening, November 30, James Cook received the unanimous endorsement as candidate of Post B for the position of member of the Board of Directors of the Michigan Knights of the Grip.

Mr. Cook is one of Jackson's most successful traveling salesmen and respected citizens. In 1883 he took up the occupation of traveler for the Walter A. Wood Mowing & Reaping Machine Co., and remained in its employ for several years. About the same time he took out his membership with the Michigan Knights of the Grip.



For the past six years he has represented Plymouth binding twine for Lindsay Bros., of Milwaukee, who are still auditing his expense accounts and remitting his salary. He also sells Tiffin wagons and Albion buggies. Mr. Cook practically has been employed by the above named firms for the past eighteen years and incidentally keeps the Michigan Knights of the Grip in mind during every trip.

The subject of our sketch is a purely Michigan product, having been born and for the first twenty-five years of his life resided on a farm near Adrian in Lenawee county, which place he still turns to with a boy's love of "home," although Jackson has been his abiding place for many years.

Post B, in selecting a candidate for this position, recognizes the fact that it is not only an honor to be a member of the Board of Directors of the Michigan Knights of the Grip, but a very responsible position as well.

Those who know Mr. Cook need no introduction; to those who do not, we can most cheerfully recommend him as a man of honor and integrity, of good executive ability and one who possesses all of the qualities of a good business man, who has been true to his profession and to his fellow travelers.

F. L. Day, Sec'y.

Will Elect Post Officers Saturday Evening.

Lansing, Dec. 2.—I do not feel that I can give you a report of the meeting of Post A, held November 30, that will contain much of interest to the Knights at large. The business transacted was purely routine in character and none of it new.

The invitations have been printed and were placed in the mail Saturday evening and everyone should receive them this week.

Post A will endeavor to make all of the entertainments offered visiting Knights and ladies strictly for the Michigan Knights of the Grip. Local Knights will not invite others than friends visiting them at their homes during the holiday season and very few outside other than the members of the local press will participate in the banquet and ball.

At our next meeting, Saturday, Dec. 7, to be held at the Hudson House, the officers of the Post for the ensuing year will be installed, and we look for a much more interesting meeting, as many matters pertaining to the convention are left to be transacted at that time, and I may be able to give you quite an interesting report of our progress at that time.

E. R. Havens, Sec'y.

Injures Himself by Running Down Others.

No bright salesman runs down his competitor in these days. The less he says about his competitor, in fact, the more sense is he credited with. The salesman who picks flaws in his competitor's work is seldom believed. If he praises his competitor he is heard with suspicion. The best way is to keep still, and it is a wise salesman who knows this. The man who confines his energies to pointing to the real merits and originality of his own line is always heard with respectful attention, but the man who tries to help his line by pointing out flaws in the line of another, which it is difficult for any one but himself to see, always injures himself. Each line must stand on its merits,

and buyers are thoroughly posted men, who are only disgusted or amused at any effort to pick to pieces or run down others' goods. The up-to-date salesman will have such confidence in the merits of his own line that he will generally let other lines speak their own merits or demerits. As a rule, those who are the most bitter against competitors are unfortunate in their own lines.

French Canned Goods Packers Called Down.

The State, Treasury and Agricultural Departments have been having an extensive correspondence recently over the special reports from United States Consuls regarding the excessive use of acids by the French canners. It has been discovered that in preparing various fruits for preserving purposes the fumes of burning sulphur are allowed to permeate the fruit to a dangerous extent. The application of acids is intended to lighten their color, preserve their natural appearance, and prevent fermentation. In most of the canning processes where a small quantity of acid is employed, the health authorities find no objection to its use. It has been decided to warn the French exporters that if any more adulterated fruit is sent to America, the customs officials will refuse its admission. Under the authority granted the President, a proclamation may be issued restricting or prohibiting the importation of adulterated foodstuffs at American ports. It is announced today that if at the end of three months the French merchants do not heed this warning, the Treasury Department will request the President to exercise that authority.

The Warwick

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

A. B. GARDNER, Manager.

POULTRY

If you have poultry to ship to Buffalo, either live or dressed, let us handle it. Some can do as well, but none can do better. Prompt and honest returns. Reliable quotations. Buffalo market compares favorably with all others.

REA & WITZIG,

Commission Merchants in

BUTTER, POULTRY AND EGGS

96 W. Market St.,

Buffalo, N. Y.

References: Buffalo Commercial Bank, all express companies and commercial agencies.

Established 1860.

Jas. D. Ferguson & Co.

Produce Commission Merchants, 14 So Water St., Philadelphia

Poultry and Eggs

Every facility for handling shipments in any quantity to best advantage. Prompt account sales at full market prices.

Poultry, Eggs, Game and Butter

We want all these products in large or small quantities. We want them because we have a demand for them. Our store is the best located produce house in Baltimore. We have every facility for handling shipments and guarantee the best prices.

References: Merchants National Bank, Baltimore; all Commercial Agencies. Members National League of Commission Merchants.

STEVENS BROTHERS, 226 So. Charles St., Baltimore, Md.

Drugs--Chemicals

Michigan State Board of Pharmacy

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

Examination Sessions.

Mich. State Pharmaceutical Association.

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

Formula For Wine of Cod Liver Oil.

As generally understood, these preparations consist of solutions of the so-called active principles of cod liver oil in wine. Here are some formulas:

Gaduol, 64 grs.
 Alcohol, 4 drs.
 Fuller's earth, 240 grs.
 Port wine, claret wine, equal parts of each, enough to make 16 ozs.

Mix the gaduol with the alcohol, add the fuller's earth, rub well together and add 12 ounces of the mixed wines; let the mixture stand a day or two, occasionally shaking, then filter, passing the remainder of the wine through the filter. This preparation contains, it is claimed, 25 per cent. of the active medicinal principles of cod liver oil.

H. V. Army suggests the following formula in which cod liver oil is employed:

Cod liver oil, 4 parts.
 Syrup wild cherry, 2 parts.
 Extract malt, 1 part.
 Sherry wine, 1 part.

Emulsify the oil by gradual addition to the extract of malt, alternating with the syrup. Lastly, add the wine. The malt should be previously tested with litmus paper and if found to be slightly acid in reaction it should be neutralized by the addition of a little sodium bicarbonate. The presence of free acid interferes with the emulsification of the oil.
 Joseph Lingley.

Paint to Prevent Rusting.

It has long since been determined by scientific researches that linseed or any other oil is not impervious to water; on the contrary, that they soak up water almost like a sponge, hence some other preparations are required to protect metal from rust in the presence of water. We should recommend that the cans be first thoroughly cleaned, to remove all grease, etc., with soda water, then rinsed and thoroughly dried. Now a thin coat of equal parts white lead and zinc, thinned with turpentine and a little coach japan, to which good varnish—say a tablespoonful to each half pint of paint—is added, should be given, and when this is dry, a coat of enamel, made from zinc in damar varnish, colored to suit fancy, thinned with a little turpentine and mixed with sufficient hard drying coach varnish to work freely, applied as a finish. If each coat could be conveniently baked from four to six hours at a temperature of 150 deg. Fahrenheit, it would resist water far better than the air-dried paint.

Goose Grease in Ringworm.

Dr. Jackson has had experience in the treatment of ringworm of all kinds. For this purpose he uses the crystals of iodine, one-half to one drachm, rubbed up in goose grease, one ounce, and directs that the ointment be thoroughly worked into the patches by means of a stencil or stiff paint brush. His success has been especially marked in curing ringworm of the beard. Under the

microscope hairs show staining with the iodine down to the bottom of their roots. On the scalp of a child it does not seem to be very irritating, and the patches get well.

The greatest difficulty in the way of using goose grease is in getting it. The best quality of the article is very expensive, as it is made from the fat taken from a dead but uncooked goose, which spoils it for cooking, and so a few ounces of fat costs as much as the whole goose. Some perfume may be added to make it pleasant to use.

Indelible Ink That Is Indelible.

It is said that the following formula will produce an ink which is as nearly permanent as any ink can be made:

Silver nitrate, crystals, 5 parts.
 Ammonia water, 10 parts.
 Sodium carbonate, 7 parts.
 Mucilage gum arabic, 15 parts.
 Boiling water, 5 parts.

Dissolve the silver nitrate in the ammonia in one vessel, and the sodium carbonate in the water in another. Mix the two and finally add the mucilage, shake together thoroughly, and put the vessel in full sunlight and leave it there until the mixture turns brown.

Names or marks, written or made with this ink, and afterward developed by passing a hot smoothing-iron over the writing, or drawing, will last as long as most articles of clothing. In lieu of the hot iron, pressing the writing against the chimney of an ordinary kerosene lamp will fix it admirably.

P. H. Quinley.

Method For Bluing Gun Barrels.

The two methods of doing this are by heat and chemicals. In the former case the cleaned and polished steel is heated in wood ashes to a temperature of from 500 to 600 deg. By the chemical method a solution such as liq. antim. chlor. is applied to the hot gun barrel, and the surface afterwards rubbed with a piece of green oak.

2. Bronzing Gun Barrels. The barrels are soaked in hot solution of soda to remove dirt and grease, and washed with water. The bronzing liquid is then applied, and the barrels placed in a damp heat for an hour and a half. After this they are scalded the rust "scratched" off, and the process repeated four times or until the desired color is produced, the barrels being finally cleaned and oiled.

Thos. Willetts.

Camphorated Glycerine For Blisters.

After the application of blisters, fatty dressings or boric acid vaseline are often prescribed for dressing the wound. Senlecq points out that all such oily substances are unsuitable for the purpose, since they give rise, with the least trace of canthardin, to a fresh blister. Camphorated glycerine is a much more suitable dressing, since not only does glycerine, as pointed out by Piccard, arrest the blistering effect of canthardin, but the camphor, at once antiseptic and sedative, also counteracts the harmful effect of that poison on the bladder.

Bees For Rheumatism.

Some years ago an Austrian physician advanced the theory that the virus of the bee sting is an infallible remedy for acute rheumatism, a fact that receives unquestionable confirmation from a custom of the country people in Malta. Bees are plenty in this island, and their stings in such repute that resort to this primitive method of inoculation has been a common practice, in severe cases of rheumatism, for generations, with most satisfactory results.

What "Sea Salt" Is.

In a paper on "Sea Salt" read before the Scientific Section of the American Pharmaceutical Association, at the St. Louis meeting in September, Joseph Feil arrived at these conclusions: "The sea salt of pharmaceutical commerce is crude sea salt, or the first crystallization of concentrated sea water, purified by quicklime and sodium sulphate, as stated by Ure; this will account for every difference in chemical composition and makes clear all the peculiar physical characteristics. Therefore, pharmaceutically speaking, sea salt is not a synonym for sodium chloride, but has a distinctive use as a name for an article very extensively used and obtained from the sea. The large use of this substance would seem to entitle it to pharmacopoeial recognition, and in case such action is considered desirable, I would respectfully suggest that the characteristics and tests should not be those of a substance representing the entire saline residue of sea water, as it is not physically well fitted for ordinary retail sale, but the average properties of the substance found in about every drug store would be the proper ones." Professor Feil summarized his conclusions thus:

1. Sea salt is neither evaporated sea water nor rock salt.
2. Sea salt is purified crude sea salt.
3. The substance last named should find a place in the U. S. P., owing to its well established use.
4. Sea salt is not a proper synonym for sodium chloride, pharmaceutically speaking, at the present time.

The Drug Market.

Opium—Is dull and unchanged, both here and in primary markets.

Morphine—The advance of 20c is well sustained.

Codeine—Is tending higher.

Quinine—Is very firm and from present situation an advance is looked for.

Alcohol—Has again advanced 2c per gallon on account of high price for corn.

Balm Gilead Buds—Are still very scarce and high.

Cantharides—Prices are low, on account of competition, and an advance is looked for. The same may be said of lycopodium.

Menthol—Is in active demand and, as stocks are somewhat reduced, the price has advanced.

Balsam Tolu—Is in small supply and tending higher.

Oil Peppermint—Continues to advance, on account of scarcity.

Formula For Good Cider Preservative.

Calcium-sulphite (sulphite of lime) is now being largely used by professional cidermakers to prevent fermentation in cider. They prefer it to sulphurous acid gas and mustard, because of its greater convenience and economy. About one-eighth to one-quarter of an ounce of the sulphite is required for one gallon of cider. It should first be dissolved in a small quantity of cider, then added to the bulk and the whole agitated until thoroughly mixed. The barrel should then be bunged and allowed to stand for several days, until the action of the sulphite is exerted. It will preserve the sweetness of cider perfectly, but care should be taken not to add too much, as that would impart a slight sulphurous taste.

P. H. Quinley.

The Ideal Antiseptic.

The ideal antiseptic should possess on the one hand the power of retarding and preventing the growth of micro-organ-

isms and the formation of their toxic product, and, on the other hand, should not cause constitutional disturbance in any marked degree. It should neither be poisonous nor irritating in character; it should not combine with the body constituents to form insoluble albuminates, nor should it be too volatile nor have staining properties; it should neither destroy the instruments with which it may be brought into contact nor be too expensive; it should neither be turbid in appearance nor have a soapy action on the hands, instruments, etc. Many of these qualities are present in the coal tar preparations.

Formula For a Medicated Potter's Clay.

This preparation is grey potter's clay made into a paste with a good antiseptic liquid similar to this:

Boric acid, 128 grs.
 Thymol, 16 grs.
 Menthol, 16 grs.
 Eucalyptus oil, 4 dps.
 Wintergreen oil, 4 dps.
 Horsemint oil, 4 dps.
 Water, 12 ozs.
 Alcohol, 4 ozs.

Caramel, 1 or 2 drops.
 Dissolve the boric acid in the water and the other ingredients in the alcohol and mix the solutions. Let stand for a day or two, with frequent shaking and filter.
 Joseph Lingley.

Drying Negatives.

The editor of the Photo-American, when wishing to dry a negative, rapidly immerses it in a very weak solution of formaldehyde, and then applies a gentle heat. The gelatin will not melt after this treatment. This method is more rapid and less expensive, he says, than the customary treatment with alcohol.

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GROCERY PRICE CURRENT

These quotations are carefully corrected weekly, within six hours of mailing, and are intended to be correct at time of going to press. Prices, however, are liable to change at any time, and country merchants will have their orders filled at market prices at date of purchase.

ADVANCED

Holland Herring
Sundried Apples
Pearl Hominy

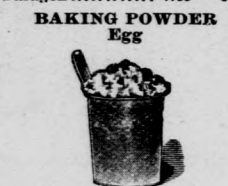
DECLINED

Runkle's Premium Chocolate

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2

Stove

No. 3.....	75
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BUTTER COLOR	
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CANDLES	
Electric Light, 88.....	12
Electric Light, 168.....	12 1/2
Paraffine, 68.....	10 1/2
Paraffine, 128.....	11
Wicking.....	23
CANNED GOODS	
Apples	
3 lb. Standards.....	1 00
Gallons, standards.....	3 25
Blackberries	
Standards.....	80
Beans	
Baked.....	1 00@1 30
Red Kidney.....	75@
String.....	70
Wax.....	70
Blueberries	
Standard.....	85
Brook Trout	
2 lb. cans, Spiced.....	1 90
Clams	
Little Neck, 1 lb.....	1 00
Little Neck, 2 lb.....	1 50
Clam Bouillon	
Burnham's, 1/2 pint.....	1 92
Burnham's, pints.....	3 60
Burnham's, quarts.....	7 20
Cherries	
Red Standards.....	80
White.....	85
Corn	
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Good.....	85
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Sur Extra Fine.....	22
Extra Fine.....	19
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Standard.....	90
Hominy	
Standard.....	85
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Star, 1/2 lb.....	2 15
Star, 1 lb.....	3 60
Picnic Tails.....	2 40
Mackerel	
Mustard, 1 lb.....	1 75
Mustard, 2 lb.....	2 80
Soused, 1 lb.....	1 75
Soused, 2 lb.....	2 80
Tomato, 1 lb.....	1 75
Tomato, 2 lb.....	2 80
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Cove, 1 lb Oval.....	95
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Pie.....	1 65@1 85
Yellow.....	1 65@1 85
Pears	
Standard.....	1 00
Fancy.....	1 25
Peas	
Marrowfat.....	1 00
Early June.....	1 00
Early June Sifted.....	1 60
Plums	
Plums.....	85
Pineapple	
Grated.....	1 25@2 75
Sliced.....	1 35@2 55
Pumpkin	
Fair.....	95
Good.....	1 00
Fancy.....	1 10
Raspberries	
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1 lb. can.....	12 00
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3

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Good.....	1 20
Fancy.....	1 25
Gallons.....	3 20
CATSUP	
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Columbia, 1/2 pints.....	1 25
CARBON OILS	
Barrels	
Eocene.....	@10 1/4
Perfection.....	@9 1/4
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Cylinder.....	29 @34
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Amboy.....	@11 1/4
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Gem.....	@12 1/4
Gold Medal.....	@11 1/4
Ideal.....	@12
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Black Jack.....	55
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Yucatan.....	55
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Cotton, 70 ft. per doz.....	1 60
Cotton, 80 ft. per doz.....	1 80
Jute, 60 ft. per doz.....	80
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Cleveland.....	41
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Less quantity.....	3
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Choice.....	15
Fancy.....	17
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4

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Choice	17
Guatemala	16
Java	16
Arabian	12 1/2
Fancy Arabian	17
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P. G.	29
Mocha	21
Package	21
New York Basis	11 1/4
Arbuckle	11 1/4
Dillworth	11 1/4
Jersey	11
Lion	11
McLaughlin's XXXX	11
McLaughlin's XXXX sold to	11
retailers only. Mail all orders	11
direct to W. F. McLaughlin &	11
Co., Chicago.	11
Extract	11
Valley City 1/2 gross	75
Felix 1/2 gross	1 15
Hummel's foil 1/2 gross	85
Hummel's tin 1/2 gross	1 43
CONDENSED MILK	1 43
4 doz in case	1 43
Gall Borden Eagle	6 40
Crown	6 25
Daisy	6 75
Champion	4 50
Magnolia	4 25
Challenge	4 10
Dime	3 35
Leader	4 00
COUPON BOOKS	4 00
50 books, any denom	1 50
100 books, any denom	2 50
500 books, any denom	11 50
1,000 books, any denom	20 00
Above quotations are for either	20 00
Tradesman, Superior, Economic	20 00
or Universal grades. Where	20 00
1,000 books are ordered at a time	20 00
customer receives a specially	20 00
printed cover without extra	20 00
charge.	20 00
Coupon Pass Books	20 00
Can be made to represent any	20 00
denomination from \$10 down.	20 00
50 books	1 50
100 books	2 50
500 books	11 50
1,000 books	20 00
Credit Checks	20 00
500, any one denom	2 00
1,000, any one denom	3 00
2,000, any one denom	5 00
Steel punch	75
CRACKERS	75
National Biscuit Co.'s brands	75
Butter	75
Seymour	6 1/4
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Coffee Cake, II	10
Cocoa	18
Carbons	18
Cy	18
Extra	16
Farina	10 1/4
Faust	11 1/2
Farina	12
Farina	12
Farina	9
Farina	10 1/4
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Farina	10 1/4

6

COLEMAN'S
HIGH FOOTE & JENKINS CLASS
EXTRACTS

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

JENNINGS' FLAVORING
EXTRACTS

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

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

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

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

FRESH MEATS

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

Pork
Dressed. 2 @ 8 1/2
Loin. 2 @ 8 1/2
Boston Butts. 2 @ 8
Shoulders. 2 @ 8
Leaf Lard. 2 @ 9

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

Veal
Carcass. 6 @ 7
Lamb. 7 @ 7

GRAINS AND FLOUR

Wheat 77

Winter Wheat Flour
Local Brands

Patents. 4 35
Second Patent. 3 85
Straight. 3 65
Second Straight. 3 20
Clear. 3 40
Graham. 3 40
Buckwheat. 4 50
Rye. 3 20
Subject to usual cash discount.

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

Ball-Barnhart-Putman's Brand
Diamond 1/2s. 3 75
Diamond 3/4s. 3 75
Diamond 1s. 3 75
Worden Grocer Co.'s Brand
Quaker 1/2s. 3 80
Quaker 3/4s. 3 80
Quaker 1s. 3 80

Spring Wheat Flour
Clark-Jewell-Well's Co.'s Brand
Pillsbury's Best 1/2s. 4 45
Pillsbury's Best 3/4s. 4 35
Pillsbury's Best 1s. 4 25
Pillsbury's Best 1 1/2s. 4 25
Pillsbury's Best 2s. 4 25
Pillsbury's Best 2 1/2s. 4 25
Ball-Barnhart-Putman's Brand
Duluth Imperial 1/2s. 4 25
Duluth Imperial 3/4s. 4 15
Duluth Imperial 1s. 4 05
Lemon & Wheeler Co.'s Brand
Wingold 1/2s. 4 35
Wingold 3/4s. 4 25
Wingold 1s. 4 15
Olney & Judson's Brand
Ceresota 1/2s. 4 40
Ceresota 3/4s. 4 30
Ceresota 1s. 4 20
Worden Grocer Co.'s Brand
Laurel 1/2s. 4 40
Laurel 3/4s. 4 30
Laurel 1s. 4 20
Laurel 1 1/2s. 4 20

Meal
Bolted. 2 60
Granulated. 2 85

Feed and Millstuffs
St. Car Feed, screened. 24 50
No. 1 Corn and Oats. 24 00
Unbolted Corn Meal. 23 00
Winter Wheat Bran. 21 00
Winter Wheat Middlings. 22 00
Screenings. 18 00

Oats
Car lots. 49
Car lots, clipped. 52
Less than car lots. 49

Corn
Corn, car lots. 65

Hay
No. 1 Timothy car lots. 10 50
No. 1 Timothy ton lots. 12 50

HERBS
Sage. 15
Hop. 15
Laurel Leaves. 15
Senna Leaves. 25

7

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

JELLY
5 lb. pails, per doz. 1 90
15 lb. pails. 38
30 lb. pails. 72

KRAUT
Barrel. 5 00
1/2 Barrel. 3 38

LICORICE
Pure. 30
Calabria. 14
Sticky. 14
Root. 10

LYE
Condensed, 2 doz. 1 20
Condensed, 4 doz. 2 25

MATCHES
Diamond Match Co.'s brands.
No. 9 sulphur. 1 65
Anchor Parlor. 1 50
No. 2 Home. 1 30
Export Parlor. 4 00
Wolverine. 1 50

MEAT EXTRACTS
Armour & Co.'s, 2 oz. 4 45
Liebig's, 2 oz. 2 75

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

MUSTARD
Horse Radish, 1 doz. 1 75
Horse Radish, 2 doz. 3 50
Bayle's Celery, 1 doz. 1 75

OLIVES
Bulk, 1 gal. kegs. 1 25
Bulk, 3 gal. kegs. 1 10
Bulk, 5 gal. kegs. 1 00
Manzanilla, 7 oz. 80
Queen, pints. 2 35
Queen, 19 oz. 4 50
Queen, 28 oz. 7 00
Stuffed, 5 oz. 1 45
Stuffed, 8 oz. 1 45
Stuffed, 10 oz. 2 80

PAPER BAGS
Continental Paper Bag Co.
Ask your Jobber for them.

Glory Mayflower
Satchel & Pacific
Bottom Square

1/4. 28 50
1/2. 34 60
1. 44 80
2. 54 1 00
3. 66 1 25
4. 76 1 50
5. 90 1 70
6. 1 06 2 00
8. 1 28 2 40
10. 1 38 2 60
12. 1 60 3 15
14. 2 24 4 15
16. 2 34 4 50
20. 2 52 5 00
25. 5 50

Sugar
Red. 4 1/2
Gray. 4 1/2

PICKLES
Medium
Barrels, 1,200 count. 7 75
Half bbls, 600 count. 4 38

Small
Barrels, 2,400 count. 8 75
Half bbls, 1,200 count. 5 00

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

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

PROVISIONS
Barreled Pork
Mess. 214 50
Back. 217 00
Clear back. 216 75
Short cut. 216 75
Pig. 220 00
Bean. 214 75
Family Mess. 217 50

Dry Salt Meats
Bellies. 9 1/2
Briskets. 9 1/2
Extra shorts. 9 1/2

Smoked Meats
Hams, 12 lb. average. 11 1/2
Hams, 14 lb. average. 11 1/2
Hams, 16 lb. average. 10 1/2
Hams, 20 lb. average. 10 1/2
Ham dried beef. 12 1/2
Shoulders (N. Y. cut). 9 1/2
Bacon, clear. 10 1/2
California hams. 8
Bolted Hams. 13
Berlin Bolted Hams. 13
Berlin Ham pr's'd. 9
Mince Hams. 9 1/2

Lards-In Tierces
Compound. 7 1/2
Pure. 9 1/2
Vegetable. 8
30 lb. Tubs. advance. 8
50 lb. Tubs. advance. 8
50 lb. Tins. advance. 8
10 lb. Pails. advance. 1
5 lb. Pails. advance. 1
1 lb. Pails. advance. 1

8

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

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

Pigs' Feet
1/4 bbls., 40 lbs. 1 85
1/4 bbls., 80 lbs. 3 20

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

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

Butterine
Solid, dairy. 13 1/4
Rolls, dairy. 14
Rolls, creamery. 17 1/2
Solid, creamery. 17

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

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

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

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

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

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

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

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

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

Ashton
56 lb. dairy in linen sacks. 60

Higgins
56 lb. dairy in linen sacks. 60

Solar Rock
56 lb. sacks. 25

Granmon
Granulated Fine. 85
Medium Fine. 90

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

Halibut.
Strips. 10
Chunks. 12

Trout
No. 1 100 lbs. 5 50
No. 1 40 lbs. 2 50
No. 1 10 lbs. 70
No. 1 8 lbs. 59

Herring
Holland white hoops, bbl. 11 09
Holland white hoops, 1/2 bbl. 5 75
Holland white hoop, keg. 5 75
Holland white hoop mchs. 85
Norwegian
Round 100 lbs. 3 35
Round 40 lbs. 1 65
Sealed. 15
Bloaters. 1 60

Mackerel
Mess 100 lbs. 11 00
Mess 40 lbs. 4 70
Mess 10 lbs. 1 25
Mess 8 lbs. 1 08
No. 1 100 lbs. 9 50
No. 1 40 lbs. 4 10
No. 1 10 lbs. 1 10
No. 1 8 lbs. 91
No. 2 100 lbs. 8 00
No. 2 40 lbs. 3 50
No. 2 10 lbs. 95
No. 2 8 lbs. 79

9

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

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

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

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

SOAP
B. T. Babbitt brand—
Babbitt's Best. 0
Beaver Soap Co. brands

GRAND PA'S
WONDER SOAP

50 cakes, large size. 3 25
100 cakes, large size. 6 50
50 cakes, small size. 1 95
100 cakes, small size. 3 85
Bell & Bogart brands—
Coal Oil Johnny. 4 00
King Cole. 4 00
Detroit Soap Co. brands—
Queen Anne. 3 35
Big Bargain. 1 90
Umpire. 2 65
German Family. 2 65
Dingman Soap Co. brand—
Dingman. 3 85
N. K. Fairbanks brands—
Santa Claus. 3 40
Brown. 2 22
Fairy. 4 00
Fels brand—
Naphtha. 4 00
Gowans & Son brands—
Oak Leaf. 3 25
Oak Leaf, big 5. 4 25

10

Pure Cane
Fair. 16
Good. 20
Choice. 25

STARCH

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

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

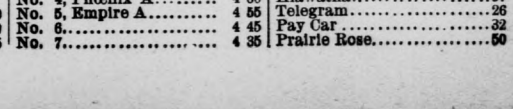
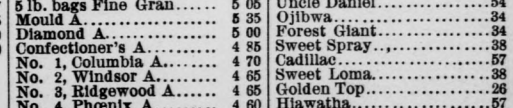
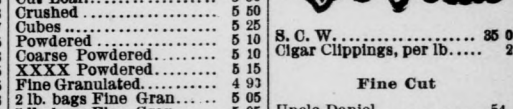
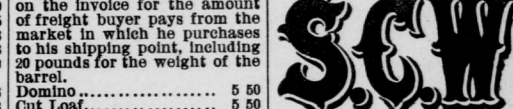
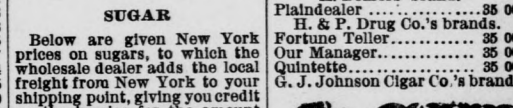
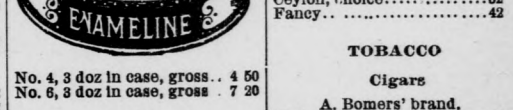
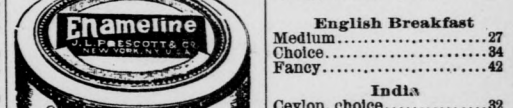
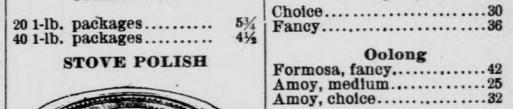
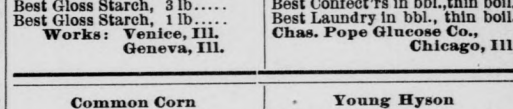
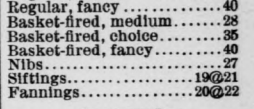
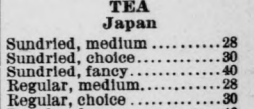
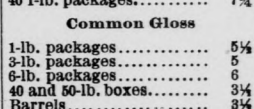
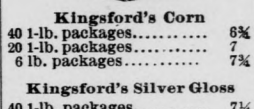
Common Gloss
1-lb. packages. 5 1/2
3-lb. packages. 5
6-lb. packages. 8
40 and 50-lb. boxes. 3 1/4
Barrels. 3 1/4

11

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

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

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



12	13	14	15
Protection38 Sweet Burley40 Sweet Loma38 Tiger39 Plug Flat Iron.....33 Creme de Menthé.....39 Stronghold.....39 Elmo.....33 Sweet Chunk.....37 Forge.....33 Red Cross.....32 Palo.....36 Kyo.....36 Hawatha.....41 Battle Axe.....37 American Eagle.....34 Standard Navy.....37 Spear Head, 16 oz.....42 Spear Head, 8 oz.....44 Nobby Twist.....48 Jolly Tar.....38 Old Honesty.....44 Toddy.....34 J. T.....38 Piper Heldslok.....63 Boot Jack.....36 Jelly Cake.....36 Plumb Bob.....32 Honey Dip Twist.....39 Smoking Hand Pressed.....40 Ibex.....28 Sweet Core.....36 Flat Car.....37 Great Navy.....37 Warpath.....27 Bamboo, 8 oz.....29 Bamboo, 16 oz.....27 I X L, 5 lb.....27 I X L, 16 oz palls.....31 Honey Dew.....37 Gold Block.....37 Flagman.....41 Chips.....34 Klin Dried.....22 Duke's Mixture.....38 Duke's Cameo.....40 Myrtle Navy.....40 Yum Yum, 1 1/2 oz.....38 Yum Yum, 1 lb palls.....38 Cream.....37 Corn Cake, 2 1/2 oz.....24 Corn Cake, 1 lb.....23 Plow Boy, 1 1/2 oz.....39 Plow Boy, 3 1/2 oz.....39 Peerless, 3 1/2 oz.....34 Peerless, 1 1/2 oz.....36 Indicator, 2 1/2 oz.....28 Indicator, 1 lb palls.....31 Col. Choice, 2 1/2 oz.....21 Col. Choice, 8 oz.....21 TABLE SAUCES LEA & PERRINS' SAUCE The Original and Genuine Worcestershire. Lea & Perrins', large.....3 7/8 Lea & Perrins', small.....2 5/8 Halford, large.....3 7/8 Halford, small.....2 2/8 Salad Dressing, large.....4 5/8 Salad Dressing, small.....2 7/8 TWINE Cotton, 3 ply.....16 Cotton, 4 ply.....16 Jute, 2 ply.....12 Hemp, 6 ply.....12 Flax, medium.....20 Wool, 1 lb balls.....7 1/4 VINEGAR Malt White Wine, 40 grain.....8 Malt White Wine, 80 grain.....11 Pure Cider, B. & B. brand.....11 Pure Cider, Red Star.....12 Pure Cider, Robinson.....12 Pure Cider, Silver.....12 WASHING POWDER Gold Dust, regular.....4 50 Gold Dust, 5c.....4 00 Rub-No-More Rub-No-More.....3 50 Pearline.....3 75 Scourline.....3 50 WICKING No. 0, per gross.....20 No. 1, per gross.....25 No. 2, per gross.....30 No. 3, per gross.....35 WOODENWARE Baskets Bushels.....85 Bushels, wide band.....1 15 Market.....30 Splint, large.....6 00 Splint, medium.....5 00 Splint, small.....4 00 Willow Clothes, large.....5 50 Willow Clothes, medium.....5 00 Willow Clothes, small.....4 75 Butter Plates No. 1 Oval, 250 in crate.....45 No. 2 Oval, 250 in crate.....50 No. 3 Oval, 250 in crate.....55 No. 5 Oval, 250 in crate.....65 Egg Crates Humpty Dumpty.....2 25 No. 1, complete.....30 No. 2, complete.....25 Clothes Pins Round head, 5 gross box.....45 Round head, 1 gross box.....62 Mop Sticks Trojan spring.....90 Eclipse patent spring.....85 No. 1 common.....75 No. 2 patent brush holder.....85 12 lb. cotton mop heads.....1 25 Ideal No. 7.....90 Pails 2-hoop Standard.....1 40 3-hoop Standard.....1 60 2-wire, Cable.....1 60 3-wire, Cable.....1 75 Cedar, all red, brass bound.....1 25 Paper, Eureka.....2 25 Fibre.....2 40 Toothpicks Hardwood.....2 50 Softwood.....2 75 Banquet.....1 80 Ideal.....1 50 Tubs 20-inch, Standard, No. 1.....6 00 18-inch, Standard, No. 2.....5 00 16-inch, Standard, No. 3.....4 00 20-inch, Cable, No. 1.....6 50 18-inch, Cable, No. 2.....6 00 16-inch, Cable, No. 3.....5 00 No. 1 Fibre.....9 45 No. 2 Fibre.....7 95 No. 3 Fibre.....7 20 Wash Boards Bronze Globe.....2 50 Dewey.....1 75 Double Aome.....2 75 Single Aome.....2 25 Double Peerless.....3 25 Single Peerless.....2 60 Northern Queen.....2 50 Double Duplex.....3 00 Good Luck.....2 75 Universal.....2 25 Wood Bowls 11 in. Butter.....75 13 in. Butter.....1 00 15 in. Butter.....1 75 17 in. Butter.....2 50 19 in. Butter.....3 00 Assorted 13-15-17.....1 75 Assorted 15-17-19.....2 50 WRAPPING PAPER Common Straw.....1 1/4 Fiber Manila, white.....3 1/4 Fiber Manila, colored.....4 1/4 No. 1 Manila.....4 Cream Manila.....3 Butcher's Manila.....3 1/4 Wax Butte, short count.....15 Wax Butte, full count.....20 Wax Butte, rolls.....15 YEAST CAKE Magic, 3 doz.....1 00 Sunlight, 3 doz.....1 00 Sunlight, 1 1/2 doz.....50 Yeast Cream, 3 doz.....1 00 Yeast Foam, 3 doz.....1 00 Yeast Foam, 1 1/2 doz.....50 FRESH FISH Per lb. White fish.....92 10 Trout.....82 9 Black Bass.....102 11 Halibut.....15 Clasoes or Herring.....15 Bluefish.....12 Live Lobster.....20 Bollied Lobster.....20 Cod.....10 Haddock.....7 No. 1 Pickerel.....9 Pike.....8 Perch.....5 Smoked White.....11 Red Snapper.....11 Col River Salmon.....132 14 Mackerel.....15 Oysters. Can Oysters.....40 F. H. D. Selects.....33 Selects.....27 Bulk Oysters Counts.....1 75 Extra Selects.....1 60 Selects.....1 35 Standards.....1 10 HIDES AND PELTS The Cappon & Bertsch Leather Co., 100 Canal Street, quotes as follows: Hides Green No. 1.....7 1/4 Green No. 2.....6 1/4 Cured No. 1.....8 1/4 Cured No. 2.....7 1/4 Calfskins, green No. 1.....9 Calfskins, green No. 2.....7 1/4 Calfskins, cured No. 1.....10 Calfskins, cured No. 2.....8 1/4 Pelts Pelts, each.....50@1 00 Lamb.....30@ 60 Tallow No. 1.....4 1/4 No. 2.....3 1/4 Wool Washed, fine.....20 Washed, medium.....23 Unwashed, fine.....17 Unwashed, medium.....17 CANDIES Stick Candy Standard.....7 1/4 Standard H. H.....7 1/4 Standard Twist.....8 Cut Leaf.....9 Jumbo, 32 lb. Jumbo, 32 lb.....7 1/4 Extra H. H.....10 1/4 Boston Cream.....10 Beet R.....8 Mixed Candy Grocers.....6 1/4 Competition.....7 Special.....7 1/4 Conserve.....8 1/4 Royal.....8 1/4 Ribbons.....9 Broken.....8 1/4 Cut Leaf.....9 English Rock.....9 Kindergarten.....9 Bon Ton Cream.....10 French Cream.....10 Dandy Pan.....10 Hand Made Cream mixed.....14 1/4 Crystal Cream mix.....13 Fancy-In Pails Champ. Crys. Gums.....8 1/2 Pony Hearts.....15 Fairy Cream Squares.....12 Fudge Squares.....12 Feanut Squares.....9 Sugared Peanuts.....11 Salted Peanuts.....12 Starlight Kisses.....12 San Blas Goodies.....12 Lozenges, plain.....9 1/4 Lozenges, printed.....10 Choc. Drops.....11 1/4 Eclipse Chocolates.....13 1/4 Choc. Monumentals.....14 Victoria Chocolate.....15 Gum Drops.....5 1/4 Moss Drops.....9 1/4 Lemon Sours.....9 1/4 Imperial.....9 1/4 Ital. Cream Opera.....12 Ital. Cream Bonbons.....12 20 lb. palls.....12 Molasses Chews, 15 lb. palls.....13 Golden Waffles.....12 Fancy-In 5 lb. Boxes Lemon Sours.....55 Peppermint Drops.....60 Chocolate Drops.....65 H. M. Choc. Drops.....65 H. M. Choc. Lt. and Dk. No. 12.....60 Gum Drops.....61 00 Licorice Drops.....35 Lozenges, plain.....55 Lozenges, printed.....60 Imperial.....60 Molasses.....60 Cream Bar.....55 Hand Made Creams.....55 Cream Buttons, Pep. and Wint.....65 String Rock.....65 Wintergreen Berries.....60 Caramels Clipper, 20 lb. palls.....9 Standard, 20 lb. palls.....10 Sunlight, 1 1/2 doz.....12 1/4 Amazon, Choc Cov'd Korker 2 for 1c pr bx Big 3, 3 for 1c pr bx Dukes, 2 for 1c pr bx Favorite, 4 for 1c, bx AA Cream Car's 3lb.....250 FRUITS Oranges Florida Russett.....23 50 Florida Bright.....23 50 Fancy Navel.....23 75 Extra choice.....23 Late Valencia.....2 Seedlings.....2 Medt. Sweets.....2 Jamaicas.....2 Rodi.....2 Lemons Verdell, ex fcy 300.....2 Verdell, fcy 300.....3 75@4 25 Verdell, ex chco 300.....2 Verdell, fcy 300.....2 Malori Lemons, 300.....3 75@4 25 Messinas 300s.....3 50@4 00 Messinas 300s.....3 50@4 00 Bananas Medium bunches.....1 50@2 00 Large bunches.....1 50@2 00 Foreign Dried Fruits Figs California, Fancy.....2 Cal. pkg. 10 lb. boxes Extra choice, Turk., 10 lb. boxes.....12 Fancy, Turk., 12 lb. boxes.....14 Pulled, 6 lb. boxes.....2 Naturals, in bags.....2 Dates Fards in 10 lb. boxes Fards in 60 lb. cases.....5 @ 5 1/4 Hallow.....5 @ 5 1/4 lb. cases, new.....4 1/4 @ 5 Sairs, 60 lb. cases.....2 NUTS Almonds, Tarragona Almonds, Java Almonds, California soft shelled.....15@16 Brazilis.....15 Fuberts.....13 Walnuts, Grenobles, Walnuts, soft shelled California No. 1 Table Nuts, fancy Pecans, Med.....13 1/4 Pecans, Ex. Large Pecans, Jumbos Hickory Nuts per bu. Ohio, new.....22 50 Cocoanuts, full sacks Chestnuts, per bu.....2 Peanuts Fancy, H. P., Sins.....5 @ Fancy, H. P., Sins Roasted.....6 @ 6 1/4 Choice, H. P., Extras Roasted.....6 @ 6 1/4 Span. Shld No. 12 w.....6 @ 7			

WE ARE HEADQUARTERS FOR

AUTOMOBILES AND MOTOR CYCLES.



Oldsmobile, \$600.00

This handsome little gasoline carriage is made by one of the oldest and most successful makers of gasoline engines in the world. It is simple, safe, compact, reliable, always ready to go any distance. It is the best Auto on the market for the money.

We also sell the famous "White" steam carriage and the "Thomas" line of Motor Bicycles and Tricycles. Catalogues on application. Correspondence solicited.

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

Blankets that Bring Business

Almost every one of the blankets in our large stock is the kind that will bring business to your store because they look so well, and can be sold for such a reasonable price. Everything from the cheapest kind to fleece down plaids, etc.

Brown & Sehler
Grand Rapids, Mich.

Simple Account File

Simplest and Most Economical Method of Keeping Petit Accounts

File and 1,000 printed blank bill heads..... \$2 75
File and 1,000 specially printed bill heads..... 3 00
Printed blank bill heads, per thousand..... 1 25
Specially printed bill heads, per thousand..... 1 50

Tradesman Company,
Grand Rapids.

You ought to sell

LILY WHITE

"The flour the best cooks use"

VALLEY CITY MILLING CO.,
GRAND RAPIDS, MICH.

Are you not in need of

New Shelf Boxes

We make them.

KALAMAZOO PAPER BOX CO.
Kalamazoo, Michigan

Claims the Retailer Is a Tyrant. Written for The Tradesman.

The assertion is English and is taken from a recent copy of the London Times. The writer is one of many glaring at the vast amount of American goods that are flooding the English markets and, like the rest of the thoughtful many, has not been satisfied to let things go without insisting on the reason why. A manufacturer himself and believing that a cause can be found for the huge falling off of orders, he has come to this country and has been looking at American manufactories with the English manufacturer's eyes. He found much to astonish him, and not a little to make him afraid. Immense buildings greeted him. They are costly, well lighted and ventilated—respectable men must be furnished with respectable and healthy workshops. They are filled with labor-saving machinery, ingenious and efficient, and the outputs are enormous; but the single fact that went straight home to the heart of the British manufacturer is "the simplicity of the trade that the American goods makers are enjoying." With that to puzzle over, he started out with his English crowbar to pry into things, and was not long in lifting to the surface the fact that the British retailer is a tyrant and that to him can be traced a fair amount of the evils to which the British manufacturer is heir.

The home retailer demands an article specially manufactured for him, differing in some slight way in quality or design from the manufacturer's stock, or that demanded by a competing retailer, at the same time insisting that his name be placed on the goods, so posing, in the majority of cases, as a manufacturer. Here they do not do things that way. The American retailer is more of an agent of the manufacturer, displaying in his windows and show cases goods bearing the name and trademark of perhaps a dozen manufacturers. The American customer appreciates this and gets to liking one particular make, and is able to buy the same article all over the United States. Consequently the cost of production in the two countries is greatly different. The English maker produces small quantities of different articles, no two orders being the same in design and quality, and is therefore unable to utilize labor-saving machinery; while the American manufacturer is turning out articles all precisely alike for distribution all over the world. The cost of production is thus brought down to a minimum by labor-saving machines and the familiarity of the operator attains, due to constant repetition.

Just here the American agent comes along and displays his goods and just here, too, the commercial fight begins. The American article is all right or will be with a few slight changes; but the Yankee shakes his head. His goods are from stock already manufactured. It is Hobson's choice—that or nothing. It is usually that, and when the British agent makes his appearance the retailer is ready for him. "Why can not your manufacturing house give me such goods as that at such a price! That's what I get from the United States, and can have it delivered in less time than I can from you," never remembering or seeming to remember that one article has been produced with thousands of similar ones, while the other was in all probability a two-dozen lot made to his order after his design and at his own price.

There is where the "tyrant" comes in. The retailer insists upon teaching the manufacturer how to manufacture and his customer what is best for him. He insists that his name and only his shall be upon the goods and scouts the idea of advertising gratuitously any name but his own; and yet when any goods stamped "American" are offered to that British retailer he is always ready to take them. He may get what is best for him, but they are not the same that he will take from the English house, and yet he brings all his influence to bear on his customer and creates a fashion for American goods, declaring that the home factories can not compete with American smartness and enterprise, and forgetting that by his own tyranny and short sightedness competition can not exist where the goals are so far apart.

It is a sad case, a very sad case. The single thought that it awakens on this side of the stormy Atlantic is how long that stupid manufacturer will allow that retail sharper to go on with his meanness. It looks much as if the British manufacturer will have to repeat his visit to this country to learn that the surest way to get rid of the commercial potato bug is to take it between the thumb and forefinger and mash him!

R. M. Streeter.

Weight of a Barrel of Flour.

It has long been a source of surprise to people that a barrel of flour should be arbitrarily fixed at 106 pounds, instead of 200 or any other even number, and comparatively few know the history of this eccentricity. It is derived originally from the English custom of computing the weight of some commodities such as flour, pork, etc., when sold in bulk, by what is known as a stone, which is fourteen pounds English. To establish uniformity of custom, and to prevent unfair dealing the English law fixed the standard weight of a barrel of flour at fourteen stone or 196 pounds. The stone as a measure of weight is not recognized in the United States, it is a sort of tradition only; but the equivalent, or 106 pounds, is, and it is, and always has been, the weight adopted for a barrel of flour, that is, of the contents. For many years millers, shippers and wholesale dealers have recognized the absurdity of this arrangement, and some millers have attempted to rectify it by adding four pounds to the barrel, making it 200 pounds, but every effort has been unsuccessful, and probably will continue to be until the French metrical system of weights and measures finds a general acceptance among English-speaking people. In 1879 the New York Produce Exchange used much effort and expended considerable money in trying to effect a change to 200 pounds, but public prejudice was so strong that it led to the suspicion that because the millers added four pounds to the weight of the contents there must be something wrong with the flour itself, the result being that the millers were compelled to sell at a lower price to get rid of their stock, besides giving away the four pounds of extra weight. This was a regular mix-up all around and for the present, at least, the millers are likely to go ahead in the old-fashioned way of their fathers, and leave the even weight system alone.

St. Paul Trade Journal: The Michigan Tradesman of last week presented its nineteenth anniversary edition, comprising eighty pages and cover. A particular feature of the issue was the bright thoughts and suggestive ideas of thirty-two special contributors accompanied by a half-tone portrait of each writer. The special articles were from bankers, wholesale merchants, retail dealers, grocers, commission men, manufacturers, horticulturists and salesmen. It was a great number of an exceptionally valuable trade paper, for the Michigan Tradesman is one of the best and most valuable of this class of publications in the United States.

Hardware Price Current

Ammunition		Levels	
Caps		Stanley Rule and Level Co.'s.....dis	70
G. D., full count, per m.....	40	Mattocks	
Hicks' Waterproof, per m.....	50	Adze Eye.....\$17 00..dis	65
Musket, per m.....	75	Metals—Zinc	
Ely's Waterproof, per m.....	60	600 pound casks.....	7 1/2
Cartridges		Per pound.....	8
No. 22 short, per m.....	2 50	Miscellaneous	
No. 22 long, per m.....	3 00	Bird Cages.....	40
No. 32 short, per m.....	5 00	Pumps, Cistern.....	75&10
No. 32 long, per m.....	5 75	Screws, New List.....	85
Primers		Casters, Bed and Plate.....	50&10&10
No. 2 U. M. C., boxes 250, per m.....	1 20	Dampers, American.....	50
No. 2 Winchester, boxes 250, per m.....	1 20	Molasses Gates	
Gun Wads		Stebbins' Pattern.....	60&10
Black edge, Nos. 11 and 12 U. M. C.....	60	Enterprise, self-measuring.....	30
Black edge, Nos. 9 and 10, per m.....	70	Pans	
Black edge, No. 7, per m.....	80	Fry, Acme.....	60&10&10
Loaded Shells		Common, polished.....	70&5
New Rival—For Shotguns		Patent Planished Iron	
No. Drs. of Powder Shot Size Gauge	Per	"A" Wood's patent planished, Nos. 24 to 27	12 50
120 4 1 1/2 10 10	\$2 90	"B" Wood's patent planished, Nos. 25 to 27	11 50
129 4 1 1/2 9 10	2 90	Broken packages 1/4c per pound extra.	
128 4 1 1/2 8 10	2 90	Planes	
126 4 1 1/2 6 10	2 90	Ohio Tool Co.'s, fancy.....	40
124 4 1 1/2 4 10	3 00	Sciota Bench.....	50
200 3 1 10 12	2 50	Sandusky Tool Co.'s, fancy.....	40
208 3 1 8 12	2 50	Bench, first quality.....	45
236 3 1/2 1 6 12	2 65	Nails	
265 3 1/2 1 5 12	2 70	Advance over base, on both Steel and Wire.	
264 3 1/2 1 4 12	2 70	Steel nails, base.....	2 45
Discount 40 per cent.		Wire nails, base.....	2 45
Paper Shells—Not Loaded		20 to 60 advance.....	Base
No. 10, pasteboard boxes 100, per 100..	72	10 to 16 advance.....	5
No. 12, pasteboard boxes 100, per 100..	64	8 advance.....	10
Gunpowder		6 advance.....	20
Kegs, 25 lbs., per keg.....	4 00	4 advance.....	30
1/2 kegs, 12 1/2 lbs., per 1/2 keg.....	2 25	3 advance.....	40
1/4 kegs, 6 1/4 lbs., per 1/4 keg.....	1 25	2 advance.....	50
Shot		Fine 3 advance.....	70
In sacks containing 25 lbs.		Casing 10 advance.....	15
Drop, all sizes smaller than B.....	1 75	Casing 8 advance.....	25
Augurs and Bits		Casing 6 advance.....	35
Snell's.....	60	Finish 10 advance.....	25
Jennings genuine.....	25	Finish 8 advance.....	35
Jennings' imitation.....	50	Finish 6 advance.....	45
Axes		Barrel 1/2 advance.....	85
First Quality, S. B. Bronze.....	6 00	Rivets	
First Quality, D. B. Bronze.....	6 50	Iron and Tinned.....	50
First Quality, S. B. S. Steel.....	10 50	Copper Rivets and Burs.....	45
First Quality, D. B. Steel.....	10 50	Roofing Plates	
Barrows		14x20 IC, Charcoal, Dean.....	7 50
Railroad.....	12 00	14x20 IX, Charcoal, Dean.....	9 00
Garden.....	29 00	20x28 IC, Charcoal, Dean.....	15 00
Bolts		14x20 IC, Charcoal, Allaway Grade.....	7 50
Stove.....	70	14x20 IX, Charcoal, Allaway Grade.....	9 00
Carriage, new list.....	60	20x28 IC, Charcoal, Allaway Grade.....	15 00
Flow.....	50	20x28 IX, Charcoal, Allaway Grade.....	18 00
Buckets		Ropes	
Well, plain.....	\$4 00	Sisal, 1/2 inch and larger.....	10
Butts, Cast		Manilla.....	14 1/2
Cast Loose Pin, figured.....	65	Sand Paper	
Wrought Narrow.....	60	List acct. 19, '86.....dis	50
Chain		Sash Weights	
1/4 in. 5-16 in. 3/4 in. 1 in.		Solid Eyes, per ton.....	25 00
Com. 7 c. 6 c. 5 c. 4 1/2 c.		Sheet Iron	
BB. 8 1/2 7 1/2 6 1/2 5 1/2		com. smooth. com.	
BBB. 8 1/2 7 1/2 6 1/2 5 1/2		Nos. 10 to 14.....	\$3 60
Crowbars		Nos. 15 to 17.....	3 70
Cast Steel, per lb.....	6	Nos. 18 to 21.....	3 80
Chisels		Nos. 22 to 24.....	4 10
Socket Firmer.....	65	Nos. 25 to 28.....	4 20
Socket Framing.....	65	No. 27.....	4 30
Socket Corner.....	65	All Sheets No. 18 and lighter, over 30 inches wide, not less than 2-10 extra.	4 10
Socket Slicks.....	65	Shovels and Spades	
Elbows		First Grade, Doz.....	8 00
Com. 4 piece, 6 in., per doz.....net	75	Second Grade, Doz.....	7 50
Corrugated, per doz.....	1 25	Soldier	
Adjustable.....dis	40&10	1/2@1/2.....	19
Expansive Bits		Squares	
Clark's small, 1 1/8; large, 2 1/8.....	40	Steel and Iron.....	60—10—5
Ives' 1, 1 1/8; 2, 2 1/8; 3, 3 1/8.....	25	Tin—Melyn Grade	
Files—New List		10x14 IC, Charcoal.....	\$10 50
New American.....	70&10	14x20 IC, Charcoal.....	10 50
Nicholson's.....	70	20x14 IX, Charcoal.....	12 00
Heller's Horse Rasps.....	70	Each additional X on this grade, \$1.25.	
Galvanized Iron		Tin—Allaway Grade	
Nos. 16 to 20; 22 and 24; 25 and 26; 27, List 12 13 14 15 16.	28	10x14 IC, Charcoal.....	9 00
Discount, 65.....	17	14x20 IC, Charcoal.....	9 00
Gauges		10x14 IX, Charcoal.....	10 50
Stanley Rule and Level Co.'s.....	60&10	14x20 IX, Charcoal.....	10 50
Glass		Each additional X on this grade, \$1.50.	
Single Strength, by box.....dis	85&20	Boiler Size Tin Plate	
Double Strength, by box.....dis	85&20	14x56 IX, for No. 8 Boilers, } per pound..	13
By the Light.....dis	85&20	14x56 IX, for No. 9 Boilers, }	
Hammers		Traps	
Maydole & Co.'s, new list.....dis	33 1/2	Steel, Game.....	75
Yerkes & Plumb's.....dis	40&10	Onelta Community, Newhouse's.....	40&10
Mason's Solid Cast Steel.....30c list	70	Onelta Community, Hawley & Norton's.....	65
Hinges		Mouse, choker per doz.....	15
Gate, Clark's 1, 2, 3.....dis	60&10	Mouse, delusion, per doz.....	1 25
Hollow Ware		Wire	
Pots.....	50&10	Bright Market.....	60
Kettles.....	50&10	Annealed Market.....	60
Spiders.....	50&10	Coppered Market.....	50&10
Horse Nails		Tinned Market.....	50&10
Au Sable.....dis	40&10	Coppered Spring Steel.....	40
House Furnishing Goods		Barbed Fence, Galvanized.....	3 25
Stamped Tinware, new list.....	70	Barbed Fence, Painted.....	2 95
Japaned Tinware.....	20&10	Wire Goods	
Iron		Bright.....	80
Bar Iron.....	2 25 c rates	Screw Eyes.....	80
Light Band.....	3 c rates	Hooks.....	80
Knobs—New List		Gate Hooks and Eyes.....	80
Door, mineral, jap. trimmings.....	75	Wrenches	
Door, porcelain, jap. trimmings.....	85	Baxter's Adjustable, Nickeled.....	30
Lanterns		Coe's Genuine.....	30
Regular 0 Tubular, Doz.....	5 00	Coe's Patent Agricultural, Wrought.....	70
Warren, Galvanized Fount.....	6 00		

Won By His Wit.

Some centuries ago it was fashionable for young men to array themselves from head to heel in iron clothing, mount on horseback and go forth in search of hard knocks. A modern and prosaic world has discarded the iron clothes and the horse, but the spirit of chivalry is still alive, and its chief exponent, insofar as hard knocks go, seems to be the football player. To illustrate the point, a little story may be related which is going the rounds of the city. The hero is a young gentleman who has won numerous laurels on the gridiron, and the heroine is the daughter of a wealthy citizen. Now, this young man is not particularly burdened with this world's goods, and among the other suitors were men of considerably more wealth. Yet the young woman, with the perversity of her sex, favored him more than the rest. Perhaps it was his winning ways or his manly, athletic proportions. At any rate, she gave him to understand that, so far as she was concerned, riches would not stand in the way of their union. Now, the parent is an enthusiast of the game. He knew the young man, was aware that he was a football player of no mean stripe, and when he asked for his daughter's hand, intimating delicately that it was for love alone he sought her, the old gentleman listened patiently to his story. Then, much to the suitor's surprise, he answered him thus: "Go and score a couple of goals for our team; then come and see me again." Highly elated, the young player bided his time. At last came the golden opportunity. One Saturday afternoon several weeks ago his team was up against a powerful rival. Conspicuous among his fellow-players was the young man. He was a tower of strength to his team, and before the game was over, in a blaze of glory, amid the plaudits of his friends, who were little aware of the stake for which he was really playing, he skirted the ends for two touchdowns, kicking a goal. He could hardly wait to doff his uniform before he was at the home of his desired one. Succeeding in gaining an interview without delay, he right speedily did make the father acquainted with the result of the game, not forgetting to remind him of his promise. "And now," said the father, "tell me in what respect you differ from your rivals in seeking my daughter's hand?" "That is easily explained," said the football player, without a moment's hesitation. "They loved for gold, while I goaled for love." So pleased was the magnate with the young man's ready answer and his earnestness that he gave his consent then and there. Thus did the football player, by his wit and good playing, win his bride—and incidentally a fortune of \$50,000.

German Sugar Trust More Powerful Than Ours.

The British sugar magnates assert that investigation has revealed the existence in Germany of a great trust called the "Kartell," which has been in existence about a year. They declare it is chiefly owing to this agency that the price of sugar has been forced down in England and other places to the lowest point in the history of the industry, and that Germany to-day is enabled to dictate to the world the price of that commodity. Already British firms have entered into negotiations with leading American sugar interests, and tables are now being drawn up showing the transactions of the "Kartell," with a view of submitting them to the authorities at Washington. The "Kartell" is run

very secretly, but from confidential reports to London it is learned that it consists of an ironclad combination of almost all producers and refiners to keep up the price of sugar in Germany. This is done so successfully that the German consumer to-day pays three times as much for sugar as the Briton does for the same article imported from Germany. The members of the "Kartell" bind themselves to buy and sell to only those affiliated with the combine. This has worked so satisfactorily that the "Kartell" now includes practically every factor of the sugar interests in Germany, from the agricultural producer to the refiner.

Grand Rapids Retail Grocers' Association.

At the regular meeting of the Grand Rapids Retail Grocers' Association, held at its hall in the Tower block, Tuesday evening, Dec. 23, President Fuller presided. Addresses on the new garnishment law were made by Attorney Burns, Miner and Albers, the former two in English and the latter in Holland.

Six new members were admitted as follows:

Cornelius Vanden Ploeg, 369 S. East street.

H. F. Mull, 425 East Bridge street.

Vinkemulder & Vrugink, 438 Jefferson avenue.

Nehemiah Jonker, 248 Carrier street.

John R. Dykstra, 107 Livingston street.

John Koman, 70 Houseman street.

Ex-President Dyk introduced a series of resolutions condemning the Michigan Telephone Co. for raising its rates and pursuing a vacillating policy wholly at variance with every principle of good business and pledging the members of the Association to discard the Bell phones in their stores and residences and to endeavor to get their customers to do the same, which was unanimously adopted.

There being no further business, the meeting adjourned.

Homer Klap, Sec'y.

Will Hold a Banquet in January.

Kalamazoo, Dec. 2.—Plans for their second annual banquet next January and for a pure food show to be held in the spring were made at a meeting of the Kalamazoo Retail Grocers and Meat Dealers' Association Monday evening. It was decided to hold the banquet Wednesday evening of the third week of January in the auditorium. Messrs. W. C. Hipp, chairman, J. G. Phillips, F. H. Priddy, Oliver Rasmus and John Van Bochove were appointed a general committee on arrangements. The grocers' and butchers' clerks will be invited to the banquet and it is probable that the members of the Grand Rapids Association, which entertained the Kalamazoo men on their annual excursion last summer, will be asked to be guests.

The pure food sale was suggested to the Association by E. B. Desenberg and, while no definite plans were made, it is probable that such an exhibit will be held in April.

Prune Combine Loses an Important Suit.

The prune situation, which has been bad enough all the season, is further complicated by the recent decision of the Supreme Court of California, which says that the Prune Trust can not force growers to make deliveries on contracts. This was a test case, and upon the decision rendered by the court depended whether the life of the Trust could be prolonged or not. Now that it is definitely decided that deliveries can not be enforced, the Trust is no longer a factor in the situation, and will probably crumble to pieces of its own weight. Even without this blow from the courts, the Prune Trust has not been able to cut any figure in the market this season.

In the Market Place.

"I suppose you know where you'll get it about Christmas time?" said the oyster.

"I can see your finish, anyhow," replied the turkey. "You'll be in my midst."

Governors are getting to be bad men to fool with. Here are Governor Beckham, of Kentucky, and Governor Durbin, of Indiana, lamenting the fact that the Ohio River flows between them so that they can not get at each other, and Governor Jeff Davis, of Arkansas, threatening to shotgun an editor who didn't think well of the Governor pardoning the female convicts in the State penitentiary. At this rate it won't be long until a man offering as a candidate for governor will be required to make a bond to keep the peace.

So far as the Tradesman's information goes, only two candidates for appointment to the State Board of Pharmacy have announced themselves—Arthur H. Webber, of Cadillac, and John Johnson, of South Haven. Mr. Webber appears to have the advantage so far, but what the outcome will be, of course, is as yet problematical, because it is understood that Governor Bliss has not yet expressed himself; in fact, he distinctly states that he has not yet made up his mind which candidate he will designate.

Of all the conscience funds contributed to railroads and other corporations by conscience stricken patrons we have yet to hear of a single man who, after taking a trade paper five or six years, refused it at the postoffice and forgot to pay the bill, finally succumbed to the "still small voice" and took the publisher by surprise with the amount. We say we never heard of a case of this kind, and if any one else has please let him rise up in meeting.

Business Wants

Advertisements will be inserted under this head for two cents a word the first insertion and one cent a word for each subsequent insertion. No advertisements taken for less than 25 cents. Advance payments.

BUSINESS CHANCES.

ADMINISTRATOR'S SALE—THE ENTIRE box and basket factory plant of the late P. C. Wimer will be sold to the highest bidder at 10 o'clock a. m., Jan. 13, 1902, at the office of said factory in Coloma, Michigan. This factory is well equipped and has a fine trade in Southern Michigan. For particulars call or address Fred Bishop, Administrator, Coloma, Mich. 165

HOTEL FOR SALE—ANYONE WISHING to step into good paying business can buy cheap the furniture and fixtures of hotel doing good business; also two restaurants. Address Lock Box 1146, Benton Harbor, Mich. 166

FOR SALE—GRANDFATHER CLOCK: 100 years old; in fine condition. Box 309, Westerville, Ohio. 167

FOR SALE—GRAIN ELEVATOR; MAIN building 24x52 feet; office, 8x12 feet; engine room, brick, 22x24 feet; storage capacity, 18,000 bushels; equipped with 25 horse power engine and boiler, scales, corn sheller, etc. Business for past year shows a profit of \$2,500. Address L. E. Torrey, Agent, Grand Rapids, Mich. 161

FOR SALE—NEW HARDWARE STOCK AT a bargain; good established business; poor health the only reason for selling. Address A., care Michigan Tradesman. 162

GOING OUT OF BUSINESS. FOR SALE, Cheap—A silver-plated soda fountain (Tut's Congress) complete, with two ten-gallon steel fountains, tumbler holders, ice cream freezers and cabinet, liquid carbon acid apparatus and tile counter. Address J. H. C. VanDeinse, Greenville, Mich. 163

FOR SALE—THE BEST PAYING CASH business on earth; has been established 15 years; will inventory about \$2,500; will show up yearly profit of \$2,000 or better; will stand the fullest investigation; only reason for selling is my health. Don't answer this unless you have the cash and mean business. Lock box 562, Owosso, Mich. 168

FOR SALE—RESTAURANT AND BAKERY, cigar and confectionery stock. Soda fountain and ice cream machinery. Centrally located. Only restaurant in town. C. S. Clark, Cedar Springs, Mich. 168

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 \$2,500; sales, \$40 per day; expenses low. Address J. Clark, care Michigan Tradesman. 157

FOR SALE—TYPEWRITERS, LATEST model No. 4 Williams. We have a limited number of these machines which we will sell for \$75 each on very easy terms. We guarantee them brand new. The Myers Co., Nashville, Tenn. 156

DRUG STOCK FOR SALE IN CITY OF 5,000; invoices \$1,500. Other business necessitates sale. Write at once for particulars to No. 154, care Michigan Tradesman. 154

FOR SALE—UP-TO-DATE \$2,000 SHOE stock, with good trade established in a good live town of 2,000. Correspond with U & S, care Michigan Tradesman. 151

MEAT MARKET FOR SALE—IN SOUTH- ern Michigan in town of 6,000 and growing fast; the best town in the State to do a good business in and make money; everything in first-class order; also power to run machinery very cheap; best stock country and shipping point in Michigan. Will bear the closest investigation. Come and look it over and you will buy. Reason for selling, wish to retire. Address No. 169, care Michigan Tradesman. 159

FOR SALE—A GENERAL STORE WITH about \$2,000 stock, in good locality. Address 416 Erie St., Port Huron, Mich. 144

WANTED—TO BUY A STOCK OF HARD- ware in some good Northern town. S. T. Hasse, Ithaca, Mich. 148

FOR SALE—CIRCULAR SAW MILL, WITH top saw, on Walloon Lake, Mich.; capacity, twenty-five thousand feet of hardwood per day; steam feed and engine (12x30) fed by two boilers. Docks and roads all built and everything ready for this winter's cut. For full particulars address H. F. Guerin, Horton Bay, Mich. 142

WANTED—TO SELL STOCK AND BUILD- ing or stock of groceries, crockery and meats; best location in one of the most thriving cities in the Upper Peninsula; good reasons for selling; correspondence solicited. Address B. C. W., Box 4-3, Crystal Falls, Mich. 138

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

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

FOR SALE—GENERAL STORE, STOCK and dwelling; doing \$15,000 yearly business on \$1,800 stock; will pay expense of investigation if not so. Michigan Central Railroad ticket office in store, worth \$25 a month. A. M. Bentley, Rhodes, Mich. 146

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

FOR SALE—GROCERY STORE OF E. J. Herriek, 116 Monroe street, Grand Rapids. Enjoys best trade in the city. Mr. Herriek wishes to retire from business. Address L. E. Torrey, Agt., Grand Rapids. 102

FOR SALE—STORE, GENERAL MERCH-andise stock and one-half acre of land in town of 200 population in Allegan county. Ask for real estate \$2,500. Two fine glass front wardrobes show cases, with drawers; also large dish cupboard and three movable wardrobes in flat above go with building. Will invoice the stock and fixtures at cost (and less where there is a depreciation), which will probably not exceed \$1,200 or \$1,500. Require \$2,000 cash, balance on mortgage at 5 per cent. Branch office of the West Michigan Telephone Co. and all telephone property reserved. Store building 26x62; warehouse for surplus stock, wood, coal and ice, 12x70; barn 24x36, with cement floor; cement walk; heated by Michigan wood furnace on store floor; large filter cistern and water elevated to tank in bathroom by force pump. Cost of furnace, bathtub and fixtures, with plumbing, \$295. Five barrel kerosene tank in cellar with measuring pump. Pear and apple trees between store and barn. For particulars or for inspection of photograph of premises address or call on Tradesman Company. 99

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

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

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

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

MERCHANTS DESIROUS OF CLOSING out entire or part stock of shoes or wishing to dispose of whatever undesirable for cash or on commission correspond with Ries & Guettel, 126-128 Market St., Chicago, Ill. 6

MISCELLANEOUS

WANTED, AT ONCE—AN EXPERIENCED dry goods and clothing salesman; unmarried; wages, \$10 to \$12 per week; good references required. Address No. 164, care Michigan Tradesman. 164

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