

MICHIGAN TRADESMAN

Nineteenth Year

GRAND RAPIDS, WEDNESDAY, DECEMBER 18, 1901.

Number 952



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

R. J. Cleland and Don E. Minor, Attorneys
Prompt attention to all kinds of Collections, Adjustments and Litigation. Our credit advices will avoid making worthless accounts. We collect all others.

THE MERCANTILE AGENCY

Established 1841.

R. G. DUN & CO.

Widdicomb Bld'g, Grand Rapids, Mich.

Books arranged with trade classification of names. Collections made everywhere. Write for particulars.

C. E. McCrone, Manager.

National Fire Ins. Co. of Hartford

Successor to

The Grand Rapids Fire Ins. Co.

CAPITAL, \$1,000,000

ELLIOT O. GROSVENOR

Late State Food Commissioner

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

1232 Majestic Building, Detroit, Mich.

Glover's Gem Mantles

For Gas or Gasoline. Write for catalogue.

Glover's Wholesale Merchandise Co.
Manufacturers, Importers and Jobbers of Gas and Gasoline Sundries

Grand Rapids, Michigan

WILLIAM CONNOR

WHOLESALE
READYMADE CLOTHING

for all ages.

Removed to William Alden Smith block, 28 and 30 South Ionia street.
Open daily from 8 a. m. to 6 p. m.
Saturday to 1 p. m.

Mail orders promptly attended to.
Customers' expenses allowed.

Aluminum Money

Will Increase Your Business.



Cheap and Effective.
Send for samples and prices.

C. H. HANSON,

44 S. Clark St., Chicago, Ill.

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GENERAL TRADE REVIEW.

With the country as a whole too busy in the season's trade or in pushing general industries to give the usual attention to speculative trade, it is not strange that the Wall Street market should be largely turned over to the professional manipulators. Nor is it strange that at times the unprecedented demands for money to meet the exigencies of tremendous activity should cause temporary disturbance in that commodity at the great centers, notwithstanding the fact that there is more now in circulation in this country than ever before known. There is an abundance of money, but with grains and provisions making new high records of prices, and with industries and transportation pushed to the utmost of activity and general distribution exceeding anything in the history of the country, it shows a wonderfully successful management of the finances that all these needs are being met.

Amalgamated Copper continues the Jonah in the speculative markets. It would seem that with such a tremendous decline that property must be pretty nearly down to intrinsic value; but it seems as uncertain as when inflated the highest. It was expected that the lowering of the price of the red metal would cause disturbance in the stock, but the effect was not perceptible—the course of the stock seems to depend upon professional manipulation entirely. The week's trading was dull and the average of prices moved slightly downward, and little appearance of improvement in speculative trading is manifest.

Throughout the country reports indicate an unprecedented holiday trade. The approach of severe weather has been so gradual that it has encouraged a steady increase in trade and with the final coming of winter comes the demand for the usual heavy goods for the season. Of course, the real key to the situation is that there is plenty of money to buy and the limit is only to be found in the ability to provide that which fills the demand. Re-order work has driven all kinds of factories and taxed facilities for delivering to the utmost. In the

latter, however, the efforts of the companies to increase equipment for the need are beginning to tell and there is less congestion than a few weeks ago.

A feature of the iron and steel situation which promises well for the future is the keeping of prices of raw forms down to the scales of the closing year. The pressure for immediate delivery puts a premium on many products, especially those used in the transportation and building industries; but even this results in few positive advances, while, as stated, the prices which have been fixed by operators are kept down to the old basis.

The rapid accumulation of enormous private fortunes in the United States is creating conditions of luxury that were long confined to the Old World and were never dreamed of in the new. The Orientals have long been noted for their love of precious stones, when India was the source of the most magnificent diamonds. They passed from hand to hand by conquest, until they finally got into Europe and chiefly into England. Now they are coming to America to the multi-millionaires of the United States. A recent cablegram from London states that the three blue diamonds, the only ones known, have been purchased for parties in this country. The most famous jewel of the three is the Hope diamond, recently purchased in London by Joseph Frankel's Sons, of New York, for an American whose name is kept from the public. The price paid is stated to be \$250,000. The second largest of the three is the Duke of Brunswick diamond, and it is to be a Christmas present to the actress, Julia Arthur, from her husband, Benjamin F. Cheney, of Boston. The price paid was \$190,000. The third blue diamond has been sold by Gattle, Stern & Co., of New York, to an unnamed American for \$100,000.

It is announced that the members of Congress are seriously thinking of introducing a bill which shall double their pay and from their standpoint it would be a good thing to do. At present they are receiving \$5,000 per year, or \$10,000 for the term, and some of them—probably many of them—use at least half a term's salary in political ways intended to keep them in office. Being an honest member of Congress is not traveling the avenue which leads to wealth. The expenses of living in Washington are high and if a representative quits the service as well off financially as when he commenced he has cause to be thankful. Presumably the temptation of an overflowing treasury is proving irresistible to those who have their hands on the purse strings. Congressmen must not be surprised or disappointed if their constituents all over the country do not flood them with numerous signed petitions urging them to vote for the proposed increase.

A hobo in Pittsburg has tried to commit suicide because he was forced to take a bath. The real wonder is that the bath didn't kill him.

MR. YERKES IN LONDON.

Over in Chicago one Yerkes came to be a very great man in the street car business. Little by little he added to his holdings and influence until at length he practically had the whole thing figuratively in the palm of his hand or under his thumb. Thereupon, thenceforth and thereafter the people and the papers of that wicked city pounced upon him and called him pretty much everything but decent. At length he had to buy a newspaper in order to defend himself. He secured control of the Inter-Ocean, but soon discovered that a daily newspaper affords exceptional facilities for losing money. Anyhow before a great while he sold out his newspaper and his railroad and, shaking the dust of the United States from his shapely feet, betook himself across the sea and set himself up in London.

With characteristic Yankee ingenuity and Western enterprise and energy, he set about getting franchises and privileges and rights in the world's metropolis, intending to give Great Britain an underground electric railroad which should really furnish rapid transit for Londoners. He met with opposition and had troubles which reminded him of Chicago. Being quicker witted and more rapid and resourceful than the average Englishman, he finally secured the opportunities he sought and his plan has been adopted. He was shrewd enough to get popular opinion with him, and in most cases popular opinion and one man constitute a majority. Mr. Yerkes has promised to give London the most modern and most efficient system of underground railroads that can possibly be built. There is no doubt about his having the money or being able to get all he wants. He has the keen business foresight to know that great things in the way of revenue can be had from the consummation of his project. It is reported that he has overcome all opposition and is now in position to begin practical operations. It is not to be wondered at that London people feel a little jealous that an American should come in and gobble up the opportunity to make so much money, but they will be glad to have the facilities which the Yerkes enterprise and energy will furnish.

There are some Americans who oppose every increase in the strength of the army and navy as unnecessary, because the United States is at peace with the entire world. While we are friendly toward all nations it does not follow that they are friendly toward us. They are, in fact, jealous of our progress and would openly rejoice in any embarrassment we might encounter. This country will probably never maintain a large army, but the logic of circumstances will compel it to have a large navy. President Roosevelt is quite right in saying that in this way we shall enjoy "the peace that comes of right to the just man armed."

Chicago is running a pure food show. Pure food always attracts attention in Chicago.

Getting the People

How to Know Whether Advertising Is Effective.

The element of chance seems to be no small factor in producing results from any method of gaining the public ear in selling goods. Not only in the uncertainty as to whether the message sent at random will reach a mark, but in all the dealer's work chance is ever present. The salesman watches every word he utters and every varying indication of the mood of the buyer until the transaction is fully closed lest some untoward accident should hazard the issue. Indeed, this factor is not fully eliminated until the cash is in the till. I apprehend that there is an attraction in this fact which has more influence than many suppose. If the merchant's work was governed by wholly known conditions if every seller knew that any certain procedure would mature in a definite result, his work would degenerate to the drudgery of routine. There is a fascination in the constant change and variety introduced by chance, and we are better and happier on that account whether we recognize the fact or not.

The value of chance is in our effort to control it. To this end we study to learn all that may be known about it. Thus in advertising we accept the proposition that much of the seed must fall on barren ground, but it is incumbent on us to find out whether enough is finding the fertile spots to make the undertaking profitable.

Many schemes have been employed to find out the results from advertising. Thus in cases where periodicals are used covering certain territory the letters received are taken as the criterion of effectiveness. Others resort to systems of keying, by using some peculiarity in the address by which it is known whether the enquiry is prompted by the particular medium. But judging from the experience of those who have attained the most marked success there is no pleasure and less profit in giving attention to the detail involved in such methods. It is to be noted that the most successful are those who have given schemes of this kind the least portion of time and effort.

How shall we know whether our advertising pays? By finding out all we can and trusting for the rest until the result transpires. What can we find out? In the first place we should become acquainted with the paper in which we advertise. I am not writing this to the great specialist who must delegate the work of finding the status of his mediums to the agencies, but to those employing local mediums, or those covering larger territory and yet within his power of acquaintance.

As with an individual much may be determined from the appearance of a newspaper. Thus if it is a periodical professing to cover a certain field its pages will convey the fact whether it really does fulfill its professions. The observer can quickly determine whether its matter is such as will interest in its peculiar field or whether it is selected to fill space. The newspaper gains a personality in its field the same as an individual and its attracting or repelling features are still more salient. It is a favorable indication if the field has been long occupied, for in newspapers it is not the good who die young. Still the young may be all right, but the pages will contain that which gives evidence

WHEN YOU WANT

FLOUR

CALL WHERE IT IS MADE---AT YOUR HOME MILL

We are turning out a grade of Flour equal in quality to the best made, and we can sell it to you **CHEAPER THAN ANY DEALER CAN**, because we make it ourselves, and can save you both freight and a middleman's profit. We are also making an extra fine grade of

Buckwheat Flour

and would like to have you try it. We know that it will please you. All orders given us will have our prompt attention. We have been making many improvements in the mill, having added a new steam wheat heater to improve the grade of flour. Bring along your Buckwheat and Feed. We are steamed up every day to do business. We have a large capacity and want to keep going.

HASTINGS ROLLER MILL.

Have your orders for Soft Coal, Wood, Baled Hay and Straw.

L. A. EATON.

Some of Our Leaders.

SYRUP

Try Tube Rose Syrup, the finest table syrup made. Just the thing for buckwheat cakes.

BROOMS

We have just the kind of Broom you want. A light, neat and easy sweeper.

SOAP

We will give you FREE with 25 bars of Badger Soap a beautiful picture with glass and frame.

MEAT

We are again selling Western Beef, so when you want a choice steak or roast give us a trial. Also other fresh and smoked meats.

Thompson & Son.

Buggies

At Reduced Prices

In order to make room for our big line of Cutters and Sleighs we have cut the price on every Buggy in stock. A great opportunity for you.

And when you stop in don't forget our Whips, Robes, etc.

W. A. Anderson & Son,
Sparta, Michigan.

RIGHT NOW

—LEAVING ALL JOKING ASIDE—

Isn't a nice, comfortable, well heated home the best thing on earth. Your home should be always well heated. It can be well heated and at a minimum of expense, if you want to have it so. Our

20th Century Heaters

do the business.

OTTO ROSENFELD

Have a Look!

We will pay as much for

All Kinds of Grain

as you can get at any of the surrounding towns, mills excepted.

COOL & CURTISS.

If You Want

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

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

S. E. Hosmer & Co.

Please Orders Promptly Attended to

Attention

When in Hastings

Don't forget to look at our Holiday Stock which is larger and more complete than ever before, and allow me to suggest it is a good place to do your

Holiday Shopping Early.

"You thus get the cream of the stock besides avoiding the rush which comes later. Your desires in my line—Jewelry—have been studied for nearly nineteen years with the knowledge gained thereby, I have been better able to select a stock to meet your wants than ever before."

F. R. PANCOAST,
The Jeweler, Hastings.

Ordinary flour makes ordinary bread. Only the best flour will make that sweet wholesome, whiter, fluffier bread that warms the appetite and is best spread is made with—
Pansy Blossom Flour
because it is the best flour. Pansy Blossom makes light, creamy, savory bread of a delicious flavor, and is absolutely pure. There is no other flour quite like it. If your dealer doesn't sell Pansy Blossom he doesn't sell the best; change your dealer or write the mill direct. For sale by all the grocers in Hastings and nearby towns.
HASTINGS, MICHIGAN
BRAYTON, CHILDS & Co.
Makers of excellent flour, manufactured at Graham, Buckwheat flour, Feed etc.

of their right to live, or their claims should be scanned very closely.

Individuality is no less marked in the local newspaper. If it is published hap-hazard, with the main object the temporary expulsion of the wolf from the publisher's door, that fact will be apparent in its pages. If it occupies a field and commands respect and interest in that field, that fact will be equally apparent.

But the only way, after all, is to try, and thus find out. Trying, the advertiser becomes acquainted with his medium and its publishers. If he can not determine through continued acquaintance whether it is giving value for what it receives there is a lack in his own application or perception.

* * *

A well written and well composed milling advertisement is that of the Hastings Roller Mill. The printer has crowded the word "flour" somewhat with his ornaments, but he has done well in his other display and in using uniform type. The writer could have improved the last paragraph by omitting that which gives the impression that he needs help to keep going.

Thompson & Son occupy their space with four separate advertisements. This method is not bad provided change is made each week. The printer has done his work well. I would have omitted the period in the first and last line.

A carefully written and composed advertisement is that of W. A. Anderson & Son. The writing is businesslike and to the point and the printer has shown excellent taste in his display.

Otto Rosenfeld writes rather a striking advertisement of his heating stoves, which the printer puts into good shape. All right for a change.

Cool & Curtiss use the slang catch which has been current for a few months in introducing their advertisement, but I am inclined to think it would have been more effective with the first line omitted. The printer's work is good and as it is it will bring business.

S. E. Hosmer & Co. write a good coffee advertisement, and the printer has done his part suitably—a simple businesslike advertisement, which brings trade.

F. R. Pancoast is interesting in his holiday announcement, but I think a little long in his paragraphs. The printer would have done better with less faces of type.

A bright little thing for small space is the flour advertisement of Brayton, Childs & Co. The display and border could hardly be improved. A few less words in the paragraphs would have permitted the use of leads, thus making it more readable.

Girls as Bank Tellers.

The young woman has long since come to be considered a part of the business office. It would now seem that she is destined to become a part of the bank, as well.

According to the Chicago Tribune, the Royal Trust Company Bank has installed thirteen girls behind the tellers' windows in its savings department, and it is said they do the work more satisfactorily than did the young men who preceded them. They are said to be the only girls in such positions in the United States. It is stated at the bank that the girls were not employed with a view to reducing salaries, their pay being the same as that of the young men employees—\$25 a month at the start and increases every few months.

A woman always wants to be sure of the last word. That is why she looks at the end of a novel first.

Very Latest Rice

Packed in Cotton Pockets. Convenient, Accurate, Economical.

===Quality Always Uniform===



Packed only in 2½ pound pockets.
Grown from finest Carolina Seed Rice.



Packed only in 3 pound pockets.
Selected and packed from choicest grade of
Imported Japan.

When cooked grains all separate.

Beautiful color.

===Aids Retailers===

No wrapping. No weighing. Your clerk hands customer the pocket.
Housewives appreciate our pocket rice because the rice is the best the world produces and the pocket keeps it clean until the last grain is used.

ORME & SUTTON RICE CO.,

46 River St., CHICAGO

Phone Central 1409

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

FOR SALE BY ALL JOBBERS

Around the State

Movements of Merchants.

Pontiac—Beattie Bros. will soon embark in the hardware business.

Okemos—J. C. Foster has purchased the harness stock of John A. Holtz.

Portland—Geo. Snyder has opened a meat market in the Dixon building.

Lenox—A. McClatchie has purchased the grocery stock of C. Nelson & Co.

Benton Harbor—T. B. Reeder has opened a book store at 159 Pipestone street.

Coldwater—Brick & Bitz is the style of the new meat firm which succeeds J. S. Bitz.

Romeo—Ira F. Pratt's Sons have sold their crockery and grocery stock to J. B. Luco.

Fenton—Burdick Potter succeeds Joyce & Slicker in the grain and fuel business.

Negaunee—Levine Bros. succeed Jacob Davidson in the department store business.

Benton Harbor—Wenman Bros. have sold their grocery stock to Holcomb & Matteson.

Flint—W. R. Scotts & Co. have purchased the grocery stock of Edward A. Salisbury.

Coldwater—Allen & Tift, grocers, have been compelled to make an assignment.

Traverse City—Albert T. Petertyl has opened a meat market at 415 South Union street.

Flint—Eliza K. Jenkins, dealer in musical instruments, has sold out to J. Henry Gardner.

Big Rapids—Dell Tiffany will open a hardware store in the building he has been remodeling.

Eaton Rapids—L. D. Jenne has sold his agricultural implement stock to Piersons & Fowler.

Lawton—Jeter & Body, dry goods dealers, have dissolved partnership, W. W. Body succeeding.

Lansing—Daniel J. Mahoney has purchased the agricultural implement stock of Walton A. Newton.

Kalamazoo—Frank Boyce, of Ypsilanti, has taken the management of the Kalamazoo Wall Paper Co.

Mendon—Logan Mohoney continues the meat market formerly conducted under the style of Royer & Mohoney.

Perry—Nelson Carlson has engaged in the meat business, having purchased the market of Blanchard & Warren.

Bennington—Elmer J. Hubbard has purchased the general merchandise and implement stock of W. P. Harryman.

Alden—G. H. Barr, formerly superintendent of the public schools of this place, has opened a bazaar store here.

Laingsburg—J. W. Gleason is succeeded by Ella M. (Mrs. J. W.) Gleason in the dry goods and grocery business.

Holland—Wilmot Bros. will open a candy and cigar store in the building south of Van Fatten's grocery and dry goods store.

Newaygo—Pearson Bros. & Rebers, general dealers, have purchased the general merchandise stock and store building of S. K. Riblet.

Alma—H. G. Pulfrey & Co. have purchased the grocery stock of W. E. Wilson, who will engage in the sale and shipping of poultry.

Union City—M. J. Rowley, dealer in dry goods and carpets at this place, and formerly engaged in the mercantile business at Homer, died at his home last week from an attack of pneumonia.

Wayland—The general merchandise stock of W. L. Heazlit has been turned over to E. W. Pickett, who has purchased all of the claims.

Thompsonville—Peter Johnson has sold his warehouse and produce business to A. A. Murrill, of Wallin, the consideration being \$900.

Hudson—A. C. Hadley, of Litchfield, has purchased the grocery stock of Henry C. Hall and will continue the business at the same location.

Mason—H. E. Richardson has moved his family to this place and will buy poultry, butter, eggs, etc. He has represented a Buffalo commission house for some time.

Battle Creek—Louis D. Cooley & Co., wholesale and retail dealers in harnesses and carriages, have dissolved partnership. The business will be continued by Louis D. Cooley.

Chelsea—The H. S. Holmes Mercantile Co. has purchased the general stock to H. T. DuBois & Co., at Grass Lake, and will continue the business there as a branch establishment.

Harrietta—J. Z. Stanley & Son write the Tradesman that they have purchased the E. J. Worden store building and will engage in some line of business therein the first of the year.

Negaunee—Jake Dworkin, who purchased the notion and confectionery stock of Andrew Erickson some months ago has decided to retire from trade and will sell his stock at auction.

Cadillac—Jorgensen & Co. succeed James A. Smith in the clothing business. The new firm includes H. Chris. Jorgensen and Mrs. Anton Jorgensen, the latter's interest being in charge of her son, Thomson Jorgensen.

Munith—Coulston & Coulston have succeeded Chas. Crane in the general merchandise and undertaking lines. Jas. Coulston has been with A. McCloy some years, and L. C. Coulston was clerk for Mr. Crane about eight years.

Lansing—The grocery firm of Loyd & Donahue has been dissolved after an existence of fourteen years, and the business will be continued by Mr. Donahue. Mr. Loyd will go on the road for Northrop, Robertson & Carrier, of this city.

New Haven—Baldwin & Kimball, agricultural implement dealers, have dissolved partnership. Jay Baldwin continues the business in his own name. He also succeeds Wm. F. Edmunds in the grain and lime business.

Bronson—C. G. Powers has purchased the interest of F. E. Powers in the clothing firm of Powers Bros. and will continue the business at the same location. He has two brothers in the clothing trade—L. L. Powers at Jonesville and F. E. Powers at Quincy.

Ishpeming—The L. A. Proulx grocery stock was sold at public auction. S. Johnson & Co. bought the goods, paying \$410 for them. There were five or six bidders. It was not known just what the stock is worth, but it is thought that the buyers got a bargain.

Leslie—Milo L. Campbell, formerly on the road for the Hazeltine & Perkins Drug Co., but more recently traveling representative for the Michigan Shoe Co., has contracted to purchase the drug stock of R. H. Shotwell, the transfer to take effect Jan. 2. Mr. Shotwell retires from the drug trade on account of ill health.

Alma—The directors of the Union Telephone Co. have decided to increase the capital stock from \$200,000 to \$250,000. The company has in operation between 600 and 700 miles of full metallic circuit toll lines, thirty-eight exchanges

and reaches with its own lines over 100 cities and towns. It has practically frozen out the Bell company wherever it has entered its territory. A semi-annual dividend of 4 per cent. was declared last week.

Kalamazoo—The Brownson & Rankin Dry Goods Co. has been purchased by O. N. Benson and Drury F. George, who will take possession between Christmas and New Years. Mr. Benson was with Sparling & Co., of Detroit, for several years. Mr. George has been traveling salesman for Brown, Durrell & Co., of Boston, for many years.

Holland—John F. VanAnrooy has purchased the grocery stock of G. Van-Tubbergen, at the corner of Central avenue and Sixteenth street, which will be conducted under the style of VanAnrooy & Sons. Peter VanAnrooy, who has been with B. Steketee and Wm. Botsford for some time, will manage the business. Henry VanAnrooy will act as clerk.

Ishpeming—Gust Beyer, who has managed the local house of Nelson Morris & Co. for the past four years, has gone to Chicago to consider a proposition from the management of the company for a position at some other point. Mr. Beyer is succeeded by Robert Hoyen, who came here from Chicago, but has worked with beef houses in the East.

Lake City—Ardis Bros. have sold their grocery and crockery stock to Ardis & Ardis, and have purchased of S. B. Ardis a stock of general merchandise at Omer. Ardis & Ardis will add the stock to their dry goods and clothing stock and will conduct a general merchandise business. Wm. Ardis will have charge of the business at Omer, and Simeon Ardis will remain at McBain, as at present.

Saginaw—Charles E. Moore, who for fifteen years past has been associated with the wholesale hardware house of Morley Brothers, and who at present is engaged in the capacity of pricer, has resigned his position and will leave Feb. 1 for Frederic, where he will become interested in a bank and general merchandise store to be operated by H. C. Ward, and where he will also manage Mr. Ward's lumber interests. Mr. Moore will be a half owner in the bank and general store.

Manistee—The J. E. McEvoy stock was sold at auction sale to P. N. Cardozo for \$2,010, which includes both grocery and drugs and fixtures. The sale was started by E. A. Gardner bidding \$800 for the groceries and F. W. White \$600 for the drugs. They afterwards increased their bids to \$900 and \$700 respectively. After some hesitancy W. P. Switzer bid \$1,950 for the stock. His bid was increased by P. N. Cardozo to \$1,975. Geo. M. Burr then bid \$2,000. After considerable parleying and hesitating P. N. Cardozo bid \$2,010. There being no further bidding, the stock and fixtures were sold to him. The entire stock and fixtures were inventoried at \$6,000 or more. The amount realized will satisfy the claim of the bank only, leaving nothing to be distributed among the merchandise creditors.

Manufacturing Matters.

Leslie—The Leslie Elevator Co. succeeds W. H. Prescott & Co.

Flint—The Flint Wagon Works has increased its capital stock from \$125,000 to \$150,000.

North Adams—The Rex Hoop, Stave & Heading Co. has been organized with a capital stock of \$20,000.

Hart—Seager Bros. & Co., who operated a canning factory at this place, have sold out to Roach & Scott.

West Bay City—The style of the Standard Hoop Co. has been changed to the Standard Hoop Co., Limited.

Jackson—R. G. Valentine & Co. is the style of the new firm which succeeds Robt. G. Valentine in the manufacture of muslin underwear.

Benton Harbor—The Aerial Advertising Co., incorporated, succeeds Cribbs & Allerton in the manufacture of novelty advertising apparatus.

Benton Harbor—The New Columbian Cigar Factory has issued invitations to a dedication banquet of its new quarters on the evening of Dec. 10.

Detroit—The McKenny Button Fastener Co. has changed its name to the Universal Button Fastener & Button Co. and has increased its capital stock from \$3,000,000 to \$4,000,000.

Mason—L. C. Webb, President of the Mason Sugar Co., announces that the contracts for acreage are being filled rapidly. The high test of Ingham county beets causes considerable interest to be taken in the matter by outside capitalists.

Cover Your Steam Pipes

Asbestos Pipe Coverings, Asbestos Paper, Asbestos Mill Board, Asbestos Cement, Asbestos Packings, Mineral Wool, Hair Felt.

GRAND RAPIDS SUPPLY COMPANY

20 Pearl Street

Grand Rapids, Mich.

Buy the Most Perfect Talking Machine Made



"HIS MASTER'S VOICE"

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

POST MUSIC CO.,

Lansing, Mich.

WANTED BUTTER, EGGS AND POULTRY

M. O. BAKER & CO.,

Toledo, Ohio

Grand Rapids Gossip

The Grain Market.

Wheat has slumped during the week or since my last weekly report. Red winter dropped from 87c to 83c, or 4c per bu. May spring wheat futures dropped from 83 $\frac{3}{4}$ c to 79 $\frac{3}{4}$ c, or 4c per bushel. The cause for the downward trend was the large receipts in the Northwest, which made the visible increase 4,114,000 bushels—a very large amount—which leaves the visible 59,356,000 bushels, or about 1,000,000 bushels less than at the corresponding time last year. Further, where there was a drought, they had rain and then snow to cover the plant, which is a good omen for winter wheat. Foreign demand has also slackened off somewhat, as Europe appears to be supplied, at least for the present, and is waiting for a favorable opportunity to again purchase at a lower price. However, the situation has not changed. The receipts at initial points have not increased, but the elevators have shipped in their wheat because they were getting a good margin. The feeding of wheat to stock goes on the same, and will until next spring, as the coarse rain crop is very short, as we all know, so no one fears any trouble on account of the depression, and the ones that hold onto their wheat will eventually get good returns.

Corn has declined about 2c per bushel, as the claim is made that the cold snap will make the corn better for market, but they fail to state where the corn is to come from, and with the present shortage we will have to wait until another year before we will see much corn, so this is also a bear argument, and anyone who holds corn and has nerve to hold on will reap a good profit.

Oats went off 1c per bushel, but from wagon loads they are as strong as ever. Exporters are taking oats and they may try to depress them, but on account of the scarcity, they will not go down.

Rye was also off 1c, but as long as the demand is as strong as at present, prices will remain steady. Nevertheless, the fact remains that all cereals for the present are lower than they have been. The bears may be able to depress the list a little more, but not to stay, as conditions warrant better prices.

Beans are holding their own better than was anticipated.

Flour is as strong as ever, with no shading of prices. While speculation has depressed wheat prices, millers have to pay a large premium in order to get it.

Mill feed is as strong as ever and prices do not decline.

Receipts for the week were as follows: wheat, 64 cars; corn, 4 cars; oats, 2 cars; flour, 4 cars; beans, 4 cars; hay, 1 car; straw, 1 car; potatoes, 14 cars.

Millers are paying 82c for No. 2 red wheat. C. G. A. Voigt.

The Produce Market.

Apples—Good stock is running from \$4.50@6 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 about steady.

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 fetches 15@17c. Packing stock goes at 12@13c. Receipts of roll butter are so liberal that local dealers are able to supply nearly their entire requirements from fresh stock.

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—4 $\frac{1}{2}$ @5c per lb.

Eggs—Receipts are liberal, but uncertain, owing to the proportion of salted and shrunken injected into shipments of alleged fresh stock. Dealers meet with no difficulty in obtaining 20@22c for strictly fresh and 16@18c for storage.

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, \$3.25@3.50 for either size.

Lettuce—12 $\frac{1}{2}$ c per lb. for hothouse.

Maple Syrup—\$1 per gal. for fancy.

Onions—The market is active and strong at \$1.10@1.25 per bu.

Oranges—California navels fetch \$3 per box. Jamaicas command \$3.50@3.75. Floridas, \$3.25@3.50.

Parsley—20c per doz.

Potatoes—Country buyers are paying 60@70c per bu. and in many cases are selling at the same prices, owing to the quietness of the market.

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.

Purely Personal.

G. J. Hunter will have charge of the carpet department of Burnham, Stoepel & Co., succeeding John R. Costello, who joins hands with the new house of Crowley Bros.

Edgar Lowing, who has had charge of the stock of the Musselman Grocer Co. for the past eight years, will be shipping clerk for the branch house of the corporation at Traverse City.

Adrian Oole, for the past eighteen months profit clerk and assistant book-keeper of the Musselman Grocer Co., will be book-keeper and cashier for the Traverse City branch of that house.

Howard Musselman and Chas. S. Brooks have gone to Traverse City, where they will enter upon the work of organizing the purchasing and selling departments of the branch house of the Musselman Grocer Co.

Wm. P. Granger, who has been identified with the U. S. Packing Co. since the inception of the house, severs his connection with the establishment this week. He is undecided as to what course he will pursue, having several propositions under consideration.

Get Your Orders in Early.

F. J. Dettenthaler has provided a large supply of oysters for the Christmas season and suggests that his customers get their orders in early, so as to avoid the rush and to ensure prompt shipment.

W. J. Mills, druggist, Farmington: Enclosed find check for \$1 for my Tradesman. Could not do business without it. Your copy of Nov. 6 is well worth the whole year's subscription.

Time has proved that those Chicago detectives who said they did not have a clue to the postoffice robbers were truthful men.

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

The Grocery Market.

Sugar—The raw sugar market is unchanged, 96 deg. test centrifugals still being quoted at 3 $\frac{3}{4}$ c. Although refiners have fair supplies of raw sugar to meet previous wants, they showed some disposition to take on further supplies at current prices, but offerings were small and but few sales were made. The world's visible supply of raw sugar on Dec. 12 was 2,250,000 tons against 1,510,000 tons at the corresponding time last year. The news from Washington rather put a damper on the advance for refined predicted last week, and the market is weaker instead. The Howell and Arbuckle refineries quote a reduction of ten points on all grades, but this has not yet been followed by the American.

Canned Goods—Demand for canned goods is fair and buying unquestionably will be for immediate needs only during the remainder of the year. There was a fair buying of all the different lines, but with the exception of tomatoes and peas, the orders were for just a sufficient quantity to last the buyers until after the Christmas holidays. The tomato market is strong and practically unchanged with fair buying, considering the high market. Some buyers find it very hard to realize the actual condition of the tomato market, not only in the East but throughout the entire country, and are, therefore, slow to settle down to the conviction that a higher tomato market is in sight. The strong feature in the market is the lightness of the stocks in the hands of both the packers and jobbers, as well as the continued consumption of this vegetable, which has not abated the least bit at the advance. Gallons are in good demand but very scarce. The corn market is quiet, with practically nothing doing. The trade do not seem to pay any attention to this line and have stocks on hand large enough for their present wants. String beans are dull, in fact, they have been all this season and it would look as if the consumption of this article has almost died away. Prices are, and have been, low, but this does not seem to stimulate the demand any. Peas are firm with a somewhat improved demand for the better grades, which are, however, very scarce. There is a growing feeling of confidence in this article, many looking for a large movement in this line after Jan. 1. Demand for peaches is light except for pie peaches, which are moving out well at previous prices. Salmon is quiet. Jobbers are well stocked for some little time to come, and are working off goods to the retail trade at unchanged prices. The general feeling prevailing in the market is one of confidence, and the holders of all lines are resting easy waiting for the spring, when it is expected that there will be a renewal of the active time of last September and October.

Dried Fruits—There is a good demand for all lines of dried fruits at firm prices. Trade in cured fruits has surprised even the most conservative dealers. The demand has not been particularly heavy at any time, but a continuous healthy demand has ruled throughout the entire season, hence dealers were able to report a most satisfactory volume of business which continued into December. The raisin situation is a very strong one. New prices have been made by the seeders' combine and are $\frac{3}{4}$ c higher on fancy seeded, $\frac{1}{2}$ c on choice seeded, 1 $\frac{1}{2}$ c on 2 and 3 crown and $\frac{3}{4}$ c on 4 crown higher than before.

Demand is very good at the advance and there is considerable buying in anticipation of a still further advance. The coast situation is believed to be very strong and most of the advices from the packers state that a further advance is likely to occur very shortly. It is stated that the raisin stocks in California are now 7,500 tons, against 15,000 tons on Jan. 15 last. Prunes are also very firm with an advance of $\frac{1}{8}$ to $\frac{1}{4}$ c for some of the smaller sizes, which are scarce. A coast packer estimates the stock of 1901 prunes still unsold in California at 4,000 tons, out of an estimated total crop of 30,000 tons, and the stocks that are on hand consist largely of 40-50s and 50-60s, with but light stocks of the smaller sizes. There still remain some 14,000 tons of 1900 crop entirely controlled by the Cured Fruit Association. There is an advance of $\frac{1}{2}$ c per pound on apricots and a firmer feeling on peaches, with light supplies of both. Currants are in good demand at unchanged prices. The statistical position is very strong, and no lower prices are looked for in the near future. Figs are very strong under continued good demand, and the market has advanced $\frac{1}{2}$ c. Dates are higher, prices showing an advance of $\frac{1}{8}$ c. A very good demand is reported. The market on evaporated apples is very firm, but stock is so scarce and held so high that there are practically no sales made.

Rice—The rice market is firm with Japans showing an advance of $\frac{1}{8}$ c per pound. Supplies of most all grades are short with prices tending upward. Most dealers confined their purchases to such lots as would meet their wants for a week or so. Although advices from the South continue strong, there apparently is some uncertainty in the trade as to the future, owing to the high level of prices and the large percentage of the crop which must be marketed within the next three months. On the other hand, however, it is argued that the supply is not equal to annual requirements.

Tea—No changes in particular occurred in the tea market and prices were firm for all grades. Green teas continued strong, and owing to moderate supplies, some holders asked slightly higher prices. The lower grades of black teas were firm, in sympathy with the strength for green grades. The statistical position of green teas has strengthened materially, and importers were reluctant sellers, anticipating a higher market in the near future. There is the usual quiet preceding the holidays and no change in conditions is looked for until about the first of the new year.

Molasses and Syrups—There was a fair demand for molasses of all grades, but as usual at this time of the year purchases were confined to actual wants only. The better grades were wanted, but as a result of the light supply, offerings were limited to small lots. The corn syrup market is fair with very good demand. Prices are unchanged, but the market has an upward tendency and no lower prices are looked for, but rather an advance.

Nuts—Nuts of all varieties are in great request for the holiday trade. Tarragona almonds are in good supply, but almost all other kinds of nuts are scarce. Especially is this the case with filberts and Brazil nuts, and both show an advance of $\frac{1}{4}$ c. Grenoble and Naples walnuts are also very scarce and in good demand. The peanut market is wild and prices show $\frac{1}{4}$ c advance, with all indications pointing to a further advance shortly.

Rolled Oats—Rolled oats are in good demand with prices very firm, but showing no change.

BENIGN MICROBES.

**Man's Indebtedness to the Little Helpers
His Eyes Cannot See.**

Microbes kill about fifteen million human beings a year. Every one who dies of smallpox fever, plague, consumption or any other of the long list of diseases known to humanity is killed by microbes of various degrees of malignance. So it seems at first sight that the greatest boon which could be conferred upon the human race would be the abolition of microbes from the face of this planet. If this could be actually accomplished and all microbes wiped out in a moment infectious diseases would certainly disappear; but so also would a good many other things. Like fire, microbes are bad masters, but, on the other hand, such good servants that without them life would be impossible for a week.

Ever since the first farmer turned cream into butter man has been making microbes work for him. A microbe shaped like a little rod ferments cream, and without it no amount of shaking or churning would turn the cream into butter. A similar microbe converts curd into cheese. The butter and cheese microbes must have air, and cheese, like Roquefort and Gruyere differ in flavor from having been exposed to the air for a longer or shorter time.

The yearly liquor allowance of a British inhabitant is about thirty-three and one-quarter gallons. But for microbes, there would be no such thing as wine, beer or spirits. Beer yeast is nothing but a microbe which grows so quickly that one becomes 35,000 in forty-eight hours. It works so hard turning sugar into spirit that unless it is given full play it will burst a cask or bottle like so much gunpowder. These microbes, when under a microscope look like strings of roughly made beads. The microbe that turns grape juice into wine resides on the skin of the grape; the one that makes the malt and hop liquor seethe and work is generally started to business by putting into the mixture some of the scum from old fermented beer.

Bakers would be badly off indeed if millions of slaves in the way of microbes were not ready to work for them. A morsel of yeast is put into a mixture of flour and water, and masses of little workers immediately turn to and convert the starch of the flour into sugar, and—when this is done—the sugar into alcohol and carbonic acid gas. The gas rises, and turns the stodgy dough into a light sponge, leaving the baker nothing to do but mould his loaves and put them into the oven.

Another useful little microbe is always toiling away turning cider or wine into vinegar for our pickles and salads. "Mother of vinegar," as this little creature is known, looks, when magnified, like a series of tiny chains with rather long links. It does its work quite unaided. All it asks is to be kept from great cold. Vinegar makers usually put 100 pints of vinegar into a barrel, with ten pints of wine. In a week this is all vinegar. Ten pints are drawn off, ten pints of fresh wine added, and the work begins anew.

Gunpowder seems an odd thing to owe to microbes; but gunpowder could not be made without saltpetre, and saltpetre is the result of the long-continued industry of millions of microbes. This special microbe feeds on decomposing animal matter, and, where there is any potash near by, produces saltpetre. All those enormous beds of saltpetre which

made millionaires of Chilean miners like the late Col. North could never have existed but for this particular microbe.

Saltpetre, or nitre, in some form is absolutely necessary for the growth of plants, so here again, the microbe is doing good work for the farmer. A certain kind of microbe is so fond of nitrogen that it steals it from the air. A field of wheat, the soil of which has been inoculated with this microbe, grows magnificently, and produces splendid crops. The farmer of the future will carry his fertilization to his farm in a small glass bottle, instead of hauling it by the ton with heavy horses and carts.

A freshly cut piece of chalk taken from a chalkpit with all possible precautions, to exclude air germs, furnishes numbers of living microbes. It is now believed that we owe all the huge existing beds of that very useful substance to a microbe. If this is the case, house builders would have had no lime, and consequently no mortar but for this busy form of invisible life.

Now that every existing disease, from leprosy down to a boil, has been found to result from the misdirected energy of some microbe, science has harnessed these evil growths, dwarfed them and is using them to fight their parents. Two centuries ago Turkish doctors were making the smallpox microbe help them, although at that time no one had ever heard of a microbe. Lady Mary Wortley Montague wrote home to England from Belgrade in the year 1718, telling how her boy had been inoculated for smallpox. That was, of course, long before Jenner had discovered that cowpox microbes were just as good as, and much less dangerous, for smallpox than were the smallpox microbes themselves.

Vaccination having proved such an immense success, Pasteur and others considered that all diseases might possibly be fought in the same kind of way. Pasteur's most famous experiments have been for the cure of hydrophobia. This terrible form of madness is caused by a poison inoculated by the teeth of a mad dog or other animal. The poison from a wolf's mouth is the worst; from that of a dog, next in virulence. Pasteur discovered that hydrophobia germs from a monkey were not so virulent as those from a dog, and that, by inoculating a rabbit or a guinea-pig, the poison might be still further reduced in strength.

The first human being saved by these weakened microbes was Joseph Meister, a boy of 9 years who was bitten by a mad dog on the 4th of July, 1885. During the next ten days thirteen injections were made, getting gradually stronger and stronger. The boy got well, and since that time these microbes in harness have been used to save hundreds of lives yearly. Only five per thousand of Pasteur patients die.

Inconsistent.

Complying with the suggestion of the strong minded member of the group, they had gone to a vegetarian restaurant and had a feast of cereal veal cutlets, roast beef made of peanuts, lima beans and other wholesome ingredients, together with excellent imitation coffee, etc.

Then the man in the party absent minded lighted a cigar.

"Horrors!" exclaimed the strong minded person, "would you spoil such a feast as this by smoking?"

"Why not?" he asked. "Isn't tobacco a vegetable?"

When a Man Can Do His Best Work.

The critical age in the life of a man well preserved is fifty. At that age man really reaches his maturity, his mind having spent half a century acquiring knowledge of the world ought to be in condition to do its best work. His body should be as vigorous as ever, and more than ever free from illness or other troubles that go with youth.

At fifty man is either hopelessly gone to the bad or he has recovered from his foolishness, got over experimenting with folly on his own hook, as most do, and has begun to live the serious life that was mapped for him in the earth's planning.

Modern life has two ways of looking at the man of fifty: The successful man is the wonderfully successful man and so young, too. Mr. Chamberlain, past sixty, is a considerable English statesman, considering how young he is. The man not successful it seems at fifty is in a sadly different plight. When he wants to work there is nothing against him except that a young man is wanted; if he seeks work as a mechanic or on the railroad he is afraid to take off his hat lest the thin hair turning gray be noticed. Hair dye, almost unknown in barber shops frequented by prosperous men, is sold extensively in cheap little shops; men of fifty dye their hair to get work.

There is no reason why any man who has lived sensibly up to fifty should not be at his best when fifty comes. There is no reason why a man should not at fifty take a new start if he has the mental energy and hopefulness to do it. Ask a young woman to break down a certain door and without hesitation she says that she can not do it; she thinks she can not, and therefore she can not, but let the house be burning and her child on the other side of that door, a different story may be told, she thinks she can burst open the door, she feels that she must and will and hypnotized by her own will power she performs marvels almost incredible.

So it is with men and women at all stages. While the determination and will power are there, they are young and capable of successful accomplishments, no matter what their age. Success keeps us confident, and the successful man at fifty works well, better than ever. Lack of success weakens confidence in one's self, and that weakened self-confidence accounts for the sad and unnecessary failures of many middle aged men.

A man of middle age, if he has not wasted his force in dissipation, is as good as any younger man, and usually better, but he must believe that he is good, he must feel confidence in himself. One good thing for a man of middle age to do is to read the lives of successful men. Read of Admiral Blake, who saved England's naval reputation, yet never went to sea in command until past middle age. Read of almost any of the world's greatest successes, you will find that success comes late.

Of course it must come late, in the natural order of things. The man who succeeds must surpass others; no matter how able he may be, he must learn what others know, and that takes time. It usually takes about fifty years. After spending one-half of his intellectual life getting even with other men of ability, acquiring his supply of knowledge, the successful man goes ahead and beats his fellows in the race.

The great thing is not to be discouraged, which means failure inevitably.

Another very important thing is to remember that middle age is really youth, or should be; therefore, let the man of fifty not be ashamed or hesitate to do at fifty the work that he would do at thirty or twenty.

Let the middle aged man simply say to himself, I am not old and I'll prove it. I'll take the work that comes, I'll succeed in it better than the very young because of my steadiness, and, although I am beginning now where I should have begun ten years or more back, I'll not let that fact discourage or handicap me. I'll succeed now and think of other things later on.

Newly minted coins and newly printed greenbacks are every year in great demand for use as Christmas presents, and as far as possible the Treasury Department endeavors to comply with it. This year it is estimated that over two millions in new money will be required to fill all the requests made. At least a million and a half of this will be in new gold coins, and the remainder will be divided up between all the denominations from a new copper cent up to a five thousand dollar gold certificate. This year there is a new ten-dollar greenback, the engraving and design of which are uncommonly attractive. The design is a tribute to Captains Lewis and Clarke, who made their famous trip of the great Northwest many years ago. The bill is in unusual demand.

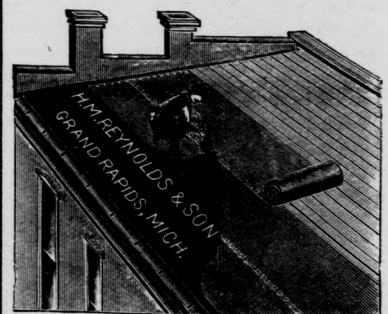
It's Like

Throwing money to the birds paying a fabulous price for a soda apparatus when our

\$20 FOUNTAIN

Will do the business just as well. Over 10,000 in use. No tanks, no charging apparatus required. Makes finest Soda Water for one-half cent a glass. Send address for particulars and endorsements.

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**Speaks
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Write for Samples

Cheaper Than a Candle

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

NOVELTIES IN INSURANCE.

Unusual Hazards Which Are Now Covered by Underwriters.

While insurance has always been recognized as a beneficent institution for covering ordinary dangers to property and to life, its development within recent years so as to include unusual hazards affords protection against nearly every risk that a man is forced to run. The ordinary fire policy has been liberalized so as to cover consequential damage—such as loss of rents, interruption to business, and curtailment of income pending restoration of a burned building. This protects the investment and insures revenue under circumstances which half a century ago would have rendered temporarily unproductive the best paying property. Millions of capital exposed at trade centers are now safeguarded by indemnity of this kind, offered by the strongest underwriting corporations in the world.

Furthermore, the twentieth century fire insurance policy is in all respects an improved contract for the assured, being drawn to favor honest settlements at short notice. As an advance over the haphazard methods of earlier years, when contested claims delayed adjustments and brought the policy holder into frequent litigation with the underwriter, this in itself constitutes a noteworthy reform. Most insurance companies have learned to pay losses as soon as substantiated without trying to make a man out a thief.

In life insurance the effort has been to overcome the limitations of the "die-to-win" contract. Posthumous benefits are not as attractive as formerly, and the man who sets aside an annual sum for the protection of his family now demands some form of paid-up insurance, or an old age pension. For this reason, the twenty-payment contract has largely supplanted long-term insurance, and the modern policy has been reduced to the simplicity of a promissory note. This is as it should be, for of all technicalities those which cut off the rewards of thrift are the most vexatious. Even the "war clause" has been eliminated from some policies, so that military service in the tropics is no longer made the pretext for extra premiums.

Then, too, men are insured to-day who would have been denied such protection a few years ago. This has resulted from the discovery that a large proportion of applicants formerly rejected each year as bad risks lived to a good old age, and that the insurance companies were losing a heavy premium income on account of adherence to foolish prejudices. Women are also accepted (under certain restrictions), and with the remarkable growth of industrial insurance, conducted on the weekly payment plan, it is possible now for every member of a family of wage-earners to protect the others against loss by death.

But perhaps no phase of the development is more significant than the recent determination of foreign underwriters to offer health insurance in this country without restriction. Formerly a man had to be attacked by the smallpox, measles, or some other specific disease, to derive benefits under a health policy, assistance being denied unless thus afflicted. But investigation here and abroad has shown that where the moral hazard is provided for, health insurance can be granted free of all limitations. In other words, the man who is too honest to feign illness in order to draw \$25 or \$50

a week will be given an unconditional policy for a moderate premium. While such insurance is still in the experimental stage, the accident policy has been similarly liberalized without detriment to the underwriters or the assured.

Burglar insurance is also being developed in this country on a scale never attempted before. While the risk is hazardous, with proper supervision the indemnity can be offered wherever a proper insurable interest exists. In this, as in other branches of casualty insurance, the moral hazard presents the chief problem. If that is covered the underwriters are secure, and people can go to the country in summer without thought as to the safety of unoccupied city homes.

Then, too, other forms of casualty insurance, covering plate glass breakage, boiler explosions, elevator accidents, hail storms, hog-cholera, fly-wheel mishaps, employers' liability, landlords' liability, and the ingenious "team policies" (protecting department stores against damages growing out of carelessness on the part of employees in the handling of vehicles), to say nothing of the innumerable contracts for suretyship for persons in positions of trust, give an idea of what has been accomplished in the field of underwriting within recent years. Although underwriters in this country have not gone to the reckless lengths of protection guaranteed in the wager contracts offered at Lloyd's, London, the development of the insurance idea in the United States ranks altogether among the most interesting phases of our commercial progress.

Concerning the President.

The President must be a natural born citizen.

He must be at least 35 years old.

He must have been fourteen years a resident of the United States.

In case of the removal, death, resignation or disability of the President, the Vice-President fills the office for the remainder of the term.

In 1886 Congress passed the Presidential Succession Law, which provides that in the case of the death, resignation or inability of both the President and Vice-President, the office of President shall devolve upon members of the Cabinet in the following order of succession: the Secretary of State, the Secretary of the Treasury, the Secretary of War, the Attorney General, the Postmaster General, the Secretary of the Navy, the Secretary of the Interior.

From Washington's administration until 1873, the annual salary of the President was \$25,000. It was then increased to \$50,000.

The President's salary can neither be increased nor diminished during his term of office.

He has the use of the Executive Mansion, which is taken care of, heated, lighted and furnished. The grounds and gardens are cultivated and kept in order, the stable service and various other things provided all of which together amount to nearly double his salary.

The President is forbidden to receive any emolument, except his salary, from the United States or from any state. He may, however accept gifts from private individuals like any other citizen.

A well-known Philadelphia pharmacist has recently received the following written orders for medicine: "A dose of castor oil for a child aged fifteen. Be sure and send enough to work her good." "One dozen two-ounce quinine pills; one bottle honeatta water; a boogie; one box of Brandteths pills, sugar quoted." "Please send enough appecac to throw up a four months old baby; two five-grain blue mask pills; ten cents worth partisapated chalk."

Various Kinds of Sponges and Their Relative Merits.

The vast majority of pharmacists carry a small stock of sponges, but comparatively few have been successful in developing either a large or profitable trade in this article. This is doubtless partially due to the fact that the study of sponges does not form a part of the professional training of the pharmacist. The scanty and unsatisfactory information which he is later on enabled to gather from traveling salesmen from time to time is usually of such a nature as to be rather a hindrance than of practical service. The salesman's aim is to dispose of unsalable classes of sponges and not to instruct the pharmacist as to what classes he really ought to buy. The scope of this article will be limited to a very general description of the various kinds of sponges adapted to the trade of the pharmacist, with some practical hints as to buying, the display of the article, selling, etc.

Before laying in a stock of sponges, it is for you to decide what the requirements of your trade are, so that you may make your purchases in accordance with those requirements. Are your patrons wealthy and luxury-loving? If so, you will require a stock of the better classes of Mediterranean sponges. If they are people of moderate means, and yet people desirous of purchasing a fairly good article, then the cheaper grades of Mediterranean sponges will answer, or even possibly the Bahama, Cuba, or Florida "wool" sponges. If, however, your trade is among the poorer classes, you will doubtless decide to confine your purchases to the cheaper grades of sponges of the American continent.

Mediterranean sponges are divided into two general classes, which are respectively known to the American buyer as "bath" or "honeycomb," and "toilets." The honeycomb sponges are so called because they have large holes or pores having the general appearance of honey in the comb. The "toilets" have much smaller pores and are usually of a finer and closer texture than the "baths," besides being tougher. Speaking generally, the "honeycomb" sponges are larger than the "toilets," and are used in the bath, while the "toilets" are used for the face; but it should be remembered that there are also small "honeycombs" suitable for the face and large "toilets" suitable for the bath.

The choicest "bath" sponges are the so-called "mandrukas," which, although washed in a light solution of lime, are called "natural." The cheaper grades of "bath" sponges are usually bleached, of a bright yellow color, and are known as "bleached honeycomb." They are not so strong as the "mandrukas; their texture is not so fine, nor their forms so handsome and shapely.

The "toilets" are divided into two broad classes, viz. "solids" and "cups." The "solids," as their name implies, are solid pieces, while the "cups" are hollow in the center—somewhat cup shaped. The best "toilets" are also ordinarily washed in a light solution of lime only, while the inferior grades of "toilets" are usually bleached in the same way as the inferior grades of "honeycomb."

American sponges are divided into the following principal classes: "Sheepswool," "velvet," "yellow," "grass;" there are also "reef," "hardhead," and "glove sponges," etc. The best American sponges suitable for bath purposes are the "sheepswool;" they are durable

and of excellent texture. The Florida sheepswool sponge, and especially that known as "Rock-Island," compares favorably with many of the Mediterranean "honeycomb" sponges, and is stronger. "Velvet" sponges are of a soft, velvety texture, but are not so strong as the "wool sponges." "Yellows" are harder than the "velvets," although sometimes not quite so strong. The above classes are sold either perfectly natural or bleached. "Grass" sponges are the poorest sponges of all. They are usually bleached, of a bright yellow color, and have a showy appearance, being frequently of excellent form, but they are hard and tear very easily.

The larger, and also the more irregular sponges, are cut into pieces more or less symmetrical and are called "coupes" or "cuts." Those which do not need to be cut are called "forms," and being more shapely, of more attractive appearance, and, besides, more scarce, are sold by the dealers at much higher prices; yet a good "cut" sponge is often superior to a "form;" a "form" may have a weak root which will tear, whereas many of the "cuts" are "all good sponge," and are cut from large sponges, which are frequently very strong, and are only cut because the very large sizes are not as salable in their original form. Good strong "coupes" are actually worth more than poor and weak "forms."

In buying sponges it is always advisable to buy by the piece and not by weight, but if for any reason you are compelled to buy by weight, be sure that the sponges are not unreasonably moist (they must have some slight moisture in order to pack properly in bales). See to it also that there is no sand or other foreign matter in the sponges. You may buy at a low price per pound, yet you may find after receiving and examining the sponges that they are quite expensive per piece owing to the fact of their having been "loaded" with some foreign substance.

In order to put the selling prices on your sponges, proceed as follows: Add the desired percentage of profit to your invoice and divide by the number of pieces of sponge in your purchase. This will give you the average price per piece, which use as a basis. Remember, however, that the smaller and larger sizes do not usually sell as well as the medium sizes, consequently place somewhat higher prices on the medium sizes than the average selling price just obtained. Each sponge differs from every other and must have its own price. Of course, you should place still higher prices on the larger pieces, and lower prices on the smaller pieces. Attach a small ticket to each sponge with the selling price of the sponge marked on the ticket. Add together the prices which you have placed on all the pieces, and if you have apportioned your selling price with reasonable consideration to size and quality, you ought to bring out approximately the cost, plus the percentage of profit originally required. A little practice will enable you to apportion the prices properly, but it is of prime importance that you put sufficiently high prices on your salable sizes, so that you do not afterward find it necessary to so reduce the prices of your remaining sponges that you lose your profit on the transaction. Finally, do not leave your stock of sponges exposed to the sun.—Albert H. Frankel in Bulletin of Pharmacy.

Almost every woman would like to know what some other woman has got to be proud of.



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Published at the New Blodgett Building,
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TRADESMAN COMPANY

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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.

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ment in the Michigan Tradesman.

E. A. STOWE, EDITOR.

WEDNESDAY, - - DECEMBER 18, 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 December 11, 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 fourteenth day of December, 1901.

Henry B. Fairchild,

Notary Public in and for Kent County, Mich.

INDUSTRIAL COMPETITION.

Prosperity gathers to those who enjoy it many fair-weather friends, but it also makes enemies by arousing jealousies and distrust on the part of those who may be unfortunate. This is seen in the remarkable hostility which seems to be springing up in Germany against the United States.

This ill feeling has grown out of the commercial competition which the American people are able to carry on with great success in the fields either occupied or desired by Germany. At the present moment a most serious financial and industrial depression exists in Germany, and that fact, in view of the general prosperity prevailing in this country, has, in all probability, aggravated the irritation which has grown out of American competition in business.

In this connection United States Consul General Mason, at Berlin, translates for the State Department from an article in the Berlin Vossische Zeitung, the following:

In the circle of large operators in the lower Rhine-Westphalian iron and coal district, the efforts of the United States to supply the continent of Europe with iron manufactures and coal are regarded with great interest and growing anxiety. A leading ironmaster of the Ruhr district recently expressed himself to a small circle of technical colleagues to the effect that within a period of ten to fifteen years America would be supplying all the Mediterranean countries, including Austria-Hungary, with coal and iron. As reasons for this opinion, he stated that no other country can produce and transport iron in enormous quantities so cheaply and under such favorable conditions as the United States.

It will be then, even more than now, a simple question of which country can produce most cheaply, and that country will unquestionably be the United States, with its virgin soil and its inexhaustible mineral resources. An effective

protection against this deluge of American products through high tariffs will be impossible, because the United States can dispense entirely with European manufactured merchandise, and thus be in a position to close its frontiers to foreign trade. Europe will then have but one recourse which can provide any effective resistance to America, and that will be when all countries here form a close commercial union or league. Otherwise, the material strength and resources of the contestants will be too unequal.

There seems to be a persistent harping in some of the continental countries of Europe on the necessity for forming a commercial league or alliance in which all the parties thereto are to bind themselves not to buy anything from the United States of America. The only countries that seem to entertain this idea are Germany, Austria-Hungary and, perhaps, Italy.

These alone can accomplish nothing decisive in boycotting the United States, and unless there should be a general movement to that end in Europe, the scheme must fail.

Doubtless the immediate object of this agitation is to intimidate the American people and force them into making liberal reciprocity treaties with the nations in question. Should they fail in that, the pressure caused by a continuance of commercial and industrial depression in Germany may drive the Government to other radical measures in the hope of obtaining relief. Just what may be the result need not now be considered, although it may be serious for all the nations concerned.

Hotel rates in New York City have manifested a decidedly upward tendency for some years. Rooms that used to cost \$1 a day and were very comfortable, can now be hired only for \$2 or \$3. Many of the metropolitan hotels are on both the American and European plan, but the latter is more generally chosen because visitors prefer to get their meals wherever meal time finds them. There are scattered all over the United States and in cities of some size, hotels where for \$2 a day, on the American plan, very acceptable entertainment is provided. The rooms are neat and comfortable and the fare palatable. There is quite a discussion going on through the columns of some of the papers which apparently has for its object the arousing of interest in the scheme of a \$2 a day hotel in New York. There is every reason to believe that if such a hotel were built of sufficient size and properly run, it would not only be well patronized, but be very profitable. It might not have all the style of its wealthier rivals, but there are a lot of people who go to New York every year who would be quite content with such accommodations as the proposed hotel could and would provide.

A judge in Vermont holds that the sale of the editorial columns of a newspaper to a politician is illegal as being against public policy. The suit grew out of an alleged contract by which the Bennington Reformer agreed to support editorially a certain congressional candidate for a cash consideration. The cash was not paid and the judge says it should not be paid. The Reformer announces that it will appeal to the higher courts, but it is not believed that it will attain the satisfaction it seeks. The disclosure of its policy ought to be enough to put the paper out of business. If it continues publication it ought at least to change its name. It is decidedly a doubtful Reformer.

THOUGHTS AND THINGS.

There is in operation at the present time a very serious conflict between the respective promoters of the old and the new ideals of education.

Formerly the average college course embraced what were known as the ancient classics and the humanities. To speak more in detail, these were the languages, history and literature of the Greek and Latin peoples; what were known as mental and moral philosophy and mathematics. Physical sciences were taught as to their elements and general relations, but not in any detail. The mathematics are physical science only to a certain degree. After that they are what would have been called mental philosophy.

To-day, not only in smaller colleges, but even in the universities, there is a growing tendency to exaggerate the importance of the physical sciences at the risk of dwarfing all other studies, and the scheme is now to grant masters' and doctors' degrees without requiring any knowledge, or at the most any considerable knowledge, of the ancient languages. "Mental and moral philosophy," as classified components of the curriculum, no longer exist. They are now studied with scalpel in hand and microscope to eye in the effort to discover mind and spirit as mere material exudations, exhalations or otherwise as emanations from grosser forms of matter.

The ancient college system was not intended to qualify men for special trades and professions. All that was desired was to develop and train the mind, to bring all its faculties in play and to round out the intelligence with such culture as would fit the possessor of it to take up to advantage any special branch of study required, and to meet on common ground his peers in the intellectual world. Under the old system all the world's great minds were so trained to within a few decades past. Every great achievement in literature, philosophy, art and science had its foundations laid and preparations made for it in the all-around education of the old university and college methods.

But within a few decades past the physical sciences have been developed by leaps and bounds to proportions so enormous, and to a money value so incalculable, that they are engrossing universal attention, as they are modifying and in many ways revolutionizing the economies of life. To-day the electrician, the chemist and the mechanical engineer are the magicians who, in the transmission of news and in the transportation of passengers and freight, have annihilated time and distance. They store up human speech for indefinite periods and unseal its fountains and reproduce it at pleasure. At their fiat, which means the touching of a button, light is commanded to flash forth, and it obeys. Every manufacturing industry relies at every turn upon the chemist and mechanic, whose discoveries and inventions have abridged by centuries the hard exactions of human toil and multiplied by millions human hand-power.

The scope and possibilities of the physical sciences are so boundless that he who devotes himself to them has no time to study anything else, and in no other department of learning can he hope for such pecuniary rewards or for such fame. Then there is the physical philosopher, who, disdaining the economic uses of his science, finds in it, as he believes, the key that unlocks all the

mystery of nature and the secrets of existence, and he feels himself to be a god (only he discards the idea of such a being) as he mixes a few drops of oil and soapsuds and creates not only the protoplasm of which he holds all things to consist but endows it at least with a semblance of life.

Is it to be wondered at, under these conditions, that the universities and colleges are seeking to slough off the ancient classics, as they have done the humanities, in order to aggrandize their scientific departments, which seem to hold in their grasp all that is material in life and in the universe. And is there anything in the universe save and except matter? Modern science, in its extremest expression, declares that matter is all and in all. It is not strange that men desire to deal with it in its most attractive forms above all else.

But we can not, after all, be indifferent to the lives and works and thoughts and experiences of all the men and women who have preceded us in life. Are there not attractions in them that should cause the student to throw away his scalpel and lens and leave his ridiculous search for the germs of life in a speck of laundress' lather, in order to come back to the men and women who have made and ruled the human universe, have peopled its ages and thronged through its centuries and scenes?

There is an entire eternity, and, as the vastest numbers of human beings still believe, God, almighty to create and all-knowing to ordain and to appoint and to judge between the imaginary protoplasm, with its self-endowed life germ, and the men and women who have peopled the earth. They are all that tell of love, mercy, truth and righteousness. Without the human testimony there would be in this planet of ours only material, and doubtless inanimate things, and nought besides, surely not ideas.

In the spasm of materialism that is now revolutionizing the schools, ancient human history and all that it means will not be wholly discarded, since, if uncounted ages of evolution have been required to bring human faith and belief to what it is, doubtless as long a lapse of change will be needed to lead mankind to an absolute negation of that faith and belief that have been so long a part of our humanity, so that the Greek and Roman classics will not be utterly banished from the universities, but will at least find resting place in some obscure and musty recess of their penitentialia.

In these latter days when splendid photographs are taken in the twinkling of an eye and when hundreds of thousands of people with kodaks are making snap shots all over the country, it almost seems as if the art was one of long standing. Few realize that photography as at present applied is something of comparatively recent origin. The death of Miss Anna C. Draper was recently announced as having taken place at her home near Tarrytown. She is spoken of as being the first woman in the world to have her photograph taken. Her brother invented a process whereby a daguerreotype could be made by six minute exposure. Under processes previously existing an hour's exposure was necessary and no one could sit still enough for that length of time. She was a woman grown when her first picture was taken and in the span of her lifetime has seen all this wonderful development in photography.

THE MILL ROBBERY.

How the Oldest Inhabitant Turned Burglar.
Written for the Tradesman.

"Daring Burglary! Successful Bank Robbery at New Marseilles! Watchman bound and gagged and found locked in the vault. Five thousand dollars missing! All about how the crime was committed."

So read the scare head in the Morning Trumpet that Jim Hicks held in his hand that evening in Williams' grocery store, and the loafers listened, open-mouthed and curious as Jim pronounced the words.

"'Twa'n't much of a time fer burglars, either," suggested Billy Simms with a grin.

"Nor watchmen," added some one else.

"Five thousand dollars is quite a pile of money these times, too," said the Weather Prophet, shifting his quid. "Wisht I had half of it in my weasel skin."

"'Twould be a quite a help to Barney Brophy," admitted Billy with one of his wise looks. Barney ran the only saloon in the place. The Prophet looked hurt, but only grunted impatiently at the mirth that followed.

"If I had that much money, blamed if I wouldn't go into the grocery business," continued Billy. "The's more to be made that way now than any other kind o' work I understand. A feller with a little capital kin make a start sellin' groceries, and in a few years he'll be independent rich. All you got to do is to—"

"Yaas," drawled the oldest Inhabitant, "all yo' got to do is to have a few brains an' a talent fer goug'in' folks to start out with. As the feller said about the play actors, 'the good ones is born not made.' You c'd do the goug'in' part all right, but you couldn't never qualify fer the headwork."

"It don't take no great head to learn how to do up tea an' tobacker an' sody," said Billy with some asperity. "You old fellers what have allers stuck to farmin' think the' don't nobody know nothin' but yous. I've had experience, I have. I run the van in Bradbury's camp one winter all the while the book-keeper had the scarlet fever. That hain't nothin' to do."

"That," said Jim reflecting, "must have been the winter Bradbury dropped that two thousand dollars the boys were telling about. I used to wonder how it happened, but it's clear now."

Bill looked rather confused—for him—and stammered, "'Twa'n't my fault. Course chewin' an' smokin' was free, that's allers allowable fer clerks" (apologetically), "an' a pair o' socks or suthin' like that if a feller needed 'em, but a feller's got to look out for hisself these times or the' won't nobody."

"Then when you get to keeping your grocery store every one that works for you can have all his tobacco and clothing free, eh? Guess I'll apply for the job. When are you going to open up, Billy?" pursued Mr. Hicks.

"Bill he won't open up nothin' but his ternal yawp till about three days arter the crack o' doom," volunteered the Oldest Inhabitant. "When he commences to talk he 'minds me of a shingle nail a rattlin' around in an empty kag. The's just about as much sense to it. Now I don't know nothin' about keepin' grocery, but I know a heap about burglin' an' what I wanted to say a spell ago, if you fellers had 'a' quit chewin' the rag, was that burglin' is a

sight better'n it was when I follered the callin'."

"You a burglar!" exclaimed Jim. "You?"

"That's what I said!" "You're jest a foolin'," ventured the Weather Prophet, edging away.

"You'd make a hefty burglar," added Billy, with one of his peculiar smiles. "You'd be a dandy! You couldn't snipe a watermelon out of a ten acre lot on a dark night without gettin' kitched at it. You'd be a looler!" and Billy nearly laughed himself into convulsions at the aptness of his remarks.

"You fellers all think I'm afoolin', but I hain't. I wa'n't in the business long, but it was long enough fer me to find I wa'n't built fer it, so I quit. That's more'n some kin say, too," and the Oldest smiled at the recollections his remarks seemed to arouse.

"Tell us how it all happened, won't you?" asked the grocer, handing out a good looking cigar.

"I s'pose I might as well tell it now fer it's so long past, but the' was a time when you couldn't 'a' drug it outen me with a yoke o' stags. It's a good long spell ago, an' I jest got word t'other day that O'Brian was dead, so I'll jest tell you all the' is to it.

"I was workin' in a shingle mill in Northern Michigan, packin' mostly, though I did saw some an' think I was pretty good with a knot saw till I cut off them two fingers. Long about '72, times got pretty hard, an' O'Brian, the feller what owned the mill, said it was like pullin' teeth to sell shingles at any price at all, an' pretty soon he commenced to get kinder behind with the boys' wages.

"The first we noticed of it when it come pay day, O'Brian said as how he couldn't quite ante up the whole business, but he'd do the best he could an' would pay us all half what the' was comin', an' that prob'ly by next pay day or mebbe sooner he'd have money enough to settle in full.

"The' was some kickin', of course. Three or four o' the fellers what allers got drunk pay night had to go light, an' some o' the boardin' house keepers stood off the grocery stores next day fer part o' their bills cus O'Brian hadn't paid the mill hands in full, an' the boarders only ponied up half what they owed.

"Waal, that didn't go so bad fer once an' we all went to work next day, O'Brian kinder jollyin' of us up cus we all looked so bright an' fresh after pay day—nobody spittin' cotton or seein' snakes or complainin' of hair pullin' ner nothin' like that, an' he insinuated that we had all on us be'n gettin' too much money fer our own good.

"Come next pay day, though, we was all a bit anxious, an' when O'Brian commenced to explain that he couldn't only give us half our wages g'n, leavin' us a whole pay day behind, the' was some pretty black looks amongst the fellers.

"He said, though, as how he'd just got an order fer a cargo of stuff at fair prices, an' thought that, without doubt, he could liquidate in good shape next time, so while three or four o' the boys quit an' gin their claims to a lawyer fer collection, the saloons an' groceries an' boardin' houses reely made more fuss about it 'n we did.

"So a vessel load o' shingles went out, an' O'Brian said as how he'd drawn on a Chicago bank fer some o' the money, an' he'd settle with us as soon as it come. We kep' pilin' up

stock on the yard an' lookin' every day fer cash an' finally O'Brian got a check fer a hundred dollars. That much didn't amount to nothin' divided up amongst the crew an' the fellers was kickin' an' hollerin' so bad that it was simply des'p'rate.

"About that time some ijit started the story that O'Brian had lots o' money, an' that he wouldn't pay none of it out cus he was gettin' ready to fail. At first I laughed at it; but after a bit commenced to remember that he had be'n actin' kind o' queer like fer some time, jes' as if he was broodin' on suthin' an' I made up my mind that I'd better get my money afore he busted.

"How to do it was the next thing, but thinks ses I, 'if O'Brian is smart, I'm jest a little smarter. I'll keep track of Mister Gent an' see how he acts nights.'

"So I commenced to watch, an' I follered him around from the time it started to get dark till I was sure he was in bed, an' all he ever done fer three or four nights was to monkey around the mill, tinker up the machinery an' perhaps oil up all around gettin' everything ready fer the next day's run.

"But there come a night when he seemed kind o' uneasy like, an' didn't act as though he knowed what he was adoin'. He took the oil can an' started to grease up, but he hadn't got a quarter way through when he set down the can an' went to examin' the main belt lacin's. He didn't seem to like the looks of it somehow, fer I heerd him say some cuss words, and all of a sudden he grabbed up the lantern he was usin' and come right towards the pile o' shingles I was hid behind.

"Now I s'pose like enough I had a right to be there if I wanted to, seein' I was workin' in the mill, an' I might have suthin' to see to to git ready fer the nex' day, but the reel circumstances of the case was such that I'd a g'in half what pay the' was comin' if I'd been safe out of the way. I was tryin' to make myself as small as I could an' back out in the shadder of the shingles, an' my heart was thumpin' like a wore out thrashing' engine in a wet harvest, but as luck would have it suthin' ketched his eye on t'other sid' o' the mill, an' he took it over that way like a lumber jack goin' to dinner.

"He fussed around there a while, an' I kep' kinder on the outskirts nigh the door, so I could skip if he took another lead my way, an' I commenced to think I wa'n't goin' to find out anything that night either. But all to once he slaps his hand on his breast, an ses, 'Gosh!' only he said it wuss'n that, an' dives into the filin' room.

"The filin' room was jest off the main part of the mill, an' the door opened right into it. To the fur end of it, O'Brian had a desk an' a little iron safe where he kep' his books an' papers, an' some o' the tally sheets an' the men's time. None on us ever thought anything about that air safe, cus he never kept no money into it, an' he used to leave it open half the time day times, an' never seemed to set no store by it only in case of fire.

"Now, when I see him dodge into the filin' room like that I natchelly wanted to know what was up, an' I clean forgot all about bein' scared, so I skips around to where I could look right in an' see the hull perceedin's. O'Brian took his key an' unlocked the safe, an' then reached fer the breast pocket of his coat, pulled out a long fat envelope,

put it in the safe, locked the door an' started to come out.

"I didn't wait to see no more; I flew. As soon as I got outside I commenced to think what I should do. The' was money in that air envelope, more'n likely, an' if the' was any, the' was a lot. The first thing to do in a case like this was to see Mister man safe to bed, an' then try if I could git my share of that wealth. I had a hundred an' eighty dollars comin', an' I made up my mind that I'd get it if I could. If the' was a million dollars there I wouldn't tetch a penny more'n what was hones'ly mine. But get my own I would, by hook or by crook, an' so long's I got that I'd let the rest o' the fellers hustle fer themselves. It was gettin' late, an' O'Brian didn't monkey around much longer. I follered him to his boardin' house, see him light a lamp in his room, watched till he'd blowed it out, an' then I heeled it back to the mill.

"It was still as death there, an' I'd be'n used to bein' there all times o' day an' night fer months; but some way or ruter it seemed different this time, an' as I sneaked along I kep' a lookin' back for suthin' or someone, an' I never had that feelin' of bein' jest 'bout to be grabbed f'm behind like I did then. But at last I ses 'this won't do. The' hain't no one around this 're old trap but me. Now brace up!' ses I to myself, ses I.

"I'd seed that air old safe hundreds o' times, but never took no petickeler notice to it, so I went in the filin' room to have a good look at it so's to make up my mind how I was to git the blamed thing open. The' was a lantern handy by where it was always kep' an' I lighted that an' then walked down toward the safe.

"The light shone jest right so that when I looked down to see where I was a steppin' the' was suthin' bright lyin' on the sawdust an' iron filin' on the floor. I picked it up, an' blamed if it wa'n't a key. Think, ses I, 'wonder if it's the key.' I tried it in the lock of the safe, turned it an' the bolts shot back. I pulled on the knob an' the safe was open.

"Now I never looked fer no such land slide as that, an' when I see the thing was done, I pretty nigh fainted I was so scairt. Pretty quick when I commenced to git over it, I jumped up with the one idee of runnin' away. But then I thought of O'Brian beatin' me outen that hundred an' eighty dollars, an' of that pussy envelope I'd see him put in there an' hour afore, so I jest shet my teeth together hard an' ses, 'I'll do 'er, by Gum!'

"Not feelin' reel easy, in the pesition I was in, though, I sneaked out an' peeked all around, an' listened quite a spell, but I couldn't see nor hear a blamed thing. So back I went, throwed the safe door wide open an' looked in. The first thing my eyes lit onto was that air fat envelope an' I didn't do a thing but haul it out. It was pretty hefty, an' thinks, ses I, 'my hundred an' eighty's in here all right. Now every cent over an' above goes right back into the safe. Understand that,' ses I, 'every cent over an' above.'

"I stood there fer quite a spell, sayin' that over an' over, so's't I wouldn't make no mistake an' think I c'd have whatever the' was. So when I'd said it enough times, I thought, I turned the flap of it over an' pulled out what the' was inside."

Then The Oldest produced a large red cotton handkerchief and, with the

utmost deliberation, blew his nose three times. Next he drew from the recesses of his homespun trousers a bag of smoking tobacco, and began filling a black clay pipe.

"Go on with the story, Uncle," urged Jim Hicks, unable to longer restrain his curiosity. "Did you get the money?"

The Oldest shook his head.

"Not a dollar?"

Another shake.

"Well, but tell us about it," demanded Billy Simms, "if ye leave it like this, blamed if we don't lynch ye."

"As I was sayin' I pulled out what the' was into the envelope, looked it all over an' found it was nothin' more nor less'n an insurance policy on the shinglemill. My feelin's was not pleasant, but I hadn't got 'em in shape to put into words, when I thought I heard suthin', an' lookin' around quick, who should I see but O'Brian.

"I s'pose for a minute I was the scariest man in the State of Michigan, an' O'Brian stood with his hands in his coat pockets lookin' at me, kinder smilin' like an' waitin' fer me to speak first. But I was like the feller what had jest 'jined the Masons; I didn't have nothin' to say.

"Suthin' you'd like to get?" ses he, kinder pleasant like, after a bit.

"I don't know what made me do it, but he looked so good natured that I mus' 'a' took courage an' I spoke up as brazen as you please:

"I don't want nothin', ses I, 'only jest what's a comin' to me, but that I do want, an' I want it blamed bad,' ses I.

"All right," ses he, 'the' is suthin' comin' to ye, an' what the' is, that you shall have.'

"Then he pulled his hands oten his coat pockets an' in each one of 'em he had a six shooter that looked like it could bore a three inch hole. Them pistols o' his'n had the biggest calibres of any weepins I ever see.

"Hold up yer hands," ses he. 'Now turn around.' So I stood there with my hands over my head an' my back to him fer prob'ly ten minutes. It might a be'n two hours jedgin' by my feelin's, but the' wa'n't no time piece in sight an' I didn't dast to move, fer I couldn't fergit the looks o' them two bull dogs of O'Brian's, nor quit a wonderin' what he was goin' to do nex'. So I stood an' waited an' waited an' listened; but fer a long, long time I didn't hear a sound. I was keepin' up quite a big thinkin' all the while, an' pretty soon I commenced to worry, till the first thing I knowed I was jest a drippin' with sweat an' it was the middle of November and cold fer the time of year at that.

"It wa'n't the pleasantest sensation I ever had, knowin' a feller was behind me what could put a post hole through me any minute, an' not knowin' how mad he was or what he intended to do. I wouldn't 'a' felt as bad, I do b'lieve, if he'd stood in front where I could see him, and I'd a knowed he was gettin' ready to shoot. Once I kinder lowered my hands a bit, bein' pretty nigh tucked holdin' of 'em up so long, but if I'd be'n wonderin' where O'Brian was afore that I didn't have no doubts any more.

"Hands up!" ses O'Brian, sharp like, an' the chambers of them revolvers clattered like coffee mills.

"After a while I heard him shufflin' around on the sawdusty floor an' rattlin' things in the tool box near the door, an' then it was all still ag'in. I'd jest commenced to think that I was

goin' to haf to stay there all night, when all to oncet O'Brian dropped a lath twine noose over my two hands and drew it tight afore I knowed what was happening. Then he wound it around my wrists seven or eight times an' made it fast with two half hitches. Then he laid me out on the floor, tied my feet together, an' stood off a couple o' yards an' looked at me ag'in in that jovial way o' his'n an' laughed some more.

"What be you agoin' to do with me now?" ses I to him arter he'd laughed hisself nigh into convulsions. I couldn't see no fun in it myself, an' was gettin' anxious to have things settled one way or t'other. But instead of answerin' he gi'n a whoop like a Sioux injun an' took another fit. So I waited till he kinder quit fer breath, an' then I ses, ses I:

"Goin' to give me up?"

"No, not fer a little thing like this," ses he. 'I wouldn't bother no law court fer a small matter among my men. I'm capable of runnin' my own business,' ses he. 'I've be'n thinkin' about you an' I've made up my mind to drown ye.'

"To what?" ses I.

"To drown ye."

"Purty cool fer that," ses I, fer I thought he was afoolin'.

"Twon't last long," ses he. 'I'll start you off easy an' do a good quick job an' first thing you know it'll all be over, no pain to you an' no trouble about funeral expenses,' an', with that, he gathered me up in his arms like you would a kid, an' carried me downstairs to the log slip, swung me out, one, two, three an' then let me go plunk into that blamed cold water.

"I gi'n a ter'ble screech when I see I was agoin' an' another when I come up to the top, an' bein' my hands was tied, I'd 'a' drowned sure, only that O'Brian ketched a pike pole into my trousers an' hauled me out. He laid me on the boom, an' while I was adreenin' off he said he thought a feller was foolish to break the laws an' fly into the face o' Providence all fer a few dollars o' money that he'd get anyway, an' get it fair an' square an' honest if he only waited a few days longer. He said he thought it was silly to holler so over a little water, an' wanted to know if I never washed only when I happened to get ketched in a rain storm, an' then he chucked me into the log slip ag'in. That time I was so cold lyin' on the boom, that the water felt warm, but I hollered ag'in jes' the same when I come up, an' O'Brian fished me out the second time. Then he commenced to talk about folks not knowin' when they was well off, an' how lots of men and women and little young ones in the big cities was starvin' to death, an' that times was hard all over, an' how much trouble he'd had to keep the mill goin' at all, an' only done it to hold us fellers together and give us suthin' to do till things opened up a little. He asked me how I liked the climate, said it'd be warmer in the next world and then plumped me into the water ag'in.

"I must 'a' be'n gettin' kinder numb an' dazed like, fer I don't remember anything after that till I come to in the boardin' house kitchen, an' O'Brian was feedin' me hot whisky an' rubbin' me down with a coarse towel turn about.

"Just then the boardin' boss come in, rubbin' his eyes an' lookin' sleepy, an' O'Brian winked at me, an' he ses to the boardin' boss, ses, he, kinder slow like:

"If I hadn't a forgot my chewin' tobacco an' went back to the mill fer

it, blamed if I b'lieve I'd a saved th' lad from bein' drowned."

The Oldest Inhabitant seemed to have finished, for he knocked the ashes from his briarwood pipe and arose as if to go.

"An' you didn't git drowned arter all?" asked Billy Simms, with a note of disappointment in his voice.

"I'm reel glad he didn't, too," added the Weather Prophet, apparently much relieved. "I don't like stories where all the folks gits kilt."

"But tell us, Uncle," urged Jim, "what happened after that? Did O'Brian give you away or anything like that? Did you go to jail?"

"No, he never said nothin'. I thought at first I'd go away an' make him a present of what he owed me, but he was so decent I changed my mind. I stayed along an' helped to keep the rest of the fellers contented till the money commenced to come his way ag'in, an' then he paid off the boys fast enough. An' he done me a special favor, too, on my request, an' didn't give me a cent till all the rest of the fellers had their cash in full."

Geo. L. Thurston.

Domestic Reform.

Once upon a time there was a woman who married a man to reform him.

And she did.

She made him quit his evil ways, and he did not drink, nor chew, nor smoke, nor swear, nor stay out at nights.

In fact, he became as mild as skim milk.

Now, when this result was achieved, the woman began to worry. He had lost his charm for her. She discovered that she had been more interested in his faults than in his virtues, because after she had panned him out he didn't assay worth a cent along the line of good qualities. He was simply a negative equation.

But the man had some sense, after all. He saw what was bothering her so he swore just a little, and drank just a little, and smoked occasionally, and took a chew on the sly.

Then she had the fun of reforming him all over again. And she was perfectly happy, because she could point with pride to him at regular intervals.

Moral—A little backsliding adds to the interest of the good work.

Women are not as considerate as men. Quite frequently men who occupy front seats at the theaters don't even wear any hair.

For Sale Cheap

Tables, Counters, Shelving, Show Cases, Wall Cases, Mirrors, Store, Window and Office Fixtures, and Electric Light Plant, all in first-class condition.

L. Higer & Sons,

Tower Block, Grand Rapids, Mich.

Get your

ANN ARBOR

Quick Lighting

=Gasoline Lamp=

FOR

Christmas Trade

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

The Superior Mfg. Co.

32 South Main Street, Ann Arbor, Michigan

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.

Herkner's

57 Monroe St.,
Grand Rapids



THE NULITE

VAPOR GAS LAMPS

For Home, Store and Street.

The Nearest Approach to Sunlight and Almost as Cheap.

ARC ILLUMINATORS 750 CANDLE POWER.

7 HOURS TWO CENTS.

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

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

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

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

ENGRAVERS

BY ALL THE
LEADING PROCESSES

PORTRAITS, BUILDINGS,
MACHINERY,
STATIONERY HEADINGS,
EVERYTHING.

HALF-TONE
ZINC-ETCHING
WOOD ENGRAVING

TRADESMAN COMPANY
GRAND RAPIDS, MICHIGAN.

SATISFIED CUSTOMERS.

Sometimes Necessary to Make Allowance For Unjust Claims.

It does not require any extended business experience in these days to teach a merchant that he must not only sell to, but also satisfy his customers if he hopes to build up a secure and certain business. The pressure of competition is so keen and one's business rivals offer so many inducements to draw away trade that a discontented purchaser is almost as bad as no customer at all. He will prove a detriment to the business because of the dissatisfaction that will lead him to go elsewhere and to use his influence against the store that has proved unsatisfactory. As a result of these facts the most progressive and enlightened merchants have found it profitable to satisfy their trade at any cost. If an article proves unsatisfactory money is immediately refunded without any questions being asked. If it proves unsatisfactory after being put in use, every effort is made to convince the customer that his discontent is unfounded or that proper compensation will be made for his inconvenience. Merchants find it distinctly unprofitable to play into the hands of their business rivals by letting their establishments get the reputation, in the smallest degree, of being undesirable to have dealings with.

Customers are well aware of these facts and some of them do not hesitate to take advantage of their opportunity to present outrageously unjust claims. But to show to what length enlightened merchants in New York find it profitable to go in their dealings with customers, two or three actual occurrences are here narrated.

The writer was talking with the head of the clothing department of a large department store some time ago when a salesman approached and, holding out a pair of trousers, said, "The purchaser of these is dissatisfied and wishes us to give him a new pair for them. He says that he bought them a month ago and that they have not worn well." The buyer took the trousers and looked them over. The bottoms were ragged with long usage. The seats and thighs were polished like a mirror from hard wear. The goods were stained and faded by grease and the action of the weather. It was a moral impossibility that trousers worn only a month should be in this condition, but after glancing at them and asking a few questions of the salesman the buyer told him to give the man a new pair of trousers in exchange for the old. "But surely you do not propose to let yourself be swindled in such a manner?" he was asked. "My dear sir," the buyer answered, "I know that the claim is outrageous, but it is the rule with this house that customers must be satisfied. Once in awhile we have such an extreme case as this (although not often), but we allow the claim because we find it distinctly unprofitable to allow any man to go away dissatisfied. The man has no moral right to a new pair of trousers in exchange for the old, but it is better for us to stand the loss than to have him advertise us as unsatisfactory to deal with."

Not long afterward the writer was talking with the manager of a large furnishing goods store. "Do you see that man?" he asked, pointing out a well-dressed man of middle age with whom he had just been talking. "Well, that man bought of us some time ago two undershirts at seventy-four cents each. He comes back to-day and wishes to ex-

change them for other shirts, claiming that he paid ninety-four cents apiece for them. I know (for I marked the goods myself) that he never paid ninety-four cents for them, and I told him so, and as I saw him make his purchase I know that he is a liar. But I have just made out a refund check for two shirts at ninety-four cents each because it is better for us to stand the loss than to give the man an opportunity to say that we do not deal fairly by our customers. When such a case presents itself we stand the loss because our customers must be satisfied."

The writer narrated these incidents to the assistant manager of a large clothing house further up town. Said he, "Let me tell you our way of dealing with such cases. With us it is also a rule that customers must be satisfied. There is a well-to-do man who lives near here who came in some months ago and bought of one of our salesmen a pair of seven-dollar trousers. After wearing them three months he came in one day and happened to strike me, as the salesman was out. He said, 'I want my money back for these trousers. I bought them for all wool and they are not all wool, for a wholesale man, Mr. —, a friend of mine, told me so.' Now, just as luck would have it, I happened to have bought the goods of which those trousers were made and I had tested them myself, so that I knew their quality. Besides that, this house never carries cotton mixed goods, so that I knew the man's claim was absurd. I told the man these facts, at which he seemed somewhat disconcerted, but still he insisted on having his money back. So I said, 'See here, my friend; I want to satisfy you that those trousers are all wool and to do so I will make you this offer. Let me cut off one leg of your trousers and put it in the acid pot downstairs in your presence. If the boiling down shows any trace of cotton in the goods I will give you a pair of the best trousers in the establishment. If it does not, you stand the loss.' He refused the offer, so I said, 'Very well. You want your money back and you shall have it back. I have made a reasonable offer to satisfy you that the goods are what we claim them to be. But as you still want your money back I will tell you what I will do. Set your own price on the trousers (making what allowance you please for the wear you have had from them) and I will buy them back from you at your price.' The man named a figure that was simply absurd for trousers that he had worn three months, but I accepted it and handed him his money. He then wished to buy a new pair, but I said, 'No, we do not wish to sell you any more goods. We have made a reasonable effort to satisfy you that our word is good and, that effort failing, we have bought back your purchase at your own price. We do not wish to sell you anything more. We prefer to have you take your trade somewhere else.' The man went out highly indignant, but do you know that although before that he rarely patronized us, he has since then made repeated efforts to buy from us. His trade is refused. I was satisfied that the man was not honest in his complaint and, in fact, knew that he was not. When I encounter any such dishonest customer I treat him in the way I treated this man, and as a result people find that the privilege of dealing with us is a privilege to be valued. Of course, the man in question might, through others, buy our goods, or, in a rush when salesmen

are hurried, buy them himself, but he knows that he can not buy of us if he is recognized. As a result he is very anxious to buy of us. Debar a man from a thing and he immediately wants it, especially if he knows that he has lost it because of his own misconduct."

If in a city like New York, where there is such a large floating population and where strangers are so numerous, merchants find it advantageous to allow claims like those instanced, or to deal with unjust claims as illustrated, how much more reason has the merchant in a small town for doing likewise? He has not a large floating population of strangers to depend on for patronage. The number of his possible patrons is limited. Should he not, therefore, give particular attention to and make particular allowance for even the unjust claims that are presented to him?

The Death Valley Borax.

In 1880 Aaron Winters lived with his wife Rosie, in a gulch known as Ash Meadows, not far from the mouth of Death Valley. He was so fond of his wife that he would not allow her to be long absent from him, although their little hut on the side of the mountain was one hundred miles from the nearest neighbor, in a wild, rugged, forsaken country.

One day a desert tramp came along and spent the night at the Winters' home. He told the hunter about the borax deposits of Nevada. When he went away Winters thought that he had seen deposits of the same kind on his explorations into Death Valley.

Accordingly he and his wife went together to make the search, having previously provided themselves with cer-

tain test chemicals, which, when combined with borax and ignited, would produce a green flame.

Having procured a piece of the substance which he believed to be borax, Winters and his wife waited for night-fall to make the test. How would it burn?

For years they had lived like Plutons on the desert, entirely without luxuries and often wanting for the very necessities of life. Would the match change all that?

Winters held the blaze to the substance with a trembling hand, then shouted at the top of his voice: "She burns green, Rosie! We're rich! We're rich!"

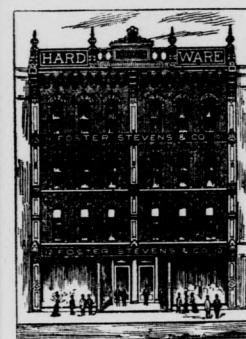
They had found borax. The mine was sold for \$20,000, and Winters took his Rosie to a ranch in Nevada.

Pickled Watermelons for Christmas.

Stockton, Cali., Dec. 10—The German colonists in the vicinity of Lodi will have watermelons for the Christmas holidays and some of them say that they may have a few melons for the first of May. For years Lodi has been famed as a producer of fine melons and those grown here always command a fancy price. A process has been discovered by the Germans whereby melons can be well preserved, although they are said not to have all of the original flavor. The half-ripe melons are placed in barrels of brine and kept in dark places. When taken out and cut open they are entirely ripe and some of them have a slightly sour flavor, but the farmers are experimenting to overcome that.

According to Color.

"That white cow," said the waggish farmer, "is the one that gives milk."
"Ah!" exclaimed the city girl, "and those brown ones, I suppose, give beef tea."



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

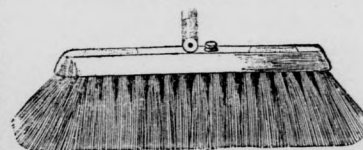
Foster, Stevens & Co.,

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

10 & 12 Monroe St.

Grand Rapids, Mich.

Death Dealing Dust



Dust is the transmitter of the germ that kills—no dust, no germ. If you want dustless sweeping use

THE WORLD'S ONLY
SANITARY DUSTLESS FLOOR
BRUSH.

Saves money, saves time, saves lives. Representative wanted in every town.

MILWAUKEE DUSTLESS BRUSH CO., 121 Sycamore St., Milwaukee, Wis.

Shoes and Rubbers

What to Do With Unsalable Stock.

This is a question that confronts at some time or another all retail shoe dealers. Of course the thing to do with unsalable stock is to get rid of it, turning it into money so that money can be invested in stock which is salable. But how to convert it into cash, and how to get the most out of it, is a serious question.

There are many ways, but of all the ways there is but one practical and certain way to realize cost or better, and if taken in time regular prices can be secured, that is, by giving salespeople in addition to their regular salary a commission. To make this a success, that is, to bring forth rapid results, it is not advisable to wait until the end of the season before placing a commission on your undesirable stock such as odds and ends, slow selling lines or lines you contemplate dropping. The P. M. should be placed on these lines the moment you discover they belong to any of the above classes. Then, while the season is on and your store busy with buyers, your salespeople have the best chance to push them.

There are many who do not believe in giving extra commission, giving as a reason that a salesman is duty bound to push unsalable stock or lines being dropped and odd pairs. In a certain sense salespeople are duty bound to do so, but in the majority of cases human nature asserts itself, and the regular lines with the earmarks of fashion on them, and a full and complete assortment of sizes and widths, are the lines that are sold, because a sale is consummated more readily with lines that are regular. The line of short sizes is not shown for they might not suit; and then the salesman might not be able to fit the customer so readily, as the odd line may not contain the size. Not so with the regular line. All sizes and widths are there and any foot of normal shape can be fitted. Therefore the odd lines are seldom touched.

But put a P. M. on them and again human nature asserts itself. If they don't fit exactly the salesman will make them fit with an insole or some little alteration. This will not hurt the house any, as P. M. stock is pronounced by salesmen usually a sample pair, made to order, or a special for the day, or they use some other line of argument which will convince the customer she has a genuine bargain. And she leaves the store elated with her purchase and the style.

The fact that it is from last season does not deter the salesman from pushing the sale so long as there is a P. M. in sight.

Some who do not believe in the P. M. system wait until the season is ended, and then have a general clearing sale in which all unsalable stock is sold at a sacrifice, in some instances less than cost. Next to the P. M. system this is the best method of disposing of unsalable stock, yet it is expensive, as there is little good business policy in selling goods at or below cost. These sales can be conducted as well in addition to the P. M. system and just as much good advertising can be had from such a sale, but with the P. M. system in vogue better financial results will be attained.

Then another method which is used by some is the bargain table. This is almost obsolete to-day except in the smaller stores and a few department

stores. Shoes are taken from original cartons tied together, thrown on a table to be handled and mauled, mismated, and strewn about by bargain seekers. The moment they are placed on these tables they begin to depreciate in value and continue so as long as they are left unsold.

While on this subject a few of the reasons for unsalable stock may be mentioned, also a method to guard against it to some extent. To begin with, over buying. Some buyers delight in being known as big buyers and use poor judgment in buying extreme or freak styles just as heavily as they do staples. They have them while the demand is strong and no doubt sell plenty of them. Then they duplicate the sale on all extremes. Freakish ideas are usually limited to one season so that when the sale drops the buyer is left with some of these things on his hands. Extremes should be bought very conservatively.

Sometimes a mistake is made in the selection of a last. It is a poor fitter, or it may not suit the eye of the salespeople, and because they do not like it they imagine the trade will not. The best way to guard against this and, in fact, all unsalable stock is to have a head to each department. Impress upon that head the importance of a clean stock. Hold him responsible for the conditions in his department even if he does not do the buying. Have him report a slow selling or undesirable line, and then put a P. M. on it.

A good plan to adopt when a P. M. is put on a line is to put a little red star on the outside of the carton. These marks can be discerned easily and serve as a reminder, this for the regular lines. For the odds and ends have a section or part of section and put an additional star on, signifying that this carton contains an odd pair in the stock and should be sold. A small prize can be given advantageously each month to the salesman selling the greatest number of the double stars. As I stated previously, regular prices can be secured by adopting the P. M. system, while on the other hand cutting the price does not move them much faster unless the cut is a very deep one, and that is not good business policy when it is possible to avoid such a necessity.—Correspondence Boot and Shoe Recorder.

Waiting to Laugh.

A young married woman who began housekeeping a short time ago went into a hardware store and asked for a biscuit cutter.

The proprietor, one of her friends, selected a small ax and with a sober face presented the same to her.

Without smiling, the young lady took the ax, put it over her shoulder and marched out of the store and to her home with it.

And now the young hardware merchant is in some doubt as to its being so much of a joke on the young lady.

When a girl reaches the age of twenty-five, she loses all desire for birthday parties.

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

If you have to do any sizing up before the Holidays just send a mail order to

Bradley & Metcalf Co.,

Milwaukee, Wis.

Manufacturers and Jobbers of Shoes and Rubbers

We sell Goodyear Glove Rubbers

COMFORTABLE SHOES



No. 1059—Women's Red Felt Nullifier fur trimmed.....	85
No. 2490—Misses' Red Felt Nullifier fur trimmed.....	80c
No. 2491—Child's Red Felt Nullifier fur trimmed.....	70c
No. 2475—Women's Blue Felt lace Dong. foxed, op. and C. S. toe	\$1 00
No. 2487—Women's Dong., felt lined, fur trimmed Nullifier.....	\$1.00
No. 2487—Women's Black Felt, fur trimmed Nullifier.....	85c

We have the above warm shoes in stock and can supply you promptly.

GEO. H. REEDER & CO., Grand Rapids, Mich.

The Best Proof Is a Test

Good as any and better than most, Boston Rubbers stand to-day where they have always been—in the fore front rank, successfully withstanding the severest tests of hard wear and roughest usage.

RINDGE, KALMBACH, LOGIE & CO.,
Grand Rapids, Mich.

Prompt Shipments

Agents

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.

Novelties Which Will Attract Trade to Your Store.

Do you want to make an extra showing in your shoe store this Christmas? If so, why not follow in the lines of some of the large department houses and create something which will interest the children and at the same time command the presence of the parents in your store? One very good way of doing this is by the erection of a postoffice where children may write to Santa Claus and tell him what they want. A post-office in the rear of your shoe store will cost you very little money, and your stock boy can supply the place of Santa Claus. Buy a uniform, such as the commercial Santa Claus uses, for about \$3 or \$4 and you will have everything complete.

The postoffice can be erected out of a few 10-inch pineboards, covered with duck or canvas and painted with common brown or red paint. Have a window in the front and a little door on the side. Have Santa Claus sitting at the window, which opens at the middle, and have a slit on the side for dropping the letters; paint over the top of it "Santa Claus' Postoffice." This will be inexpensive, and at the same time a trade-bringer. If you like you can put this in the window, showing the inside of the postoffice to the trade. The floor will have a table covered with toys and different Christmas articles. Make the window and entrance to the postoffice from the rear of the window of the store.

Another novelty which will please the children is the "Old Woman Who Lived in the Shoe." This shoe can be made of cardboard, with the assistance of a few barrel-hoops and barrel-staves. Dress a boy up as an old woman and have the outside of the shoe covered with a lot of dolls to represent children. These dolls can be made of tissue paper, and will not cost you over 2c or 3c each. Give the old woman a slate or note-book, so that she can take down the wishes of the different children who enter the store.

If you can afford it, it would be well to have calendars or pictures for distribution among the children.

Just a word about a very good rack on which to display your Christmas slippers. It is made in the following way:

Build a triangular frame. Fill in the ends with two pieces of board, and cover the whole with green baize or any dark-colored cheesecloth. Run four rows of slats along the sides, as well as on the ends, and you will then be able to hang the slippers by the heels, showing everything that you have in stock to advantage and save yourself and clerks the bother of having to go to the rear of the store and pull out all the various grades in order to show a customer what he desires. If you do not wish to make this rack, which is a most convenient thing to handle in the store, you can build a lattice-work of tinsel cord and hang slippers from the ceiling in every compartment.

Do not forget, if you have slippers in stock, that it is of vital importance to show them to the best of your ability. In order to do this, if you have a double-windowed store, take all the shoes out of the window and make a handsome Christmas display. This can be done in more ways than one.

The ordinary window display is not effective enough at Christmas. Have your stock boy go out and gather two or three baskets of autumn leaves, if you are in the country, where such a thing

is possible. Scatter these on the bed of the window and pin some to the network at the back. If possible, run small electric lights here and there over the background and lay the slippers in an irregular manner throughout the window. Get a large doll or something else which will attract the attention of the passer-by and put it in the center of the display. Follow these directions and you will be enabled to make a successful showing at Christmas time.—Shoe Retailer.

The Good and the Bad Shoe Salesman.

There are all kinds of salesmen, from those who can sell arctics to a wooden Indian on the Fourth of July to those who give away shoe strings to people who need them, but who would buy them if they were asked. Then there are all kinds of customers, from those who feel obliged to buy a pair of shoes if they look at them, to those who have a clerk tear down one side of the store, and then say they will "call again." The average customer in a shoe store is not hard to sell to; in the first place, he generally needs the shoes; second, he has gone to that store because they have what he wants, or that the chances are as good there as anywhere else; or perhaps he has seen just what he wants in the window. In the latter case, all that is necessary is to give him size and look pleasant. On the other hand, he may have in his mind's eye just about what he wants, and by a little study of his taste and one or two questions you can show it to him in about the second or third pair of shoes you take down. He may leave it to your judgment, in which case you should be sure that he never regrets it.

Customers easier than the average do not need to be discussed. We all bless them; may their tribe increase! They do not seem to, however, and ability to sell to these customers is what marks the difference between a good salesman and a fair salesman; between mediocrity and talent; between the man always looking for a position and the man who has positions looking for him. Some people are salesmen born, but a great many more educate and develop themselves in that direction. The first step for the shoe salesman to take in order to succeed is to think less of himself and more of his stock.

By thinking less of himself we mean that he should spend less time thinking of himself, not that he should respect himself less. By thinking more of his stock of shoes we mean that he must be full and bubbling over with their especial virtues and be ready to meet instantly any objection brought up. He must believe in his goods before he can make others believe in them, and when a doubt as to some feature has formed itself in the mind of the customer he must be ready with an instantaneous explanation which will disperse it before it has had time and taken tangible form or become settled in his mind.

Here is a queer, an important and a fortunate fact: Unless the salesman is thoroughly sincere in his belief in the merits of his shoes, his insincerity will make itself felt. Neither he nor the customer understands what the trouble is, but there is a lack of sympathy and confidence, which generally kills the sale. On the other hand, the ideal condition is reached when a salesman stops counting the profit he will make, and thinks more of the good he will do his customer by selling him that particular style or brand of footwear. When a

customer once realizes that a salesman is looking out for his best interests a feeling of confidence arises, which is the best possible basis for future business. But before a salesman inspires this confidence and belief in his shoes he must have it himself, and before he has it himself he must learn his stock thoroughly. Now is the time. Get to work!

Beyond the Sorcerer's Power.

A man who was very old and very rich loved a girl who was young and beautiful. He tried to persuade her to be his darling, but she refused because she had money of her own. In a dozen ways the old man sought to win her affection, always to find that she shrank from him.

One day he met a dark gentleman with a pointed goatee, who said he was a sorcerer.

"Make me young and handsome, so that I may win the love of the maiden I adore," the old man cried, "and I will pay you any price you ask."

"I have but one price for such a service," the sorcerer answered, "and that is all you possess."

The old man eagerly agreed to the terms, and was at once made young, handsome and penniless. Then he sought the beautiful maiden and began to woo her. She fell in love with him at once, and they were married. As soon as they got settled down he, having come to realize how handsome he was, began to think he might have done better if he had not been in such a hurry. Two years after the wedding they were divorced, and the man who had once been old started forth to win new conquests; but he had not gone far when a cyclone overtook him. He emerged from it deformed in body and disfigured in face.

Later he met the sorcerer, who asked: "Is there anything I can do for you?" "Yes," was the answer, "show me how to let well enough alone."

But the sorcerer shook his head and passed on.

The Celebrated "Lone" Shoe for Men



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

The Western Shoe Co., Toledo, Ohio
Distributors

The Stamp of Approval

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

Herold-Bertsch Shoe Co.

Makers of Shoes,
Grand Rapids, Mich.

We Guarantee



All work made by us to be of good material and workmanship. We employ skilled labor. We put forth every effort to make our goods all that a fastidious buyer can expect—all he could ask for. Our designs are right up to the minute. In the 22 years we've been in this business we learned a lot, and one thing is that it don't pay to sell unreliable goods at any price. They cause trouble and expense, all the profit is wasted trying to make dissatisfied buyers satisfied, and then without success. Therefore we do not, nor will not, put out trouble makers. If you buy or sell our sleighs you'll be satisfied. Give us a chance to prove it. Send for catalogue and net prices.

KALAMAZOO WAGON CO.

Kalamazoo, Michigan

Ransom Street

Dry Goods

Weekly Market Review of the Principal Staples.

Staple Cottons—Have had a hardening tendency this week, although no advances have been reported up to the present writing. Agents, however, have repeatedly turned down everything in the way of orders that have not been up to the top price, as already quoted. An eighth of a cent will usually be all there is between the agent and buyer, but it invariably means "nothing doing."

Prints and Ginghams—Printed cottons in staples are well sold up at full prices, but they are considered very low by all interested in the business. Fancies, however, have been much slower although full prices obtain. The jobbers are making efforts to reduce their stocks as much as possible before the new year, and to that end are dividing their cottons into small parcels in many cases, to move them more easily. The holiday trade is, however, taking the most of their attention.

Linings—Cotton linings are looking up and the clothiers are calling for large quantities, preparatory to their spring business, which is already beginning to come to hand from their salesmen who are now on the road.

Dress Goods—There has been little change in the condition of the dress goods market. The jobber has not been a factor of any importance, and the cutter up has paid more attention to the heavy cloth effects than he has to the regular dress goods fabrics. The demand has run to staple goods on the order of broadcloths, chevots, thibets, meltons and similar goods. Duplicate lightweight business is being placed in a conservative manner. There is a continued demand for the sheer fabrics on the veiling order, and lines of goods of this character are generally well situated. Fancy effects are quiet as ever. There is something doing in waistings, but this is about the only business that suggests interest in fancies. Plaid backs are very slow, being non-salable, even at smart price reductions. It looks as though the dress goods market was in for a quiet time between now and the opening of the new season, several weeks off. The demand for heavyweights for current delivery has about played itself out, and it would appear that the buyer has made the great bulk of his lightweight purchases. His purchases from now on will be of the filling-in order. Although many of the staple lines are in a well-sold position, there appears to be no difficulty for the market to assimilate readily all the orders offering.

Underwear—The retailers are beginning to realize forcibly that what we said in recent reports is true, that most of them have not enough stock to carry them through half the winter if we have any amount of cold weather. The recent cold spell has increased the desire on the part of the consumers to such an extent that it now looks as though there might not be enough stock made up to fill out the season. This may result in the same peculiar condition that existed not so very long ago when the jobbers demanded immediate delivery from the mills of goods bought originally for delivery six to eight months later. It has not come to that yet, but the mills are being scoured for any desirable goods that they may have on hand, for the jobbers' stocks are badly broken, and some lines are entirely sold out. The re-

stricted production of the mills of heavyweight underwear for the present season has contributed to this condition, and it remains to be seen whether they can now supply the shortage at this late date. One of the natural results of this state of affairs is the hardening of prices, which may still further affect goods for the fall and winter of 1902-1903. The fleeced goods situation for 1902 has not changed materially from our last report. A large number of lines have been shown to buyers, and many good-sized orders are reported as taken. The season has not started off with very much vim, however, and there is no doubt that this is largely due to the fact that prices have been so very uncertain that buyers did not know and could not form an opinion of the real values. This has resulted in a number of lines that were out being withdrawn, and others that were ready being held back until a more auspicious occasion. Just now the date is set for some time soon after the first of the year, and the regular all-wool heavyweight underwear will be out at about that same time.

The condition of the present underwear season ought to have a decided effect in steadying the future heavyweight market, if not in actually raising prices. It is, by the way, an excellent time to put the market on a substantial footing and open the new fall and winter season with prices that will mean a fair return for the values given.

Hosiery—The jobbers have had a particularly lively week of it, supplying retailers with hosiery to fill depleted stocks. Heavyweights have, of course, been the only things wanted, and among them a good assortment of fancies. This has been really a remarkable season for fancies, and proves the fallacy of trying to predict the trend of fashion. A number of manufacturers did not believe in these goods for the winter, and did not make them, and now they are sorry, for the winter fancy business has been excellent. The retailers have had an excellent week, and have had to draw on their jobbers' stocks. Practically every style of fancy has been called for, but by far the largest demand has been for stripes, about equally divided between verticals and horizontals.

Carpets—Manufacturers are busy on the initial spring orders and should be well occupied on the same for some months before duplicates begin to come in. Prices remain firm, with no indications of any immediate change, notwithstanding the fact that manufacturers outside the "big" factors in the trade are asking higher prices for their goods than were given out at the opening sales. The smaller manufacturers look on the situation in general with the view that the large mills can only turn out so many goods in a season, and as the demand is always larger than the productions of the "big" mills combined, they had rather accept the orders in excess of those given the "big" mills, at a profit, than compete with them at a loss. With the demand for carpets as strong as it is this season, there should be a good business for all, large or small. It is the $\frac{3}{4}$ goods manufacturer who is receiving the cream of the business this season, as it was the season just passed. The taste of the public calls for the fine to medium-priced carpets, which are nevertheless classed in with the $\frac{3}{4}$ goods carpets, from Brussels to velvets or tapestries. Ingrains have been rather disappointing so far this season, but a change for the better

may come at any time. The season is not far advanced enough as yet to predict the course in the demand for these grades of carpets. Ingrains were hard hit at the first of the season when the unexpected decline was made on $\frac{3}{4}$ goods, which jobbers and other buyers used as a club to knock prices of ingrains down to a level which would equal the decline of $\frac{3}{4}$ goods. Ingrain weavers have been very firm in their views regarding prices, and in no instances have buyers' wishes been fulfilled. Prices now are none too high on ingrains, and if a decline of even a cent or so was made, there would be scarcely any return to the maker. Philadelphia spinners of ingrain yarns are doing a very poor business. This is due to the persistency shown by them in refusing to cut prices of yarns. The spinners, like the weavers, feel that they can

not afford to do business without some return for their labor. The retail and department store trade in carpets is beginning to show some falling off, now that the season is so far advanced. The holidays, too, have a great effect in reducing the amount of sales of carpets, as the public have their minds on something other than carpets. Rugs and art squares, however, are having a good demand.

What the Yankee Is Doing.

The American watch and the American watch are becoming more and more popular in the remotest corners of the globe. With American matches, and American oil, and American liberty, the irrepressible Yankee is doing a great deal of lighting and enlightening, and with his watches he is also marking time for the progress of civilization.

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

In charge of Otto Weber, whose office hours are from 9 a. m. to 6 p. m.

PERHAPS



Your line of handkerchiefs is not as large as it should be for Christmas business. Our assortment is unusually good. Prices range from 25 cents to \$4.50 per dozen.

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

Express orders on all kinds of Xmas Goods filled promptly and shipped same day as ordered.

P. STEKETEE & SONS,
WHOLESALE DRY GOODS,
GRAND RAPIDS, MICH.

Clothing

Handling Leather Goods as a Side Line.

A clothier or furnisher in a small town or city has an opportunity to add a very considerable sum to his yearly income by properly handling as side lines goods that are necessities to his townsmen, but which are not sufficiently in demand to warrant the establishment of a store for their especial sale. Leather goods constitute a side line of this sort that is not yet properly appreciated by many retailers. It is, of course, a common thing for clothiers or furnishers to keep in stock for the convenience of their patrons a trunk or a bag or so, but it is only of late years that the possibilities of the leather goods business have been brought prominently to the attention of retailers. In the last ten years the demand for leather goods has increased enormously. People are traveling more and more every year and have learned to make themselves as comfortable as possible when they travel. The result is a constantly increasing demand for suit cases, bags and trunks. Every young man must have his trunk and his suit case. Every lady must have her bags and provision for traveling. The sale of leather goods has consequently grown by leaps and bounds. There is no city or hamlet in the country where there is not the possibility of interesting people in these goods, for trunks, bags and suit cases have grown to be a necessity to people who bought them very rarely, or not at all, ten years ago.

Now there is a large profit in travelers' supplies if they are handled properly. The stock has also decided advantages of its own. Leather, if properly cared for, depreciates in value very slowly indeed, so that the loss on leather goods from becoming shopworn is very slight. While the styles in small articles, such as pocketbooks and the like, change rapidly, as do the styles of all novelties, the styles of bags vary little from year to year, and a leather case is practically unchanging in style. The same is true of the ordinary run of trunks. Thus the loss on shopworn or old-style leather goods is very small in comparison with other goods. Money invested in leather goods returns a good profit, for the goods are necessities sure sooner or later to be in demand. One retailer of leather goods said: "I can not imagine a better kind of stock to carry, so far as depreciation of goods is concerned. Money in trunks and bags depreciates little more than money in coin, the styles change so little. While sales may be comparatively slow, profits are large, varying from 50 to 200 per cent., and, of course, with such profits a man can afford to wait some time for his money." While leather goods and trunks require considerable room for their storage, very little care is required by them. If they are kept in a place that is neither damp nor very hot, they will preserve their freshness for years. An occasional dusting, or, if the leather gets very dry, an application of neat's-foot oil to the larger articles will keep them in the best of condition at very slight expense of time or money. So from the point of view of care required, leather goods have decided advantages over other lines of goods.

If a retailer thinks of adding a side line of leather goods, he had best begin with a stock of trunks and bags. He may want a few hat boxes, but the demand for them is small except in the

larger towns. While he may wish about holiday time to add a line of pocket books, bill holders or other small leather articles, he will find that there is considerable annoyance connected with handling them, and that the most desirable part of the business is the sale of the larger articles. Men are getting out of the habit of carrying purses or pocket books, and purchases of these articles are mostly made by ladies—a class of trade that clothiers and furnishers will not care for on small articles.

The strong feature of his stock should be the line of all leather dress suit cases. The sizes of these in most common demand are the twenty-two, twenty-four and twenty-six inch cases. Four or five styles of cases at least should be carried. The average retailer will find that cases selling from three to ten dollars will mark the limits of general trade. Cheaper cases can be bought in imitation leather and substitutes for leather, but a man who wishes to carry goods that will give permanent satisfaction had better avoid these. If there is a demand for a cheap luggage carrier he can offer a telescope bag, on which he will make a nice profit, without damaging the sale of all-leather goods. Several sizes of telescope bags should be carried, for many people use them for packing soiled linen or for carrying packages for which leather cases are not adapted. Farmers in particular appreciate their advantages as parcel carriers, for as a cheap and convenient means of carrying articles they are unexcelled. From four to eight styles of leather bags should be carried in addition to the suit cases. The ordinary style of leather bag opening at the top should be carried, in sizes varying from twelve to twenty inches, with a few larger bags. The ordinary English bag is a staple style, and, with a few styles of square-topped bags, will make up a sufficient line for all ordinary trade.

In buying a line of trunks, goods should be picked out that will retail from three to ten dollars. Except in the case of people going abroad, more expensive trunks are in little demand. Steamer trunks or other small trunks for ocean travel are usually bought at the port of departure, so that the stock should be made up of trunks designed for inland travel. Wealthy people will spend large sums of money on their trunks, but good medium trade runs little above ten or fifteen dollars.

Good iron-bound trunks, or trunks with heavy metal trimmings are always in good demand at these prices. Four or five styles at least should be carried so as to furnish a reasonable range of prices.

A large part of success in handling leather goods and travelers' supplies depends upon the display given them. While the stock may be kept on shelves in the rear of the store, see that it is visible. Keep some few articles at any rate in a most prominent place in the front of the store. Work some case or bag into every window trim of clothing or furnishings. People rarely buy leather goods except when they are needed. Therefore to induce sales, they should be kept where they will strike the eye. When a man is purchasing a new suit of clothes or is preparing himself for his vacation, the desirability of a new case or bag should be brought to his attention. He needs a proper receptacle for his belongings, and if his attention is called to the matter he will make a purchase.

At holiday and vacation times, when travel is heaviest, make a special window trim of travelers' supplies. Watch your customers as they go on vacations and send them a card calling attention to your stock of bags or trunks. If you are near a railroad station advertise the repairing of trunks and bags. You can make arrangements with some near-by saddler to do your work and you will attract people who can be induced to buy new bags. At holiday and vacation times, in both winter and summer, when travel is heavy, a good business in travelers' supplies can be done if a little attention be given to it.

All leather goods at reasonable prices, if skillfully handled, with a knowledge and understanding of the advantages of real leather, are one of the best side lines open to the retailer of clothing or furnishing goods.—Apparel Gazette.

Drawing the Line.

Patience—I hear women refer to some women as stout and some as fat; where do they draw the line?

Patrice—Why, if the woman in question is a friend, she's stout; if she used to be a friend, she's fat.

Ask to see Samples of

Pan-American Guaranteed Clothing

Makers

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

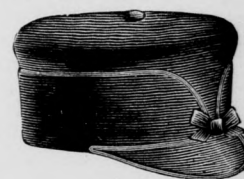
M. Wile & Co.

Famous Makers of Clothing
Buffalo, N. Y.

Samples on Request Prepaid



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\$4.50 to 12.00
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all colors.

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Satisfaction
Guaranteed



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\$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

William Connor Wholesale Ready Made Clothing

28-30 South Ionia Street, Grand Rapids, Mich.

It has proven a great convenience to the trade generally, as well as to myself, my having opened up a permanent ready made clothing establishment, located as above, and I respectfully announce that my entire line of spring samples is now on view in one of the largest and best lighted rooms for display in Michigan. I have every style, size and pattern in Men's, Youths', Boys' and Children's Clothing, from the very lowest to the highest prices, with the best of finish that is made. In addition, I have added samples of every kind of summer wear, direct from the factory of Messrs. Miller & Co., Baltimore, Md., including Alpaca Coats, Mohair Coats and Vests, Ministers' Coats, Drap De Ete Coats, Duck Suits, White and Fancy Vests, Serge Suits, Pongee Coats and Vests, Crash and Flannel Suits, etc., etc. I have more samples for the merchants to select from than any wholesale house in Rochester, New York, Chicago or elsewhere. Call and judge for yourself. Customers' expenses allowed. Office hours daily 7:30 a. m. to 6 p. m., except Saturday, then 7:30 a. m. to 1 p. m. A great line of Pants for all ages. Twenty-two years in the business.

WILLIAM CONNOR.

Village Improvement

A Rural Hint From Rural New England.
Written for the Tradesman.

A reluctant-to-join member of an ambitious as well as zealous improvement society wanted to know the other evening why it wouldn't be just as well, if not a little better, to talk not quite so much about the magnificent and the grand away off somewhere and come down to commonplace things right here at home. "Take things as they are to be found right here in Calliope where one has to travel miles to see a hill, and where drought or grasshoppers are the only things to be depended on year after year. The purpose is to make Calliope 'the loveliest village of the plain.' How are you going to do it? Go ahead now, only remember that we haven't any money and we haven't much of a place. We know all about 'Rural England,' and we know, too, that it rains there every once in five minutes all day long and that the Gulf Stream warms the island so in winter that they do not know what real cold weather is. Question: What are we to do to make this bare, flat, wild-grass prairie so attractive that outsiders will come in and pay good prices for lots and help build up the town? That will be something practical and so worth talking about. In the common vernacular of the day, 'Somebody shoot!'"

The somebody in this instance proved to be the occupant of the last house out on the one straight street leading from Calliope to Denver, whose speech at once betrayed her New England ancestry.

"We must have some model to pattern after," she said, "and since we are all tired of 'Rural England' how would it do to find something nearer home to make fun of and start in on 'Rural New England?' They are poorer than we are, and the soil there, if there is enough to call it that, is as stingy as the man that tries to get a living out of it. It rains; but rain and rock do not in themselves yield abundant crops, and yet the New England village to-day, while it shelters a smaller number of families than Calliope does, would, if set down a dozen miles from us, where we could see it often, be considered the prettiest little place in the State. There are hills about it; but they are covered with huckleberry bushes and sweet fern, and are as desolate patches of ugliness as can be found in all New England.

"Now whatever beauty the place has is the result of unrelenting care. Weeds grow there as they do here. The omnipresent empty tin can is oftener in evidence there for the people depend more upon it than they do in the West. Rubbish has the same tendency to collect, and yet all these evils are so met and overcome that the result is a pleasing whole and makes the place a model for Calliope. The people have the advantage of us in but one respect: they are neat and not lazy, and they are not afraid to do a little something for the good of the town—a legacy inherited from a long line of ancestors who were willing to do something for the generations that followed them.

"That has made a difference. There is where the main beauty of the village lies. Treeless once, those stingy old ancestors, when they could do nothing else, found pleasure in planting a tree, and to-day that elm-shaded street is well worth traveling miles to look at. They shelter with their drooping arms an architecture peculiarly New England.

An occasional colonial mansion, proud of the family that built it, will peer out from the sheltering green, but far oftener it is the story and a half cottage with an L as a connecting link between the main part of the house and the barn—the whole blinded with the greenest of green blinds and painted with the whitest of white paint and shut in from the road by a fence of the same dazzling color. There are no weeds—they are the unmistakable sign of shiftlessness. Stones are plentiful, but untiring industry piled them into walls as endless as China's wonder. Here and there a shoulder of granite—a part of the earth's foundation—comes to the surface to stay and then its crudeness is made charming by vines which hide its ugliness all summer and make it from September to leaf-fall the beauty spot of the enclosure by the early coming splash of red. There is not any park; there is not any fountain; there is not even a common, and above all there is not any money, and yet there it lies to-day under the lowering sky of December, as pretty a place to live in and be happy in as one would care to share.

"And now Calliope. It has been described already; what shall be done with it? Repeat here the New England experience. Cling to your money and give up the modern idea of building Rome in a day. Start in and show your love for coming generations by planting trees for them. Line both borders of your street with elms or with trees that best thrive here. Build neat, snug, comfortable homes and hide them in vines and trees. See to the roadbed of the street lest the rain of summer and slush of winter make what should be a blessing a pest. In season and out of season give to the weeds their due—stones, we have none; and the grass will grow if we give it the slightest encouragement—yes, encouragement, for the irrigation ditch has been tried and not been found wanting. A little of that New England energy intelligently directed will in a single season tell the story, and so encouraged the village of Calliope, with its thousand souls and improved as it can be and ought to be, will soon take to itself another thousand, and in time become what has been sneeringly called, 'Rural England,' out here in prairie land. What say you? Shall we begin to-morrow and plant trees?"

Then the reluctant-to-join member took occasion to remark that his order "Somebody shoot," had been complied with with a vengeance, and he would now move to adjourn. He was promptly voted down and before ad-

journalment took place every member present promised at the earliest possible date to plant a tree for coming generations.

R. M. Streeier.

Slight Preparation.

There comes a time in the lives of all children when they begin to meditate on heaven and it is not necessary for them to be getting ready to go there, either. From a vague but delightful place, full of music, shiny crowns, flowers and things, it becomes a subject of serious consideration as a possible residence. This is the time when the parent is most likely to realize the futility of trying to be prepared for everything. Carl had arrived at this stage of development and, after pondering for some time on the matter, took this queries to that encyclopedia, his mother.

"Mamma, do we have anything to eat in heaven?"

"No, dear."

"Not gingerbread, nor cookies, nor jam, nor nanas, nor chewing gum?"

"No, darling."

"Well," reflectively, "I guess when I go I'll take a jug of molasses along."

Horrors of Navigation.

All this time the doomed vessel was dragging its anchors and drifting helplessly toward the breakers.

A knot of affrighted passengers had huddled together in the cabin.

Suddenly some one began to sing, "Pull for the Shore!"

The others joined in.

"Tell 'em they needn't do that," roared the captain. "We'll be there in about five minutes!"

LIGHT! LIGHT!



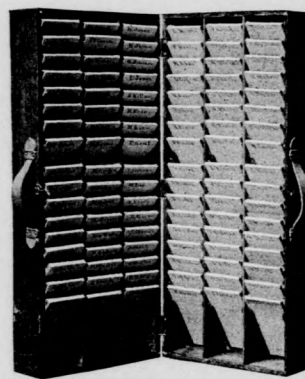
Long nights are coming. Send in your order for some good lights. The Pentone kind will please you. See that Generator. Never fails to generate.

Pentone Gas Lamp Co.,
141 Canal St.
Grand Rapids, Mich.

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

Scales

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Showing the benefits the merchant receives by using the

Kirkwood Short Credit System of Accounts

It prevents forgotten charges. It makes disputed accounts impossible. It assists in making collections. It saves labor in bookkeeping. It systematizes credits. It establishes confidence between you and your customer. One writing does it all.

For full particulars write or call on

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**Bigger Box.
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Enameline

THE MODERN STOVE POLISH

IMPROVED QUALITY



**Liquid===
Best Yet!
Fire Proof!**

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

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

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.

GERMAN FAIRNESS.

The Old Gentleman Did Not Expect an Impossibility.

Written for the Tradesman.

A Chicago traveling man tells a good story at his own expense and is prepared to swear on either Dun's or Bradstreet's that the incident actually occurred. More than that, he says he has the documentary evidence in his office to prove what he says is true. He has the letters all collected, he says, and marked "Exhibit A," "Exhibit B," etc., waiting for some one to hear him tell the story and then call him a liar. Under the circumstances, it would seem wise to accept the story as the truth, the whole truth and nothing but the truth—as a traveling man sees it.

This traveling man in particular sells sawmill machinery and his line is all right. There is nothing the matter with the line. Some months ago he ventured into a rural district in Pennsylvania where a wealthy German resident named Gottlieb Meier had conceived the idea of erecting a small sawmill to cut off some timber he had on his place. It was a very pretty piece of standing timber that the thrifty German had shrewdly left intact while his neighbors were slashing theirs right and left.

Now, however, Gottlieb desired to realize on the stuff. He was getting old and his son had recently returned from Maine, where he had been working in a sawmill and learning all about the business. The wages he received up there, it is true, were not so high but what he had to draw on his father quite often than once in a while. As a matter of fact, young Fritz had been inside of a sawmill about as many times as you will find a colored man in a St. Patrick's day procession. Now that Fritz was home, the old man was certain he could go ahead and erect the sawmill; in fact, superintend its construction and operation, without any difficulty. Fritz in reality knew as much about performing the task laid out for him as a Bulgarian brigand does about dancing a quadrille.

Our traveling man had not talked with father and son very long before he suspected something was the matter. It was "Vat do you dink about dot, Fritz?" and "How did dey did oop in Maine, Fritz?" and the best Fritz could offer was, "Yes" and "No" and "I think so, Pa." The first talk was purely informal and the old man made an appointment to meet the traveling man at the hotel that afternoon. Meier was a shrewd buyer and it was evident from his talk, although he made peculiar technical blunders, that he had been talking with other machinery men about equipping the mill.

The difficulties of distance and other considerations were making our traveling man feel dubious about making a sale when, a half hour ahead of the appointed time, Fritz rushed into the hotel and, steering the salesman off to a corner of the writing room, exclaimed in a hoarse whisper:

"Say, I want to make a clean breast of this business and I want you to help me out. I don't know any more about putting up a sawmill than—than—than, well, than the old man does."

"I didn't think you knew that much," said the traveler dryly.

"When the old man first commenced this sawmill talk," Fritz went on, "I didn't think there would anything come of it. 'Fritz,' he said to me, 'I want you to go 'way out West, to Wisconsin

or Michigan, and learn all about this sawmill business.' I told him I thought it would be better to go up into Maine somewhere—you see, I had a college pal in Portland. Well, I went to Maine and my Portland chum and I had the kind of a time that makes a man glad to get back home afterward, but I didn't pick up very much about the sawmilling business. When I got home and the governor started in with his sawmill scheme again I tried to talk him out of the idea. I told him it would be a money-loser and I couldn't stand to see him done out of any of his dough. I tried to get him to sell the stuff as it stood, but he said, 'No. What did I send you up to Maine for and spend \$189.57? We will build the sawmill.' Then the old man wrote a couple of letters and fellows like you began to butt in here."

"How many of them have you told this same tale to?" asked the salesman.

"On the level," replied Fritz, "I've never told a one—although they may be onto me. I never could quite get to the point of telling anybody until you came along. You looked like a man who had been in just such scrapes yourself."

"Thanks," said the salesman, "but perhaps you're right. But what do you want me to do?"

"When you sell the governor this machinery I want you to send a man out here to set it up—not one man only, but a gang of men. I want you to tell him it is something new—different from anything they have up in Maine."

"But I don't know that I am going to sell him anything. He acts kind of leery of me. I guess it's a case of the first man on the ground is the man who makes the sale."

"No, it's the best figure the governor is looking out for."

"Well, if it's the price that bothers him, do you suppose he is going to stand for a gang of men coming out here to set up this mill?"

"Don't worry about that. I'll tell him that this machinery is as much better as it is different."

"Your father is no fool."

"No, but he'll follow my advice. What did he send me up to Maine for? Why, say, do you know, when I was trying to talk him out of the sawmill scheme after I got home, I even told him that sawmilling was dangerous and that I might get killed in the mill. And what do you suppose he said? He said some people might, but not a man who knew as much about it as I do."

"Well, I'll give him 5 off for cash and then I want to dig out of here."

"I'll fix that all right. But here comes the old man."

Bringing the old man around was not the easy task Fritz had anticipated. He had half closed a deal for the machinery with another man. He did not think the gang to set up the mill was necessary; Fritz could do it, even if it was different. He had Hank Zeigel and some of the other men who had worked in sawmills to help him. (It was this same Hank Zeigel that Fritz was depending on to help him run the mill when it was once erected.) But, finally the old man was won over and the sale was made just as desired by the two arch conspirators.

Shipment was made in due course and the gang went down and set up the machines. Then one day our traveling friend drifted into the office to find a letter from Gottlieb Meier awaiting him on his desk. The epistle was like

Meier's beard—brief and pointed. It had evidently been written by Fritz with fear and trembling but dictated by the old man. It read as follows:

Your machinery may be different, but it is also no good. It won't run. Come at once.

Gottlieb Meier.

This made the traveling man somewhat testy and his letter was also brief and pointed. It brought a speedy answer. Letter and reply were in the following words:

The machinery is all right, but your foreman isn't connected up to his job. We can sell you the machinery and set it up for you, but we can't furnish you brains to run it. William Blank.

The reply was brief and right to the point:

We don't want you to furnish us any damn thing you haven't got.

Gottlieb Meier.

Douglas Malloch.

Michigan Fire and Marine Insurance Co.

Organized 1881.

Detroit, Michigan.

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

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My "Pile"



When I began this business 8 years ago consisted of thirty-two dollars in money and several years' hard knocks and an experience in my line which has enabled me to build up a large business by giving to my trade just what they ought to have at the price they ought to pay. I have the largest factory of the kind in America. I try to treat my trade right. My business has my personal attention and as a result my customers are pleased. If I can get one order from you I am sure of more. My

Red Seal Brand Saratoga Chips

are put up in 10-pound boxes, 20-pound kegs, 30-pound barrels, bulk, or in cartons, 1/4-pound, 1-pound, or assorted 24-pounds to the case, to be had from me direct or through jobbers. The above show case and 10 pounds of my best chips for \$3.00 is a proposition it will pay you to investigate.

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MICA AXLE GREASE

has become known on account of its good qualities. Merchants handle Mica because their customers want the best axle grease they can get for their money. Mica is the best because it is made especially to reduce friction, and friction is the greatest destroyer of axles and axle boxes. It is becoming a common saying that "Only one-half as much Mica is required for satisfactory lubrication as of any other axle grease," so that Mica is not only the best axle grease on the market but the most economical as well. Ask your dealer to show you Mica in the new white and blue tin packages.

ILLUMINATING AND LUBRICATING OILS

PERFECTION OIL IS THE STANDARD
THE WORLD OVER

HIGHEST PRICE PAID FOR EMPTY CARBON AND GASOLINE BARRELS

STANDARD OIL CO.

The New York Market

Special Features of the Grocery and Produce Trades.

Special Correspondence.

New York, Dec. 14—Never have there been such huge piles of Christmas trees along the docks as at present. It seems as though there were one for every man, woman and child in Greater New York. Probably Maine itself will send for a few. And the holiday trade, which is in full blast, wholesale and retail, is taxing the sales force in the big stores almost as never before.

Coffee has had a week of ups and downs. Up, because the rate of exchange has slightly advanced. Down, because it could not stay up in the face of the strong statistical position, showing many millions of bags that can be utilized at almost any time. At the close Rio No. 7 is worth 6 $\frac{3}{4}$ @7 $\frac{1}{2}$ ¢. This is a decided advance from the rates of last summer and the prices are "all the traffic will bear" for some little time to come. In store and afloat the amount of Brazil coffee aggregates 2,389,065 bags, against 1,182,010 bags at the same time last year. This amount includes stocks in Baltimore and New Orleans, as well as this city. The receipts at Rio and Santos have aggregated 9,942,000 bags, against 6,568,000 bags at the same time last year. Mild sorts are in fairly active demand, although there has been no change in quotations. East India grades are steady.

Sugars are without change in quotations. The market has been fairly active, showing some improvement over the previous week, owing, perhaps, to the demand for Christmas supplies.

Supplies of teas are not overabundant and sellers are in a more cheerful frame of mind than they have been for a long time. Prices have been very firm and some slight advance has taken place, but not enough to make any particular difference. Pingsueys and Country Greens are most sought for, with Indias showing some improvement, also, owing, possibly, as much to general sympathy as anything else.

Not a ripple of interest is shown in rice. There is simply an everyday business, naturally light at this time of year, and quotations are without change.

Pepper and cloves have shown a little more animation, but there has been no change in prices and, aside from these two articles, the spice situation is without feature. Cloves are mostly held by few dealers, and it will not occasion any surprise if some advance takes place after the turn of the year.

The canned goods market is active for futures as well as for spot goods. Tomatoes are "much in evidence" as to enquiry, but not so much when it comes to actual goods. Quotations have advanced slightly on fancy grades, and it is nothing so very strange to hear \$1.30 named for good New Jersey 3s. California tomatoes seem to be quite numerous in the grocers' windows—something not noticed in previous years. Corn and peas are both moving freely and, in fact, there is hardly an article on the list that is not going off at a satisfactory rate. Salmon is about the slowest of anything, but even this will have its day, and before we know it it will be way up—don't know about that, either, for the Government is said to be "chucking" so many eggs into the rivers that we may have cheap salmon as long as we do cheap coffee.

The supply of really desirable molasses is certainly not great and, in fact, it is likely that there is not enough to meet the demand, which at this season is naturally rather more active than at other times. Good to prime, 17@30c. Puerto Rico blends, 28@30c.

There is a stronger undertone in syrups and the supply of first-class stock is taken readily.

For some reason the market price of oranges is said to be from 50c@\$1 per box below what it ought to be. Within a day or so there has been some slight improvement, but there is room for more. Fancy bright Floridas are worth \$2.50@3, and from this down to \$2.25.

Californias, navels, \$3@4. Lemons have sold fairly well and range from \$2.75@3.50.

Quite a break has come in the butter market and a decline of about 1 $\frac{1}{2}$ ¢ has taken place since the last report, owing to the more ample supply. For best Western creamery not over 24c can be obtained; seconds to firsts, 19@23c, imitation creamery, 16@18 $\frac{1}{2}$ ¢; Western factory, 14@14 $\frac{1}{2}$ ¢.

Lighter supplies and a fair demand have combined to send quotations of cheese up another peg and full cream small size are now held at 10 $\frac{3}{4}$ @11c. Large, about 1c less.

The demand for desirable eggs has been sufficiently brisk to keep the market pretty well cleaned up and a large part of the business is in other grades. Choice fresh-gathered Western, 28c; fresh gathered, 26c; regular pack, 22@25c.

Chickens Mechanically Hatched, Fattened and Picked.

Boston, Dec. 14—The old-fashioned Plymouth Rock hen considered she was faithfully doing her duty if she laid about three dozen eggs a year, but the modern machine-made hen is afraid that her head will go off if she does not keep the record up to 200. In those old-fashioned times she enjoyed the honor of motherhood and was considered of much greater importance than being an egg-producing machine. That was all changed with the introduction of the incubator system, which not only cuts off several days in the period of hatching, but does the business in a generally more satisfactory manner than did the mother hen.

Besides this there is the necessity of system all around which leads to the ultimate production of the manufactured chicken.

In one of the largest poultry-producing places of the East a large plant has recently been installed which is probably the most perfect in the world. The entire plant, in fact, is but one vast machine, each floor of which is devoted to the chicken-producing business. On the top floor are located the incubators in which the unbatched eggs are placed on a tray and subjected to a heat of about 90 degrees. Beneath the tray, in which are hatched about 1,000 chickens a day, are the brooders, and here in a temperature of about 90 degrees the chicks remain for twenty-one days. After being born one day feeding commences, the fare being millet, ground oats and canary seed. For the first week they are fed five times a day, the amount of food being gradually increased, although given less often, their diet being gradually changed to include the coarser grains. By the rapid forcing method of feeding adopted it takes only a week or two to bring the chicken to a weight of two pounds.

The chicken is then taken to the floor below, where a very limited space is allowed for the running around and where a number of cramming machines are located. The crowded pens on this floor are the first and last glimpse the modern chicken catches of the world into which it is born, for here it begins to fatten rapidly, as the cramming machines force an abnormal quantity of food down its throat. It takes from two to four weeks to bring the weight of these chickens up to about six pounds, at which time they are exactly in shape for market.

They are then removed to the floor below where are the guillotines and plucking machines. Here they are disposed of more rapidly than in any of the foregoing processes, the killing and dressing being carried out with the greatest speed possible, so that the fowl may be placed in the packing barrel as nearly warm as possible and reach the market while perfectly fresh.

It is a surprising fact that the products of this establishment receive better favor at the hands of poultry buyers in the large cities than does the old fashioned farm-fed product. The owners of the plant expect to make a fortune out of their enterprise and are really making money fast already.

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.

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

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.

Buffalo Poultry Market

We can see no reason for changing our views as given last week. Indications are for very satisfactory market this week. The weather indications are for sharp cold spell and if it is so ship all by freight—if it turns warm ship by express. Still looks like 12 to 13c for fancy turkeys and ducks, 10 to 11c for fancy 1901 chickens and about 10c for geese. Thin, etc., proportionately, but high as anywhere, sure. We confidently urge sending any amount fancy turkey, ducks and chickens. Every lot sold on its merits. Dress all poultry from now till April. If you don't know us wire Third National Bank, paying charges. But your money will be received promptly whether one package or a carload. We need liberal lots poultry weekly. If Buffalo and our house don't suit you, it's safe to bet no others will. Write for safe price current. Canning factories and cold storage buyers prevent gluts at Buffalo.

Batterson & Co.,

Poultry Commission Merchants for 33 years

92 Michigan St., Buffalo, N. Y.

ANNUAL REVIEW

Of the Cheese Markets of Utica and Little Falls.

Secretary D. B. Gilbert's annual report of the operations of the Utica Dairy Board of Trade and the Little Falls dairy market for 1901, following the close of the season, shows that producers have had better years and worse, but on the whole it is fairly satisfactory. Although the milk stations and creameries have diverted much of the milk supply, a moderate estimate of the cheese sold to the wholesale dealers in Utica added to the official report, shows that the output of cheese in Central New York territory still remains at a value about \$2,000,000 a year. Mr. Gilbert says:

The Utica Board of Trade opened for business one week later this year than usual, in order to give buyers a chance to dispose of as much of last year's stock as possible before the advent of new cheese. Perhaps it would be more correct to say "stock on hand," as that would cover the winter product of many establishments that had been running through the winter season. In January large cheese was priced at 11½¢ in New York and there seemed to be a good outlook for the rest of the season. But when our market opened in May, large colored was down to 8¢ in New York, and small white 8½¢, with the New York market supplied with more stock than could be disposed of. So large stock opened here at 7½¢@7¾¢, and small sizes at 7½¢@7¾¢. From these prices it gradually rose during May and June to an average price of .0919 on June 25. The fact seemed to be that less cheese was being made than there was a year ago, some factories being closed on account of patrons taking their milk to the condensary and others receiving less milk because of new milk stations opened. Down to the end of June we had marketed 1,700 boxes less than last year, although the next to the heaviest day of this season was included, viz., 10,242 boxes on June 25. So it was evident that the late opening of factories and other ways of using milk had had an appreciable influence on the make of cheese, and made it quite certain that the production of the season would not be excessive. The flush of milk came about the third week in June, although it was so moderate that factorymen generally were hardly able to recognize that it was the flush. At the meeting of June 25 it was decided to close the regular transactions of the Board at 4:25 p. m., which would enable both buyers and salesmen who came by cars to catch an earlier train home, and to know before leaving what the market was to be. This rule prevailed during the rest of the season, and has proved to be highly satisfactory.

July started out with the largest sales of the year, 10,516 boxes, and the price declined ¾¢. One of the reporters expressed the situation pithily when he wrote: "When New York and Montreal both go down and the mercury goes up, as has been the case during the past week, country buyers will be rather shy." For two weeks, the last week of June and the first one of July, the thermometer had shown a tempera-

ture of 90 degrees and upward, and it was an excessively bad time for shipping cheese. So it was no wonder that the price declined to 8½¢@8¾¢ and remained there steadily for three weeks. On July 25 there was a slight improvement of ½¢, but the following week ¾¢ more was added and the transactions again rose to 10,000 boxes for the last time this season. Large and small were now selling at the same price. Down to July 22 the foreign shipments had shown a steady falling off from last year, but the two weeks ending July 27 and August 3 showed an improvement in this respect, and there were hopes that it would continue. Again for four weeks beginning with September 21, the exports showed a gain over last year of from 2,000 to 6,000 boxes per week, but Utica buyers explained this by saying that their foreign shipments during that time were sent via New York instead of Boston, as they were unable to obtain freight on the Boston steamers. The advance which took place July 29, although by no means in the nature of a boom was highly encouraging and lasted for two more weeks. As the stock was made in hot weather, these prices were considered to be quite satisfactory, and indicative of higher rates for the later cool weather make. Then for some reason not very well understood, except that the foreign demand was extremely quiet, there came a slight drop in the price. Contrary to its usual precedent, the Board voted to take a vacation on Labor Day, Sept. 2, in hopes that by so doing, it would furnish a chance to clean up the market and so strengthen prices. But the fact proved to be that most of the factories shipped their cheese as usual and the market was not eased as much as it was hoped it might be. So when the Board came together again the following week, prices were ½¢ lower than they had been two weeks previous. But the hot weather make of cheese had now been entirely closed out, and at the two last markets of September there was quite an improvement in prices, 9¾¢, being top price all through the month of October on small cheese, with large going at 9¢ the first two weeks, but dropping to 8¾¢ the last two, and finally in November to 8½¢. Small sizes did not decline to so great an extent, 9½¢ being the price for those during the rest of the season.

While the result of the season's business is not as encouraging for cheese dairymen as it might be, it is as much better than that of 1898 as it is worse than that of 1900, the values standing about midway between those two years. We have seen much worse periods of depression than the present one, and although the real cause of it seems rather obscure, the ostensible cause was the dulness of foreign trade. What lay behind that, whether it was some lack of employment and prosperity among British working men, or a loss on cheese by buyers last year, or an increase in the Canadian output, or a little of all these put together, it would be difficult to say. Perhaps one of the most potent reasons was the lack of some bold operator or clique to take hold of cheese at the right time and elevate prices so that buyers could not afterward afford to

lower them. This is a legitimate operation at the proper season of the year, and one to which our cheesemakers have often been indebted for good prices in the fall.

One of the unfavorable features of the season was the failure of the firm of buyers, Robert McAdam & Son, which occurred in the week ending Sept. 1. The liabilities to factories in this section amount to nearly \$28,000, of which Mr. McAdam paid all creditors 25 per cent. by an agreement in which they all joined. Thus the loss to the factories was about \$20,000, which when distributed among a large number of patrons, made the loss of individual patrons only a small amount each. When the circumstances came to be thoroughly known, Mr. McAdam was exonerated from all personal blame, except perhaps, that of not looking after the New York end of the business as closely as he might have done. Still, the loss came far heavier on him than on any one else, since, instead of having, as he supposed a balance in New York of nearly \$25,000, he found his account entirely wiped out.

A small increase of 50¢ a factory was made in the dues this season. For some years past the expenses of the Board had outrun the receipts, and the excess had to come out of the small surplus of the Board. But by this increase in dues, the amount raised has been enough to pay all the expenses and to leave a small residue over and above.

The number of boxes of cheese marketed was as follows:

1899.....	223,412
1900.....	213,728
1901.....	190,565

The value of the cheese sold was as follows:

1899.....	\$1,273,448 40
1900.....	1,257,903 00
1901.....	1,000,466 25

From this table we see that transactions show a decrease of 23,163 boxes from last year; the highest price is 1¾¢ lower and the lowest price ¾¢ lower than last year; the average high is 1¢ lower, the average low .009 lower, and the general average .0106 lower than in 1900; sales have apparently decreased by \$257,436, but in addition to the regular sales, the Secretary has kept account of the sales made "on curb," and finds that taking the season through they amount to 40,560 boxes. These should be added to the regular transactions in order to get the full amount of sales at Utica and this would bring the number of boxes up to 231,125. And these outside sales run from ¼¢ to ½¢ higher than the regular market, seldom less than ¼¢. Figuring these, therefore at an average of 9¢, there will be the sum of \$219,024 to be added to the total of regular sales, thus showing the gross amount of sales to have been \$1,219,490. The estimate on curb sales last year was 20,000 boxes, worth \$150,000. The figures this year are far more accurate, however, and with these added it is found that the shortage is only \$188,000.

The flush of the season was marketed the last of June and first of July. The sales on these two occasions were 10,242 boxes and 10,516 boxes respectively. Only one other day showed transactions reaching five figures, viz.: July 30,

when they were 10,008 boxes, although the following week, August 6, they amounted to 9,400 boxes. Although the highest price quoted never reached 10¢, there were twenty-two out of the twenty-nine weeks when it stood at 9¢ and a fraction. Even the lowest price reached 9¢ or more on seven days of the season. This accounts for the remarkable uniformity in prices, the difference between average high and average low being only 58-100ths of a cent.

Little Falls.

The number of boxes of cheese marketed was as follows:

1899.....	153,515
1900.....	137,499
1901.....	143,620

The value of the cheese sold was as follows:

1899.....	\$867,066 78
1900.....	802,471 66
1901.....	769,55 96

An impression has prevailed through the season that Little Falls was doing a great deal better by its members than Utica was. The figures show that Utica was 5-100¢ lower on average low, 8-100¢ lower on general average and 4-100¢ higher on average high, than Little Falls.

According to this, Little Falls has paid about 1-5¢ more for cheese than Utica, but when we take into consideration the fact that probably nine-tenths of the stock sold at the Falls was small sized, while more than half and generally three-quarters of that sold at Utica was large cheese, the difference of 1-5¢ in price is not enough to cover the extra price of manufacturing small sized stock. The range of prices at the Falls is even smaller than at Utica, being only 49-100¢ between high and low.

The total number of boxes sold on the two markets is 374,745, of which the total value is \$1,989,005. It is undoubtedly safe to say that there was two million dollars' worth of cheese marketed at these two points during the season of 1901, as these figures do not include the transactions of December 2, the last market day of the season. The amount sold at the two markets is only 1,482 boxes less than last year, but the money received for it is about \$220,000 less. The shrinkage in price is responsible for this, and such a shrinkage results from a smaller foreign demand. Receipts in New York to November 19 have been 32,000 boxes less than last year, but shipments from that port have been 156,260 boxes short during the same period. This leaves about 125,000 boxes more to be disposed of in this country than there were last year, which is enough in itself to induce a very conservative feeling among buyers who will have to carry the stock. But it is believed that there is only a small amount of cheese still remaining in manufacturers' hands, and as dealers now control nearly the entire make, they can put up prices when the demand, which is almost sure to come, arrives.

Selling Below Cost.

Salesman—We are selling those goods below cost.

Customer—But you have only nineteen yards. That isn't enough.

Salesman—Well, we've ordered some more from the mills and it will be here next week.

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

Demoralizing Effect of Boarding House Life on Women.

For several weeks up to a week ago the daily papers were full of the gory details of a murder in which a married woman, with nearly grown children of her own, went to a young man's room, in the middle of the night, and there, to protect her own honor, as she claimed, or in jealous fury, as the prosecution contended, shot him to death.

The tragedy took place in a family hotel, and every account of it should have had under its scare headlines of "The Red-Handed Murder" a subtitle that said, "Or the Fate of the Boarding-House Belle." No other such scathing arraignment of a system of living peculiarly American has ever been made. No other such object lesson of the dangers to which such a life exposes a woman has ever before been shown and its effect should be to stampede every young couple away from boarding-houses and hotels into the privacy, the sacredness and the protection of their own home.

It is not my intention to go into the loathsome details of this case, but on the outside we have the picture of a woman unusually pretty and attractive and intelligent but who belonged to that large class of polite female vagrants and nomads who spend their lives wandering from hotel to hotel and boarding-house to boarding-house. She was not intrinsically a bad woman. On the contrary, she was shown to have been kindly and generous and sympathetic, but she loved gaiety and amusement. She spent her time organizing dance and card parties. She craved the admiration of men. Her silly vanity grew by what it fed on, and the result was jealousy and murder. She may have tired of her afflicted, old husband, and fallen in love with the handsome young man with whom she was thrown in daily contact. God alone knows the secrets of a woman's heart, but the end was a tragedy as deep and dark and black as can be woven of the woof and warp of crime.

This is, of course, an extreme case, and I do not wish to be thought to criticize boarding-houses in themselves, or the noble women who run them. I have lived in many, and I know one, at least, that is conducted on a high plane that makes it the nearest possible approach to a home, but I do believe that for the average unoccupied woman boarding is every whit as dangerous and demoralizing as drink is to a man.

It cultivates every weakness of her character and develops none of its good. It relaxes her mental and moral and physical fibers and makes her unhealthy in body and mind. It inspires vanity and extravagance and love of gossip for it is eternally true that idle tongues as well as idle hands are the devil's emissaries and must have work to do.

A fashionable doctor was telling me not long ago that hotels and boarding-houses were the direct provision of Providence for the support of his profession.

"Whenever I hear of a family who are going to boarding," he said, "I mentally wonder which one of us will get the wife. I never give a woman more than six months of boarding before she gets into some doctor's hands. Think of her life—breakfast, generally enough for a laboring man; then sitting around the parlor until her room is cleaned up; then, perhaps, a ride down town, a bit of shopping, lunch, an after-

noon on a couch with a novel; then dressing for dinner, a heavy meal; another talkfest with other ladies who tear each other to pieces for want of something else to do and then bed.

"Is it any wonder such a woman can not sleep; that she develops nervousness and dyspepsia? A cast-iron constitution could not stand it.

"If I diagnosed honestly nine-tenths of the ailments of women who come to me I should say, 'afflicted with laziness and the boarding-house habit,' and my prescription would be to get out and get to work, and do something useful for yourself and other people.

"Of course, I do not. I give something that will do as little harm as possible, and advise my patient to walk or take physical culture, or whatever I think she is mostly likely to do. If she takes the exercise, she gets well, and goes about sounding my praises. Otherwise, she says I did not understand her case and am a fraud, anyway; but as long as women board—and the entire feminine population seems headed toward the apartment hotel—nerves and dyspepsia cures are going to be a great graft."

Bad as is the physical effect of boarding on women, the moral effect is a thousand times worse. The mind must have occupation and interest, and if you cut it off from legitimate outlets it will find illegitimate ones. Dam up the stream that murmurs gently through flowery meadows, and you can make a deep dark pool that some day will break through the flimsy barriers you have erected and carry desolation and devastation in its wake. Deprive a woman of the occupation for hand and head she would find in making and managing a home and you need not wonder if she

spend her time beautifying herself and seeking the admiration of men other than her husband.

The married flirt and the woman who is out on a still hunt for an affinity are the joint production of the boarding-house and the novel. A woman who has got to wrestle with three meals a day and the eternal servant question has not time to fill herself up on dopy literature and to analyze everything she thinks she thinks. Work keeps her sane and reasonable. She is doing the best she can along practical lines, and she sees that her hard-worked husband is making his strenuous fight, too and is grateful and appreciative of his efforts.

The woman who boards and who has nothing to do but devour sizzling tales of red-hot passion gets a perverted view of life. She begins by imagining in herself all the high-flown qualities and sentiments of her favorite heroine in fiction and by perceiving that the honest unpretentious industrious man who she has married has not the romantic traits and the haughty air of the Sir Reginalds and Lord Guys in whose company she mentally passes her time. From that it is but a step to discovering that she has thrown herself away, matrimonially speaking and that she is not appreciated and understood. She begins to yearn for an affinity, and she always finds him. Nine-tenths of the divorces in the world are the direct result of idleness. The woman who has plenty to do seldom has time to find out she is unhappy. She has something to occupy her mind, and keep her from getting morbid.

I never read in the paper the announcement that a young couple have gotten married and have taken rooms at Mrs. So-and-So's without feeling like

dropping a tear upon the paragraph, because it means they are taking the wrong start in life and are deliberately inviting domestic disaster.

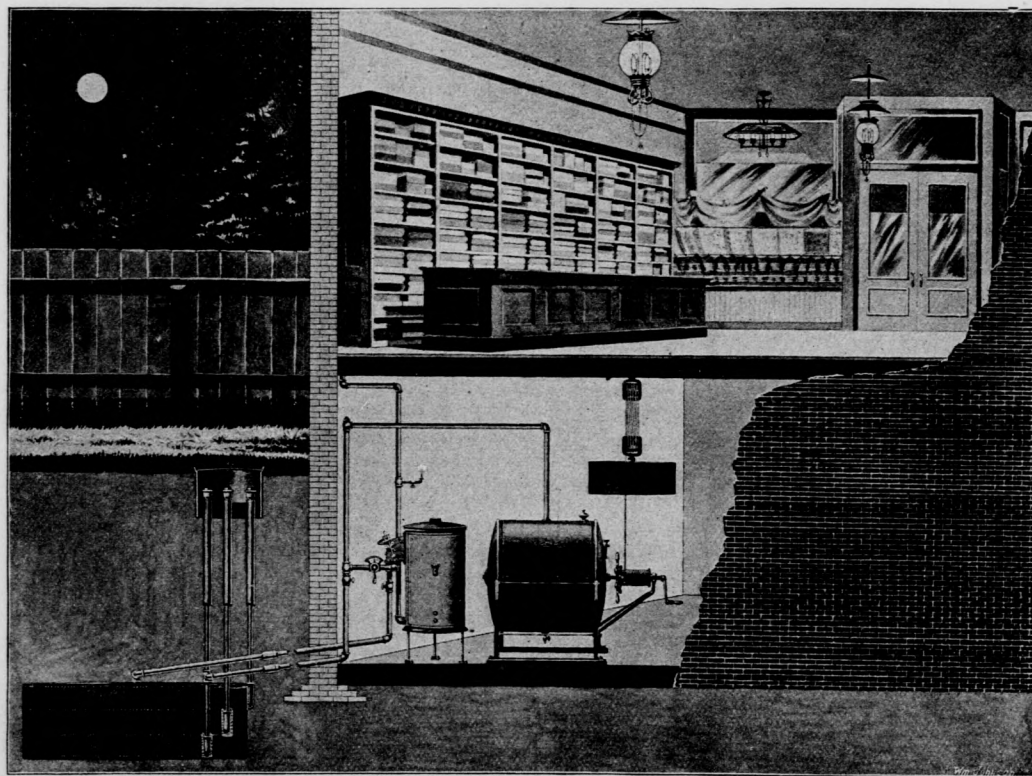
No two people ever adjusted themselves to each other without some friction, but if this amalgamating process can take place in the seclusion of their own home, with no prying eyes to see, no meddling tongue to interfere, no gossip to fan the spark of disagreement into flame, it generally passes as lightly as an April cloud over a sunny sky. The little bride sheds a few tears and the man calls himself a brute and they kiss and make friends, and all is over.

Let them live in a boarding-house. The inevitable spat takes place. The pretty bride comes down red-eyed and the "masher" man boarder undertakes to comfort her. Just because her heart is hurt and her pride sore the bride flirts with him, and the young husband wounded and mortified, goes off with the boys and comes home sodden with drink.

I have seen that happen not once, but fifty times, and I know that it has been the parting of the ways for many and many a young couple. The admonition of the other women boarders "to be firm and not be imposed on" has upheld many a silly young bride in a course of pig-headed obstinacy. The boarding-house discussion of a family jar has widened many a hair breadth division into a chasm that nothing could bridge over, and many an estrangement that has led to divorce and wrecked happiness began in a boarding-house tiff.

Another point that no man or woman can afford to overlook is that there is no bond on earth so strong as a community of interest. It draws people together, and the husband and wife who have

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nothing in common but a hired room and a trunk they can pack in five minutes and get out are bound together with pack thread instead of the steel strands that make up the love of a home which they have seen grow up between them.

It is just as well to take humanity on its lowest side as on its highest and to recognize that the most of us go straightest when we are not tempted to go crooked. It is easiest to stay in the narrow path when it has a good, solid fence on each side, and the man and woman who are shut safe within their own home, away from the temptations to flirt and drink more than they need, and gossip and play poker, have just that much more chance of having their married life turn out happily.

I think that a young man who marries a girl and dumps her down in a boarding-house to absorb its gossip and grow small with its trivialities, to learn extravagance, and oftener than not to grow into a petty rivalry for vulgar admiration from men, is a fool as well as a criminal. He is taking more chances than the game warrants.

As for the woman who would not rather have her own humble home than the parlor floor at a swell hotel I have nothing to say, for she is beyond reason. A woman's home is her background. It is her weapon with which she must conquer and keep her own, and if she throws it away, it is her own fault, and she is helpless indeed.

Give us more homes and we shall save more silly, vain women from the consequences of their own folly.

Dorothy Dix.

Recommends An Anti-Chaperon Association.

There was once a young girl from the country who was sent to a fashionable finishing school. When she returned one of her rural swains invited her to go buggy riding. "Oh," she replied, "it would be awfully improper for me to go out with you without a chaperon."

"Hub," said the rustic, "if you are afraid of me, Daisy, you'd better carry a hatchet."

The country lad's philosophy is sound. Surely there is something radically wrong when a girl can not go out driving or to lunch or the theater with a man unless some uninterested and very often bored elderly woman tags after. A well-bred, refined girl will choose her men friends carefully; she will see that they are gentlemen in behavior and honorable in character; she will receive them in her home and discuss them with her mother; then why should Dame Grundy refuse to permit her companionship with them outside?

It is a hardship for a young man who wishes to extend a courtesy to a nice girl of his acquaintance to pay bills for three instead of two, and to forego the pleasure of her undivided society on account of the requirements of good form.

It is a hardship for a girl to be obliged to tremble for fear of Aunt Maria's grim glance at some harmless frivolity or coquetry. "Two's company, three's none," never was truer than in connection with the chaperon question.

Finally, it is a bore and a very wearisome duty to Aunt Maria herself. She must put on her gray satin and go out to the latest comedy, when she is pinning for her dressing sacque and a volume of a Kempis. She must sit behind a mettlesome team and feign enjoyment, when she is dreadfully afraid of horses and knows they will run away

and she be maimed or killed. She has to be on duty everywhere, when she knows the young people are heartily wishing her away and she herself is wishing the same, and wondering if when she was young she was ever so perfectly silly and insane as these chattering maids.

If the girls of to-day would form an anti-chaperon association and kick, kick, kick against this absurd useless convention, there would be happier men, happier girls, thrice-blessed chaperons and lots more fun. And if it is found to be necessary, as a last resort, the girls can carry hatchets and go on their way rejoicing in peace and undisturbed by this haunting representative of the social law.

Cora Stowell.

Accounts Kept Woman's Way.

A New York society woman who in company with a friend has recently carried a business venture to phenomenal success has a system of book-keeping warranted to rob business of its horrors for femininity.

"We thought the book-keeping might be rather a nuisance," she says airily, "but it is perfectly simple. I really can not understand why men make such work of it. Of course, we have to be careful entering everything in the books. Then, at the end of the day, we add up the figures. If the debit and credit totals match it's all right. If they don't we go over it all again. If that doesn't straighten out the discrepancy we don't worry about it any more."

"When we find that we have more money than we ought to have we make a note of the amount and write 'whence' opposite it in big letters, just to show that we know the balance is that much out of joint. If we are out a certain amount of money we write 'whither' opposite the sum. After that we just don't bother about it. What's the use? I suppose the books would look queer to a professional double-back-action book-keeper, but we understand them and what's the book-keeping for?"

"One does get things mixed occasionally, though, even when the system is as simple as ours. I had a dreadful headache yesterday, and, when I found the books didn't balance, I sat and stared at the figures. We had \$5 that didn't seem to belong to us, but I couldn't, by any mental effort, decide whether the surplus meant whence or whither. I didn't have a glimmering idea of the meaning of the two words. My brain refused to work. Luckily my French had survived the mental wreck. I gave up the whence and whither and just wrote a big 'trop' opposite the \$5. My partner will understand perfectly. She's a great comfort."—New York Sun.

Tobacco's Early Struggles.

Joseph Hatton says it is strange that America, which owes so much to the cultivation of tobacco, should have been the most severe persecutor of the smoker. The magistrates in the early days of New England regarded the use of tobacco as more sinful and degrading than drinking ardent spirits to excess. It was only permitted to be planted in small quantities "for mere necessity" as a medicine and to be taken privately by old men. The Yankee's New England ancestors were not permitted to use it, or buy it in a tavern. No man was allowed to take tobacco publicly, nor even in his own house before strangers. Two men might not smoke together. On a Sabbath day it was forbidden to smoke within two miles of a meeting house. In some townships a medical certificate had to be procured before a man might smoke at all.

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NATIONAL BISCUIT COMPANY

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KALAMAZOO CELERY

Constitutes One-Half of the Amount Consumed.

This is the time of year when the celery season is at its height. Michigan is the great celery producing State, and its crop has an annual value of \$266,000. Half of it comes from Kalamazoo.

This Western celery, which supplies the large part of the market, is distinguished by being shipped in solid bunches of a dozen stalks instead of the braids of three and six stalks usually seen in the East. It is to be found on the table from July to February, although there is keen rivalry among the growers to make first shipments and forced plants are marketed as early as the last of May or the first of June.

The requirements of soil are such that even at Kalamazoo less than 1,000 acres are actually under cultivation for celery. This area includes, as a result, some of the highest priced agricultural land in the country and it probably sustains a relatively larger number of persons than any other equivalent tract under tillage.

Nine hundred dozen plants can be grown to the acre and from 12 to 20 cents a dozen is the price paid to the grower. Five thousand men are engaged in the industry and 25,000 persons are supported by it.

Hundreds of closely packed boxes of celery are shipped daily from Kalamazoo during the season by express or refrigerator freight to dealers from Maine and Canada to Florida and Colorado. "Kalamazoo celery" is even to be found entered on European bills of fare, but the recording angel will have to charge that up against the Continental innkeepers. Canned celery finds its way across the ocean. No less than nineteen different products of the vegetable are manufactured and they are of such variety that it is said that a dinner of all the regular courses can be arranged of this one plant.

Irrigation and continued fertilization of an already rich soil are the secret of Kalamazoo success. Two and three crops are produced each year on the same land. Two months is the time required for a crop to be raised and ready for shipment. It is the winter or cold ground celery that is to be purchased now, and for the summer or hotbed variety the plants are grown from seed under glass and are ready for the fields as soon as the frost is out.

However early it is planted, celery does not mature the first year—the year in which it is gathered for eating—and it is doubtful if one person in a thousand has ever seen a celery plant which has arrived at years of discretion. For seeding purposes the roots of the first year's stalk are carefully saved over winter, and in the subsequent summer the seed is gathered.

The modern development of celery as a table delicacy was brought about by a combination of Yankee ingenuity, Dutch husbandry and a black, soggy loam which reeked with the decayed richness of swamp land foliage. Kalamazoo is situated in an interval, and in its marshes such soil was found.

From the little colony of Hollanders at Kalamazoo, whom chance led to take up cultivation of celery thirty years ago, immigration from the old country has produced a community quite distinct from the town itself and for all the world like a bit of the Netherlands transplanted. The celery ground is for the most part cut up into small patches

of from one-quarter of an acre to thirty acres, and these patches are cared for by the people who actually live upon them.

It is impossible to produce fine celery, it is declared, without constant care and hand work. There are no fences, and from an elevation scores of these little patches are to be seen traversed, each of them, by furrows running in independent directions—a reminder of the common fields of the mediaeval manor.

The earth is jet black, the rows of celery stalks a wonderful green, the plumes flecked here and there with white and yellow. In the moonlight or with the sun shining slantwise at dusk across it, it rivals the storied field of the cloth of gold. Flaunting purple cabbages and sallow rows of onions stain it here and there. It is checkered with innumerable little ditches that cross and recross in a methodical search for the nearest creek—a stream with tiny sluices and squarely thrown banks of bleached sand. Sand is altogether too valuable for the meanderings of a rural brooklet and the stream takes its course from hillside to river with as little romance as a low country canal, which it closely suggests.

In the midst of such scenes the Dutchman is established with his large family. His ways are painstaking and primitive, but larger capital and more modern methods have not been able to compete with him. He owns his own patch, buys it for \$10, \$5 at a payment, and saves money when his whole annual crop nets him what would amount to only day laborer's wages.

Next year he will have a larger patch and the third still more land. He buys a horse and wagon—his first American extravagance. The wagon is a rattlebox and an imposition, and the horse dies and involves him in his first American lawsuit. He may sell his first vote for \$1, or knife one of his party's nominees because he is an Englishman, but he retains his economic independence, and when he dies he leaves an estate which has to be probated.

The celery patch is blanketed with fertilizers all winter and in the spring is spaded or ploughed and leveled. The ground is so soft that unsupported, a horse can not walk upon it and "celery shoes" are a consequence—strips of board five inches wide and about two feet long strapped to each hoof. They keep the horse from sinking and from trampling down the soft earth and offer one of the odd sights of the industry.

At dates ranging from the middle of April to the middle of June the hotbed plants are set out in rows. It is back-breaking business and presages long weeks of weeding and cultivating in the hot sun. As the season advances the stalks are banked up with earth and later with boards and the plot is kept as trim and weedless the while as a conservatory bed.

There are many tricks to the trade guarded over so zealously by the growers, and the Dutchman tends his crop with religious care, but even then bad weather may work him ruin. The celery "gets sick," as he calls it, "blue heart"—a decay of the inner stalks before the outer ones are bleached. That is the dread of the small grower during the hot months. Frosts are equally to be feared.

At the side of the patch is a little shed over a ditch of running water. There is no floor and here the celery is washed, the plumes lopped down and the stalks tied firmly in bundles.

Hundreds of varieties are thus grown

and handled through commission men or local shippers. One company alone sends out forty or fifty tons a week—the largest celery shipments in the world. Experts do the boxing and sorting with surprising dexterity and quantities are canned and sent out in that form to reappear in salads in Skagway and London.

It is the typical Dutchman that makes all this possible. His face is ruddy and he wears a beard on his cheeks and under his chin which you think you recognize as one you just saw on his neighbor across the way. He lets his hair grow long and his good wife shears it squarely off at the neck and ears. He wears, further, a benign expression,

leather suspenders that show beneath a heavy waistcoat and trousers whose original dimensions and texture are involved in successive patches, stained and blackened with soil until approximately of one color.

The Dutchman's wife is to be found clattering about her kitchen in wooden shoes or helping her man in the patch. Her notions of housekeeping are not English. She may soak her store shoes in the pail used for drinking water, but her bare floors are scoured and her rag carpets swept with unflagging industry.

Her cheeks are round and full and shiny red and her hair is brushed straight back from the forehead and gathered in a net behind. She is a com-

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HOLIDAY ORDERS

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Oranges, Bananas, Malaga Grapes, Nuts, Figs, Dates, Cranberries, Celery, Etc.

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THE VINKEMULDER COMPANY,

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MOSELEY BROS.

BUY BEANS, CLOVER SEED, FIELD

PEAS, POTATOES, ONIONS,

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

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Write for Prices to

C. D. CRITTENDEN, 98 South Division St., Grand Rapids

Successor to C. H. Libby,

Wholesale Butter, Eggs, Fruits, Produce

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

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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.

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fortable-looking soul with dimpled elbows, but at scarce two-score her back will be twisted this way and bent that and she will waddle about in a black bonnet and an abominably fitting black gown that reaches little more than halfway below her knees.

For the most part good natured if garrulous, there is a chance that her tongue may be like Dame Van Winkle's and she uses it to much purpose in scolding her children at the doorstep. They are tow-headed, with the bluest of blue eyes and the reddest of dirty faces. They play like other children do, and are spanked soundly, more than most children, and of a summer's afternoon they run away and souse their small selves in the neighboring creek with an amphibious innocence little dreamed of in the town nearby.

The older children are to be found at the corners of the business streets and at the railroad stations armed with baskets and pushcarts. They are crying celery for sale at three cents a bunch. It is the culled vegetable, too small for shipment, but Kalamazoo people say it is the sweetest and most succulent of all that is grown.

The Dutchman's house is small, two or three rooms on the average, the roof is adorned with onions, not, as in the days of Diedrich Knickerbocker, hanging in strings from the ceiling, but spread out on the top of the slanting roof to dry. At the rear are the still smaller outbuildings and the visitor is often amused at the ingenious invention which turns all sorts of structures to account.

A celery washshed, for instance, on closer inspection proves to be an old horse car with the words "Fulton and West Twenty-third Street Ferries, via Bleeker Street and Broadway," a survival of other and more bustling scenes.

The Hollander during the quiet seasons, occasionally practices a by industry and a single sign has been known to read: "Tire Setting and Watch Repairing Done Here." "Outsiders Please Keep Out" is the Dutchman's version of "no admittance" found on one of these small shops. So precious is the land that celery is grown in many instances on all sides of the house and right up to the doorsill.

Bloated cabbages or cauliflower may flank the entrance and a miniature bridge, another reminder of Holland, spans the usual ditch between it and the roadway where runs a single board walk. Its planks lie in a lengthwise and saving fashion. Down this board walk the Dutchman emerges of a week-day and takes his stand on a street corner for an interchange of ward politics and tobacco. The Boers have had no livelier adherents in America than can be found in this colony of Hollanders at Kalamazoo and good round sums and great boxes of clothing sent out have attested the fact.

Down this same walk his family goes four and five times of a Sunday, children first, wife next and husband last, Bible in hand. Away they plod in the direction of the farthest church. Down the crooked Dutch street they go and end up at a little white frame building placed with pious economy in a back lot, with the parsonage in front. The dominie is a power and his sermons are long.

Thus the typical Dutchman. The nearer you get to town the less typical he is, and the second generation includes some of the ablest business and

professional men in the community—leaders as their ancestors were in Europe—N. Y. Sun.

Man Cannot Rid Himself of His Own Personality.

"I don't see why Mr. Pullman did not make his berths a little longer," said the tall man wearily, as he brushed his hair before the glass in the toilet room of the sleeper. "I can never sleep well when I am cramped for room, and I feel this morning as if I had sat up all night."

"The berths always seem long enough to me," said the small man cheerily as he rubbed his neck with a towel.

The tall man glanced down at him scornfully and uttered, "Of course."

"The shortness of the berths is due to the fact that Mr. Pullman was himself a short man," said the medium-sized man as he tied his cravat. "I have noticed," he continued, "that men are governed largely by personal conditions. No doubt Mr. Pullman, who was five feet six, having made a model to fit himself, thought that six inches more ought to be enough for any man, never stopping to think that a great many men are over six feet tall."

"It was spite," said the tall man surlily. "I never knew a little man who did not have it in for the six-footers."

The short man grinned sarcastically. "No," said the medium sized man.

"I think not, for the weakness I have mentioned belongs to tall men as well as short. I once employed a plumber to fit up my house with gas fixtures. He elevated the chandeliers so much that I had to climb on a chair to light the gas. I was surprised until I remembered that the plumber was 6 feet 4 inches in height. That explained the matter. He could not imagine any one too short to light the gas which was in such easy reach of his long arm. Had he been 5 feet 4 I would have struck my head against the chandeliers."

"A man ought to have some sense," muttered the tall man.

"Of course," said the medium-sized man, "but there are few people who can get rid of their personality in providing for others. The hearty eater makes a good steward, although if his tastes are not delicate he may not satisfy all appetites. A fireman who is warm of blood will freeze the occupants of a building, and a dry goods man with fixed tastes will never satisfy a large number of customers. Even our wives, God bless them, will frequently give us for birthday presents the trifling toilet articles which women adore and men abhor in place of the substantial box of cigars which must delight the heart of any man."

"If he smokes," said the clerical-looking gentleman in the corner.

The medium-sized man colored and replied, "Yes, if he smokes, and most men do. I do, and of course, cigars were the first thing I thought of as an acceptable present for a man, which further proves the truth of my theory that a man can not rid himself of his own personality."

Fallacies About Brain Work.
From the Saturday Evening Post.

We hear a great deal to-day about excessive brain work, and we read in the newspapers of frequent breakdowns from that cause. Every week or oftener we are told of some clergyman, leading merchant, or other business man who collapses and has to quit work—perhaps take a trip to Europe and reside there for months or a year—for that reason. College students are reported from time to time as damaging or killing themselves by hard study. We doubt the truth of most of these statements. A knowledge of the facts would show, we believe, that in nine-tenths of these cases the cause of the breakdown was not an excess of brain work, but the lack of something else—such as nutritious food, sleep, bodily exercise and a cheerful temper. The truth is, no organ of the body is tougher than the brain. Hard work alone, pure and simple—apart from anxieties and fear, from forced or

voluntary stinting of the body's needed supply of food or sleep and the mind's need of social intercourse—does far more to invigorate the brain than to lessen its strength; does more to prolong life than to cut or fray its thread.

It is the rarest thing in the world for a man to think himself to death, unless his thoughts run for many years in a monotonous rut—which is as detrimental to vigor as a monotonous diet to the digestive functions—or unless his thoughts relate to something very painful, irritating or distressing. It has been justly said that thought is to the brain what exercise is to the physical organism; it keeps the channels of life clear, the blood vessels unobstructed, so that the vital fluid courses along them distributing newness of life and vigor of action to the latest hour of existence. On the other hand, the want of thought starves the circulation and causes men to drivel and sleep in old age—dead to everything but eating and drowsing in the chimney corner.

If a great lawyer, a leading merchant, manufacturer, railway manager or editor subjects his nervous system to a ceaseless strain, taking his scanty meals or "pick-me-ups" irregularly and in a hurry—bolting rather than slowly masticating his food, and sometimes omitting it altogether—and brooding over perplexing problems late at night, and even after he lies in bed—what can be more absurd when the inevitable crash comes, than to ascribe it to excessive brain work?

One Objection.

"So you object to piano playing?" "I do," answered the boarder who wears a continuous scowl.

"What is your principal objection to it?"

"The fact that it is not dangerous to the performer, like bicycling or automobilizing."

You will always get a truthful answer if you ask a woman her age, and she tells you it is none of your business.

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.
¼ pint bottles, two dozen in case90c a dozen
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,

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Geo. H. Reifsnider & Co.

Commission Merchants

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

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Small shipments of FRESH EGGS for my retail trade.

L. O. SNEDECOR, 36 Harrison St., N. Y.
EGG RECEIVER

Reference—New York National Exchange Bank, New York.

W. C. TOWNSEND,

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Fruit and Produce Commission Merchant,
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References: Columbia National Bank, Dun's and Bradstreet's Commercial Agencies.

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

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

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R. HIRT, JR., DETROIT, MICH.,

and be sure of getting the Highest Market Price.

"WANTED"

BEANS, POP CORN,

PEAS, CLOVER SEED

ALFRED J. BROWN SEED CO.,

GRAND RAPIDS, MICH.

The Meat Market

Schemes For Drawing and Holding Trade.

Every retailer, no matter in what business he may be engaged, is anxious to know how to draw new trade to his store, and, indeed, if he does not know how to do so he can not succeed, because in time some of his old customers, for one reason or another, leave him. If he can not secure new customers to take the places of the ones who have ceased to patronize him his business will go backward. Good advertising is the most commendable method of accomplishing the desired result, and by that I mean straight, legitimate advertising in the local newspapers. But there are other ways of advertising, and that is by introducing schemes. I have read recently some articles submitted in a competition for a prize to be awarded the merchant who has "worked the best scheme," and the evidence of these merchants is conclusive that the merchant who uses his brains will succeed. Perhaps one of the best schemes ever worked was the one originated by Sir Thomas Lipton—long before he had been honored by the title—and was proprietor of a little provision store in Glasgow, Scotland. He had an educated pig covered with a blanket, on which was written an advertisement for his hams and bacon. The pig would be taken to a point ten or twelve blocks away from the store and then released, whereupon he would at once start back for the store. A crowd would follow, and the pig would, of course, lead them to the Lipton store. We have the word of Sir Thomas for it that "many would follow the pig into the store and make purchases." Another scheme, that was used by a Pennsylvania merchant and which caused trade to increase 50 per cent. was the giving away of an alarm clock to every person who purchased \$25 worth of goods. A card was given with the first purchase and the amount of purchase stamped thereon. When the total of purchases aggregated \$25 the card was accepted in payment for a clock. As no cards were stamped unless cash was paid for the goods, the scheme not only brought new customers, but caused many of the regular ones who had been in the habit of having goods charged, to pay cash also. The story is told of another merchant who had about decided to give up the attempt of making his business pay, when news came to him that a little church in the town was about to raise money to put up a new edifice. He proposed to the leaders of the church that he get up a supper, the proceeds to go to a build-

ing fund. The supper was held, and every sandwich was wrapped in a paper having printed on it, "Adams Building Fund Supper." The merchant's name was Adams, and he grew to be so popular because of his generosity that the \$62 the supper cost him proved to be a good investment, for his business prospered wonderfully ever after. As I have said, there is no doubt about the success of the merchant who uses his brains. There are numbers of schemes that can be worked to advantage. They will suggest themselves to the man who gives a little thought to the matter, and local happenings in a town will help one to grasp an idea. For instance, I know of a church in Jersey City that held a fair last week. Near the church are two meat markets. One has been there for years, and its proprietor serves a majority of the members of the church with meat. The other market was opened a month ago, and its proprietor is unknown in the neighborhood. Had he gone to the people who had charge of the fair, and offered to give 5 per cent. of his profits to the fair fund for the week during which the fair was held, he would have secured the trade of many of the church members.

Now, there is another side to the working of schemes. When they include the giving of presents to attract trade they lead to competition, and before it ends each merchant is trying to beat his competitor by giving something more costly. Therefore, I advise against the present-giving practice. If you see a chance to do yourself good by offering a percentage of your profits to some charity or to help some church, there can be no objection to your doing so, because there is not much chance, and but little likelihood that it will lead to an epidemic of profit-sharing. Out in Topeka, Kan., the merchants are at this writing striving to rid themselves of all sorts of gift enterprises, and had not the gift-giving there grown to be a losing venture it is reasonable to presume the practice would not have been considered of enough importance to call for united action. These merchants have signed an agreement which provides that no merchant shall issue premium stamps or give away any articles in any gift enterprise whatsoever or any advertising scheme other than the regular established methods. The practice there had gotten to the stage where the butchers were giving away photographs and heads of cabbage with two pounds of spareribs; the grocers were giving away a bottle of catsup with a bag of salt, and the hardware men a set of pots with every cooking stove. It is apparent that action was necessary. There is undoubtedly new business to be gained in working schemes, but discretion must be used in selecting the schemes. —Jonathan Price in Butchers' Advocate.

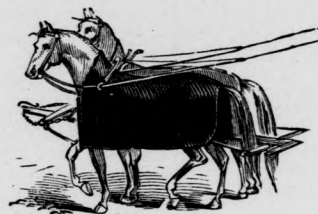
Waterproof Horse and Wagon Covers

OILED CLOTHING

Paints

Oils

Varnishes



Pipe Covering

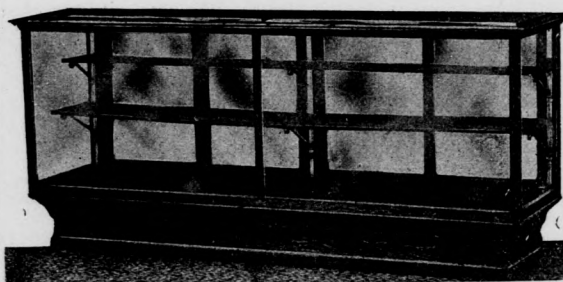
Lath Yarn

Rope

Mill Supplies

THE M. I. WILCOX CO.,

TOLEDO, O.



SUNDRIES CASE.

Also made with Metal Legs, or with Tennessee Marble Base.
Cigar Cases to match.

Shipped
knocked
down.
Takes
first
class
freight
rate.

Grand Rapids Fixtures Co.

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

A man who whispers down a well
About the goods he has to sell
Cannot reap the golden dollars
Like he who climbs a tree and hollers.



OLNEY & JUDSON GROCER CO.

Grand Rapids, Michigan

SCOTTEN-DILLON COMPANY

TOBACCO MANUFACTURERS

INDEPENDENT FACTORY

DETROIT, MICHIGAN

OUR LEADING BRANDS. KEEP THEM IN MIND.

FINE CUT

UNCLE DANIEL.
OJIBWA.FOREST GIANT.
SWEET SPRAY.

SMOKING

HAND PRESSED. Flake Cut.
DOUBLE CROSS. Long Cut.
SWEET CORE. Plug Cut.
FLAT CAR. Granulated.

PLUG

CREME DE MENTHE.
STRONG HOLD.
FLAT IRON.
SO-LO.

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

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.

Gripsack Brigade.

Cuyler M. Lee, who has traveled in Central Michigan for Strong, Lee & Co., will have charge of the underwear and hosiery departments hereafter.

Floyd Chamberlain, prescription clerk for J. H. Bryan, the Charlotte druggist, has engaged to cover Southern Michigan for Burroughs Bros., of Baltimore.

John R. Oxnard, who has covered Western Michigan for Strong, Lee & Co., has been called into the house to take charge of the notion department.

Richard Hurley, who has covered Central Michigan for Burnham, Stoepel & Co., has gone into the house to take charge of the blanket and flannel department.

Charles B. Fear, formerly on the road for Carson, Pirie, Scott & Co., has engaged to travel as free lance for Burnham, Stoepel & Co., handling lines of hosiery and underwear.

Will Bowen, formerly with the Ball-Barnhart-Putnam Co., has been engaged to travel for the Traverse City branch of the Musselman Grocer Co. His territory has not yet been arranged.

Thomas Griffin, who has covered the Thumb country for Burnham, Stoepel & Co., has gone into the house to take charge of the wash goods department. This will necessitate his removing from Port Huron to Detroit.

A Laingsburg correspondent writes: W. E. Markley, traveling representative for a Goshen, Ind., physicians' supply house, who was found to have smallpox, was removed to a pest house south of this village, and placed under strict quarantine.

Reed City Clarion: Clark F. Williams, who for the past two years has faithfully represented Straub Bros. & Amiotte, manufacturers of fine candies and chocolates, at Traverse City, will travel for the Hanselman Candy Co., of Kalamazoo, after Jan. 1.

Ed. Kruisenga, who occupied a desk in the office of the Musselman Grocer Co. until six months ago, since which time he has covered the trade formerly visited by the late D. E. McVean, has taken the desk vacated by Howard Musselman and will act as house salesman. His road work will be taken up by Peter Fox, who formerly traveled for the same house in another territory.

Adelbert Worthington Peck, the handsome representative of the Hazeltine & Perkins Drug Co., who at one time was manager of the Petoskey base ball club and later was admiral of the Traverse Bay naphtha launch fleet, has now taken to billiards. Since the death of Ives, Michigan has not held the championship of the country, and "Bert" now aspires to that distinction. He has fitted up a room in his home at Traverse City, and all he now lacks is a billiard table. He wants a good one and the price must be right to a cash buyer.

Geo. W. McKay, formerly with the Putnam Candy Co. and A. E. Brooks & Co., has engaged to represent Straub Bros. & Amiotte, of Traverse City, taking the territory formerly covered by

Clark F. Williams. George has been something of a granger during the past half dozen years, having taken up the management of his farm near Coopersville when he retired from the road. His rural experience has by no means unfitted him for the career to which he now returns, and his many friends will not be at all surprised if he achieves fresh laurels and makes a new record in his new position.

John Wellington Harvey—better known as Jack—who has covered Northern Michigan several years for Burnham, Stoepel & Co., has been promoted to a house position as manager of the department of domestics and linings. This will necessitate his removal from Grand Haven to Detroit, which will be a matter of profound regret to the enterprising denizens of the Sand Hill City, especially to the worshippers at Rev. J. A. Kennedy's church, who have come to regard Mr. Harvey as the plate passer par excellence, having achieved a record of winning more dollars for the contribution box than any other man they could select. Mr. Harvey will be succeeded by A. W. Lind, who has represented Strong, Lee & Co. in the same territory for several years. He will continue to reside in Traverse City.

Everything in Readiness for the Visiting Knights.

Lansing, Dec. 16—The preparations being made by Post A for the entertainment of the Michigan Knights of the Grip on Dec. 26 and 27 are now fully completed and only the actual manual work of preparing the rooms to be occupied on those days remains to be done.

No efforts have been spared by the various committees to whom have been given the work to make the occasion an enjoyable one to all who may attend and we hope that the welcome they will receive from us will make every one glad to be here.

The Ladies' Auxiliary to Post A are arranging entertainment for the wives and daughters of the Knights who may accompany them, and it is intended that not a dull moment for our visitors shall be found during their stay with us.

Pointers giving information as to the various places of interest to be found in our city will be distributed among the visitors, and committees have been appointed to assist our visitors to find such places, while street cars and carriages will be found ready to convey them.

Post A, with the wives of its members, will attend church on Sunday evening, Dec. 22, in a body, at the Congregational church, when special services for the occasion will be held. This is in response to an invitation to the Post by the Rev. Wm Hathaway Pound, pastor of the church.

Another meeting of the Post will be held at Hotel Downey on the evening of Dec. 21, when anything that may need to be done to make our arrangements the more complete will be attended to. Ed. R. Havens, Sec'y.

The cost of constructing the Nicaragua canal is estimated at about \$200,000,000. It is believed that these figures are large enough to provide for every contingency, but the history of works of this kind shows that estimates are generally exceeded. The most that can be hoped for is that scandals in connection with the project may be avoided, and that it may not be attended by vexatious delays.

People who are anxious for political jobs should wait until work is begun on the isthmian canal, when they can take their pick.

Bernhardt loves America so well that she is going to make us another \$200,000 farewell tour.

SILENT SALESMAN.

How to Utilize the Price Card to Best Advantage.

Some merchants have no idea of harmony in interior store arrangement. The bottled goods in the grocery department are piled in hit or miss in an out of the way corner, where all the value of attractive packages for display purposes is entirely lost. In the dry goods department the lace counter is adjoining the corset or the dress goods department in an out of the way place, while in the hardware department nails and spikes are shoved into compartments with coil chain and stove pipe.

Both utility and harmony should be studied in the interior arrangement of the store. Staple goods which are not commonly displayed should be placed under the counters over which the clerks work and should be kept in separate compartments, so that they are easily reached without pulling out a whole lot of other merchandise. And when it comes to arranging the shelves, the goods which display to the best advantage, are attractive to the eye, and which give the store an inviting appearance, should be given the most prominence in the front part of the building, where the light is the best, and they can be seen under the most favorable circumstances. These are all details which the modern merchant should take into consideration and act upon without suggestion from anybody.

There are many details which are entitled to later consideration and which are not always brought prominently to the attention of the retailer.

The writer has always maintained that plain marked price cards are a necessary detail to store management. He believes that almost every line of goods in the store should be plainly marked in this way, so that the casual visitor or the customer who can not be waited upon immediately owing to the fact that the clerks are all busy with other customers may look at different articles and ascertain the price for himself. It frequently happens that goods will sell themselves when they are plainly marked in this way; they are wanted by the customer, and the price is so reasonable that they are most naturally purchased.

But how to make these price cards attractive and to utilize them in such a way as to improve the appearance of the store is another problem, and one which requires some attention. Uniformity in price tags as in everything else has its advantages.

The merchant may secure this uniformity without very great expense. For instance, if he is conducting a "Blue Front" store, a name quite often given to a place of business, what is more natural than that he should select blue tags, all of about the same size and color? A white ink may be used in marking the price in plain figures, and these tags should be attached to the different packages of goods from the floor to the ceiling, with the figures turned toward the customer, so that they can be easily read.

Red price tags are also very suitable to be used in the same way. They show up especially fine against neutral, grayish colors, and in white or black (black ink absorbs better than white) can be seen a good distance away. Numerous other colors may be used, or the merchant may select red, white and blue colored tags, using red exclusively in one section of the store, blue in another and white in a third.

With several hundred colored price cards attached to the goods fluttering from the shelving, and in evidence on every hand, life and color is given to the interior arrangement with good results.

Merchants can secure colored price tags from their local printer, in a good substantial card, punched, and ready for use, except the price mark, at a small expense, and after that it is as easy to make use of them as it is the white cards, and far better results are obtained.—Commercial Bulletin.

Six Additions to the Roll of Cadillac Council.

Detroit, Dec. 16—A very enthusiastic meeting of Cadillac Council, No. 143, United Commercial Travelers, was held at their council chambers in Bamlet hall, Saturday evening, Dec. 14, when six new members were added to the roll of that lively and energetic Council.

Carl E. Sheppard, Grant Hamilton Rouse, Allen Bricker, Geo. Stafford Skinner and Jas. P. Commiskey were all unanimously elected. Carl E. Sheppard was initiated into the mysteries and secrets of the order and rode the goat like a rough rider, passing through the ordeal without a scratch.

Bro. Harry B. Apple was admitted by transfer card from Gem Council, No. 3, Dayton, Ohio. Harry evidently knows a good thing when he sees it and is not slow to take hold.

Bro. J. A. Bamfield, the newly-transferred member from Winnipeg Council, Winnipeg, Manitoba, certainly deserves credit for his enthusiastic work in so short a time after becoming a member of this Council. At the last meeting of Cadillac Council Bro. Bamfield gave a challenge to the members present that he would bring in a new member if each of the others would do the same by Jan. 1. Brother Bamfield made his promise good, but was raised by Bro. Howarn and called by Bro. Baier. Bro. Howarn went him two better, thereby bringing in three members.

Cadillac Council expects to have nearly double the present membership by May 1, 1902, as each member intends to make a showing and claims to have something up his sleeve in the way of new members.

The collapse of copper stocks has made countless speculators mourn. Investors as well as speculators have been hit. Thousands of people bought copper stocks because they believed they were safe and would yield good dividends. When prices went down some made purchases, with the idea that the depression was but temporary and would be followed by a sharp advance. It is asserted that almost as many have been crippled or ruined by the copper slump as were ever hurt in a general panic. While there have been some reasons for the decline in the price of copper products, there has been nothing in the situation to cause such demoralization in copper stocks except operations by the speculative dealers. It is merely another slaughter of the lambs in Wall Street.

The industrial crisis throughout Russia is becoming intensified. In the Kieff district, the cases of bankruptcy are very numerous and entire works with all their fittings, are being offered for sale in all directions. Sugar factories and chemical works are on sale to the highest bidder.

The Warwick

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

A. B. GARDNER, Manager.

Drugs--Chemicals

Michigan State Board of Pharmacy

	Term expires
HENRY HEIM, Saginaw	Dec. 31, 1902
WIRT P. DOTY, Detroit	Dec. 31, 1903
A. C. SCHUMACHER, Ann Arbor	Dec. 31, 1904
JOHN D. MUIR, Grand Rapids	Dec. 31, 1905
ARTHUR H. WEBBER, Cadillac	Dec. 31, 1906

President, A. C. SCHUMACHER, Ann Arbor.
Secretary, HENRY HEIM, Saginaw.
Treasurer, W. P. DOTY, Detroit.

Examination Sessions.

Detroit, January 14 and 15.
Grand Rapids, March 4 and 5.
Star Island, June 16 and 17.
Sault Ste. Marie, August 27 and 28.
Lansing, November 5 and 6.

Mich. State Pharmaceutical Association.

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

A Distinction With a Difference.

Twenty-five years ago I heard a well-informed physician say that a fluid extract was a fluid extract, regardless of the manufacturer. He was arguing against physicians specifying the name of a particular maker, his claim being that a physician should write his official name of the preparation in his prescription, and then let the pharmacist fill in any make he pleased. It is needless to say that I do not believe in that theory, and whether it be orthodox or not, I consider it my privilege to differ. I believe that it is the right of the afflicted to select their physician, and of the physician to prefer his pharmacist and also to prefer a make of medicine which has enlisted his confidence. As well tell me that all the graduates of a college are on an equal footing, and that a man has no right to select a particular lawyer or doctor, as that all preparations bearing a name of a drug are identical and that a physician has no right to specify this or that brand. In my opinion, this resistance to self-evident fact has done much to discourage industrious pharmacists who found the tendency of ethical instruction to be towards professional nihilism of the individual. In other words, no encouragement was offered the pharmacist who wished to excel. He was classed in the list with all other pharmacists, as well as with men who claimed to be pharmacists who were not. One of the monstrous wrongs attempted by these ethical leaders, in my opinion, has been this attempt to repress the industrious, the talented, the persistent student, and to say it makes no difference how hard he studies or how expert he becomes, it is not ethical to recognize his qualifications.

"A fluid extract is a fluid extract" may be good argument so far as the label is concerned, but I know that beneath different labels of the same name very different substances may be found, and I, for one, have never acquiesced in this aim of the leaders who seek to throw a premium on indolence and a weight on industry. I repeat, and wish it to go on record, that I believe there is not less difference in the qualifications of pharmacists than of physicians, or attorneys, or teachers, and that it is no more just to deny a pharmacist his individuality than to deny a physician that right. I say, furthermore, that in my opinion some pharmacists are not only more careful, more conscientious, more expert than others, but that the physician who is aware of the qualifications of a pharmacist in whom he has all confidence does a wrong to his patient if he permits preparations to be used of which he is ignorant or in which he has no confidence.

I know, and you know it, too, if you

have experience, that the personal equation is a factor in qualifying the results of men's handiwork, and knowing this, we do a wrong when we attempt to make all men equal, for we more than uplift the unworthy and repress the worthy. And this is just what the ethical man in medicine does when he attempts to argue that pharmacists have no distinctive qualities, and that the shirk, the indifferent, or the dissipated person in our ranks is entitled to as great credit as the conscientious student. When the same rule applies and these same ethical medical purists argue that the public has no right to select its physician or its surgeon, but must call up the central telephone station and, in case of sickness, ask that a physician be sent, and take any one who is sent, then and not until then will I accept that a physician has no right to prefer a pharmacist or to specify a certain brand of fluid extract. Indeed, I question if I will then accept it, for the same short-sighted spirit which argues that the name "pharmacist" brings all men to one common level may make him so fanatical or indifferent to his own welfare as to lead him to say that the name "physician" levels all the graduates of all the colleges.

John Uri Lloyd.

A Druggist's Utopia.

From all accounts this has been discovered at last. In Denmark, Norway and Sweden pharmacists have become so closely allied that they are practically one close corporation. Nowhere, it is said, is the community of interest idea so completely and happily exemplified. All licenses are under the absolute control of one pharmaceutical body, which restricts the number of pharmacists, so that there is no one who does not make a good living. According to the Chemist and Druggist the whole trade acts together; prices are fixed by agreement; cutting is unknown, and one chemist will not bid against another in any way. Doctors do not dispense, and pharmacists do not prescribe. The public pays a fresh fee to the doctor every time a fresh bottle of medicine is bought. The profits of dispensing discourage patent medicines, and the public has practically to do without efficacious remedies of that description. The pharmacies are said to be palatial establishments, and enormous fortunes are accumulated by their proprietors. The custom house will not sanction entry of chemicals used in pharmacy, except to licensed pharmacists. Patent medicines are by law permitted to be sold only on a doctor's prescription, and are held up at the custom house except when addressed to a registered pharmacist.

The Drug Market.

Opium—Showed a slight advance during the week on account of firmer reports from the primary markets.

Morphine—Is unchanged.

Quinine—There has been no change in price, but it is very firm. There is probability of an advance after the first of the year.

Carbolic Acid—Price has been fixed for 1902 at a price 5c above this year.

Cocaine—Is unsettled, but as present price is about cost of production it is not believed it will be any lower.

Saltpetre—Manufacturers have made a slight advance on account of increase in cost of crude material.

Balsam Peru—Has advanced and is very firm.

Oil Cloves—Has advanced on account of higher price for the spice.

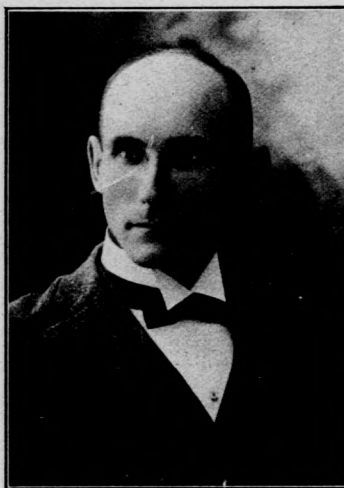
Linseed Oil—Has advanced on account of higher price for seed.

A woman always appreciates a rising young man—in a street car; but she is usually too modest to mention it.

REPRESENTATIVE RETAILERS.

Arthur H. Webber, the Well-Known Cadillac Druggist.

Arthur H. Webber was born in Geauga county, Ohio, in 1859, and moved with his family to Linden, Genesee county, Michigan, in 1862. He was educated in the public school of Linden and at the Normal School at Valparaiso, Indiana. He served an apprenticeship of two years and a half in the drug store of Charles Brown, of Linden, and moved to Big Rapids in the spring of 1881, where he worked in the drug store of Charles Wagner for two years. He then formed a partnership with Dr. W. A. Hendricks in the drug business under the firm name of W. A. Hendricks & Co. Two years later he purchased Dr. Hendricks' interest and continued in the business until 1887, when he removed to Cadillac, purchasing the drug store of R. J. Cummer & Co. His career in



Cadillac has been a prosperous one from the start, owing to the energy he has injected into the business and the good judgment he has used in the purchase and arrangement of stock, in the selection of clerks and in the handling of customers.

Mr. Webber is a member of the First Congregational church of Cadillac, and chairman of the Board of Trustees. He is a member of the Masonic order; of the Knights of Pythias order; Knights of the Loyal Guard, and director of the Business Men's Association of Cadillac. He was chairman of the Senatorial Committee of the Twenty-seventh District in 1899 and 1900, and is at present Secretary of the same Committee. He was President of the Michigan State Pharmaceutical Association during 1889. He was a delegate to the National Retail Druggists' Association at its meeting in Cincinnati, in 1899, and also delegate to the National Association of Retail Druggists in Detroit, in 1900, representing the Michigan State Pharmaceutical Association. He has never been an office seeker, but is very much interested in politics, being a life-long Republican.

Mr. Webber was married Sept. 1, 1886, to Miss Lucie M. Morrison, youngest daughter of the late Judge Morrison, of Grand Rapids, who has proved to be of great assistance to him in many ways and has been a constant inspiration to him in all the walks of life. One child, a boy now 9 years old, completes the family circle.

Mr. Webber's popularity as a pharmacist has recently found expression in his appointment by Governor Bliss as a member of the State Board of Pharmacy

for five years, a position he is admirably equipped to fill with credit to himself and to the satisfaction of the drug trade of the State.

Importance of Details.

The old maxim that if you "take care of the pennies the dollars will take care of themselves," is defensible when it comes to the matter of accumulating money through frugality alone, but when the sentiment is applied as advice to the building up of a business by a merchant's sole exertion, it fails. No man is great enough to manage single-handed, in all its details, a successful business of any kind. He must fail in some things and collapse finally, if he continues trying. We have reference here, of course, to a business of a steady and legitimate growth toward success—not to the phenomenal sort, instances of which we sometimes read about. It is pennies that makes the dollars, but it is the dollars the successful business man must exert himself to take care of and not the pennies preferably. They must be left to the care of others, and it is in the selection only of the proper persons to "take care of the pennies" that the wisdom and ripe experience of the master intelligence must concern itself first above all things.

But it is too often observed that the opposite effort is made. The merchant undertakes to do the service required of the lowest rated among his employes because he understands doing it better, overlooking the fact that his own more important service is neglected that the small matter may be done right. There is where he is wrong. The little things would be managed all right if the managers were wisely selected with a view to their competency and trustworthiness. There is no reason why the merchant should hold the clerk in leash beyond the limit of the responsibilities he intrusts him with. Let him, if still suspicious of the fidelity of his employes, delegate the duty of watching them to one he can trust. The commander of an army does not assume to direct the individual actions of his men, but he does note the conduct of his principal officers, when he wants his men to act. So it should be with the employing merchant—he will find enough to do to look after the "dollars," or, in other words, the greater affairs connected with his store.—Show Window.

What They Get.

Buckeye—What does a member of the Legislature get in your State?

Keystone—That depends. Sometimes one is sentenced for a year or two, but more frequently he gets off scot-free.

Valentines for 1902

Complete new line now ready. The Best assortment we have ever shown. Wait for Traveler or send for Catalogue.

FRED BRUNDAGE, Muskegon, Mich.
Wholesale Drugs and Stationery

SEE OUR WALL PAPERS

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

HFYSTEK & CANFIELD CO.

Grand Rapids, Mich.
The Michigan Wall Paper Jobbers.

WHOLESALE DRUG PRICE CURRENT

Advanced—Balsam Peru, Oil Cloves.
Declined—Carbolic Acid.

Acidum		Conium Mac.	
Aceticum	60¢ 8	Copaba	1 15¢ 1 25
Benzoleum, German.	70¢ 75	Cubebae	1 30¢ 1 35
Boracic	45¢ 17	Exechthitos	1 00¢ 1 10
Carbolicum	24¢ 31	Erigeron	1 00¢ 1 10
Citricum	45¢ 48	Gaultheria	2 00¢ 2 10
Hydrochlor.	30¢ 5	Geranium, ounce.	75¢
Nitrosum	80¢ 10	Gossypii, Sem. gal.	50¢ 60
Oxalicum	12¢ 14	Hedeoma	1 00¢ 1 10
Phosphorium, dil.	15¢ 15	Juniper	1 50¢ 2 00
Salicylicum	52¢ 55	Lavender	90¢ 2 00
Sulphuricum	1 14¢ 1 20	Limonis	1 50¢ 2 00
Tannicum	1 10¢ 1 20	Mentha Piper	2 10¢ 2 20
Tartaricum	38¢ 40	Mentha Verid	1 50¢ 1 60
Ammonia		Morrhuae, gal.	1 10¢ 1 20
Aqua, 16 deg.	40¢ 6	Myrica	4 00¢ 4 50
Aqua, 20 deg.	60¢ 8	Olive	75¢ 3 00
Carbonas	15¢ 15	Picis Liquida	10¢ 12
Chloridum	12¢ 14	Picis Liquida, gal.	35¢
Aniline		Ricina	1 00¢ 1 05
Black	2 00¢ 2 25	Rosmarini	1 00¢ 1 05
Brown	80¢ 1 00	Rose, ounce.	6 00¢ 6 50
Red	45¢ 50	Succin	40¢ 45
Yellow	2 50¢ 3 00	Sabina	90¢ 1 00
Baccae		Santal	2 75¢ 7 00
Cubebae, po. 25	22¢ 24	Sassafras	55¢ 60
Juniperus	60¢ 8	Sinapis, ess., ounce.	65¢
Xanthoxylum	1 70¢ 1 75	Tigil	1 50¢ 1 60
Balsamum		Thyme	40¢ 50
Copalba	50¢ 55	Thyme, opt.	1 60¢
Peru	60¢ 65	Theobromas	15¢ 20
Terabin, Canada	60¢ 65	Potassium	
Tolutan	45¢ 50	Bi-Carb	15¢ 18
Cortex		Bichromate	13¢ 15
Abies, Canadian	18¢	Bromide	52¢ 57
Cassia	12¢	Carb	12¢ 15
Cinchona Flava	18¢	Chlorate, po. 17@19	16¢ 18
Euonymus atropurp.	30¢	Cyanide	34¢ 38
Myrica Cerifera, po.	20¢	Iodide	2 30¢ 2 40
Prunus Virgin.	14¢	Potassa, Bistart, pure	25¢ 30
Quillaja, gr'd.	12¢	Potassa, Bistart, com.	70¢ 10
Sassafras, po. 20	15¢	Potass Nitras, opt.	60¢ 8
Ulmus, po. 15, gr'd	15¢	Potass Nitras	23¢ 26
Extractum		Prussiate po.	15¢ 18
Glycyrrhiza Glabra	24¢ 25	Radix	
Glycyrrhiza, po.	28¢ 30	Aconitum	20¢ 25
Hæmatox, 15 lb. box	11¢ 12	Aitha	30¢ 33
Hæmatox, 1s.	13¢ 14	Anchusa	10¢ 12
Hæmatox, 1/2s.	14¢ 15	Arum po.	25¢
Hæmatox, 1/4s.	16¢ 17	Calamus	20¢ 40
Ferru		Gentiana, po. 15	12¢ 15
Carbonate Preelp.	15¢	Glycyrrhiza, pv. 15	16¢ 18
Citrate and Quina.	2 25¢	Hydrastis Canad.	75¢
Citrate Soluble	75¢	Hydrastis Can., po.	12¢ 15
Ferrocyanidum Sol.	40¢	Hellebore, Alba, po.	18¢ 22
Solut. Chloride	2	Inula	18¢ 22
Sulphate, com'l, by	80¢	Ipeaca, po.	3 60¢ 3 75
Sulphate, pure	7	Iris plox., po. 35@38	35¢ 40
Flora		Jalapa, pr.	25¢ 30
Arnica	15¢ 18	Maranta, 1/4s.	25¢ 30
Anthemis	22¢ 25	Podophyllum, po.	22¢ 25
Matricaria	30¢ 35	Rhel.	75¢ 1 00
Folia		Rhel, cut	75¢ 1 00
Barosma	36¢ 38	Rhel, pv.	75¢ 1 00
Cassia Acutifol, Tin-	20¢ 25	Spigelia	35¢ 38
nevelly	25¢ 30	Sanguinaria, po. 15	50¢ 55
Cassia, Acutifol, Alix.	12¢ 15	Serpentaria	50¢ 55
Salvia officinalis, 1/4s	8¢ 10	Senega	60¢ 65
Uva Ursi	8¢ 10	Smlax, officinalis H.	40¢ 45
Gummi		Smlax, M.	10¢ 12
Acacia, 1st picked	65¢	Sellae, po. 35	10¢ 12
Acacia, 2d picked	45¢	Symplocarpus, Foeti-	25¢ 30
Acacia, 3d picked	25¢	dus, po.	25¢ 30
Acacia, sifted sorts.	45¢ 65	Valeriana, Eng. po. 30	15¢ 20
Acacia, po.	12¢ 14	Valeriana, German.	15¢ 20
Aloe, Barb. po. 15@20	12¢ 14	Zingiber a.	14¢ 16
Aloe, Cape, po. 15	12¢ 14	Zingiber j.	25¢ 27
Aloe, Socotri. po. 40	60¢ 65	Semen	
Ammoniac	55¢ 60	Anisum, po. 18	13¢ 15
Assafoetida, po. 40	25¢ 30	Apium (graveleons)	13¢ 15
Benzoinum	50¢ 55	Bird, 1s.	40¢ 45
Catechu, 1s.	10¢ 12	Carul, po. 15	10¢ 12
Catechu, 1/2s.	10¢ 12	Cardamom	1 25¢ 1 75
Catechu, 1/4s.	10¢ 12	Coriandrum	80¢
Camphore	64¢ 69	Cannabis Sativa	45¢ 5
Euphorbium, po. 35	40¢ 45	Cydonium	75¢ 1 00
Galbanum	65¢ 70	Chenopodium	15¢ 18
Gamboge	65¢ 70	Dipterix Odorata	1 00¢ 1 10
Gualacum, po. 25	75¢ 80	Feniculum	10¢ 12
Kino, po. 30.75	75¢ 80	Foenugreek, po.	70¢ 9
Mastic	60¢	Lini	35¢ 5
Myrrh, po. 45	40¢	Lini, grd. bbl. 4	45¢ 5
Opil, po. 4.90@4.90	30¢ 35	Lobelia	1 50¢ 1 55
Shellac	35¢ 40	Pharlaris Canarian.	45¢ 5
Shellac, bleached	40¢ 45	Rapa	45¢ 5
Tragacanth	70¢ 1 00	Sinapis Alba	90¢ 10
Herba		Sinapis Nigra	11¢ 12
Absinthium, oz. pkg	25¢	Spiritus	
Eupatorium, oz. pkg	20¢	Fruementi, W. D. Co.	2 00¢ 2 50
Lobelia, oz. pkg	25¢ 28	Fruementi, D. F. R.	2 00¢ 2 25
Majorum, oz. pkg	25¢	Fruementi	1 25¢ 1 50
Mentha Pip. oz. pkg	25¢	Juniperis Co. O. T.	1 65¢ 2 00
Mentha Vir. oz. pkg	25¢	Juniperis Co.	1 75¢ 3 50
Rue, oz. pkg	22¢	Saacharum N. E.	1 90¢ 2 10
Tanacetum V oz. pkg	25¢	Spt. Vini Gall.	1 75¢ 6 50
Thymus, V. oz. pkg	25¢	Vini Oporto	1 25¢ 2 00
Magnesia		Vini Alba	1 25¢ 2 00
Calcined, Pat.	55¢ 60	Sponges	
Carbonate, Pat.	15¢ 20	Florida sheeps' wool	2 50¢ 2 75
Carbonate, K. & M.	15¢ 20	Nassau sheeps' wool	2 50¢ 2 75
Carbonate, Jennings	15¢ 20	carriage	2 50¢ 2 75
Oleum		Velvet extra sheeps'	2 50¢ 2 75
Absinthium	7 00¢ 7 20	wool, carriage	2 50¢ 2 75
Amygdale, Dulc.	38¢ 65	Extra yellow sheeps'	2 50¢ 2 75
Amygdale, Amare.	8 00¢ 8 25	wool, carriage	2 50¢ 2 75
Anisi	1 80¢ 2 00	Grass sheeps' wool	2 50¢ 2 75
Aurant Cortex	2 10¢ 2 20	carriage	2 50¢ 2 75
Bergamit	2 60¢ 2 75	Hard, for slate use	2 50¢ 2 75
Caliputi	80¢ 85	Yellow Reef, for	2 50¢ 2 75
Caryophylli	75¢ 80	slate use.	2 50¢ 2 75
Cedar	80¢ 85	Syrups	
Chenopadi	2 75¢ 3 00	Acacia	50¢ 55
Cinnamoni	1 15¢ 1 25	Aurant Cortex	50¢ 55
Citronella	38¢ 40	Zingiber	50¢ 55

Menthol	5 50¢	Seldlitz Mixture	20¢ 22	Linseed, pure raw	53¢ 56
Morphia, S. P. & W.	2 25¢ 2 40	Sinapis	18¢	Linseed, boiled	54¢ 57
Morphia, S. N. Y. Q.	2 15¢ 2 40	Sinapis, opt.	30¢	Neatsfoot, winter str	54¢ 60
Morphia, Mal.	2 15¢ 2 40	Sinapis, Maccaboy, De	41¢	Spirits Turpentine	43¢ 48
Moschus Canton	40¢	Voes	41¢	Paints BBL. LB.	
Myristica, No. 1	65¢ 80	Snuff, Seckoh, De Vo's	41¢	Red Venetian	1 1/2 2 08
Nux Vomica, po. 15	35¢ 37	Soda, Boras	90¢ 11	Ochre, yellow Mars	1 1/2 2 04
Os Sepia	35¢ 37	Soda, Boras, po.	90¢ 11	Ochre, yellow Ber.	1 1/2 2 03
Pepsin Saac, H. & P.	1 00¢	Soda et Potass Tart.	23¢ 25	Putty, commercial	2 1/2 2 1/2
D Co	1 00¢	Soda, Carb.	1 1/2 2	Putty, strictly pure	2 1/2 2 1/2
Picis Liq. N. N. 1/4 gal.	2 00¢	Soda, Bi-Carb.	30¢ 5	Vermilion, Prime	13¢ 15
doz	2 00¢	Soda, Ash	3 1/2 4	American	13¢ 15
Picis Liq. quarts	2 00¢	Soda, Sulphas	2 1/2 4	Vermilion, English	70¢ 75
Picis Liq. pints	2 00¢	Spts. Cologne	2 60¢	Green, Paris	14¢ 18
Pil Hydrarg. po. 20	50¢	Spts. Ether Co.	50¢ 55	Green, Peninsular	13¢ 16
Piper Nigra, po. 22	18¢	Spts. Myrcia Dom.	2 00¢	Lead, red	6 1/4 7
Piper Alba, po. 35	30¢	Spts. Vini Rect. 1/2 bbl	7¢	Lead, white	6 1/4 7
Pix Burgun	7¢	Spts. Vini Rect. 10 gal	7¢	Whiting, white Span	90¢
Plumbi Acet.	10¢ 12	Spts. Vini Rect. 5 gal	7¢	Whiting, gilders'	95¢
Pulvis Ipecac et Opil	1 30¢ 1 50	Strychnia, Crystal	80¢ 1 05	White, Paris, Amer	1 25¢
Pyrethrum, boxes H.	50¢	Sulphur, Subl.	2 1/2 3 1/2	Whiting, Paris, Eng.	1 40¢
P. D. Co., doz	75¢	Sulphur, Roll	2 1/2 3 1/2	Universal Prepared	1 10¢ 1 20
Pyrethrum, pv.	25¢ 30	Tamarinds	80¢ 10	Varnishes	
Quassia	80¢ 10	Terebenth Venice	28¢ 30	No. 1 Turp Coach	1 10¢ 1 20
Quinia, S. P. & W.	23¢ 29	Theobromae	60¢ 65	Extra Turp	1 60¢ 1 70
Quinia, S. German	23¢ 29	Vanilla	9 00¢ 16 00	Coach Body	2 75¢ 3 00
Quinia, N. Y.	23¢ 29	Zinc Sulph	7¢ 8	No. 1 Turp Furn.	1 00¢ 1 10
Rubia Tincturum	12¢ 14	Oils		Extra Turp Damar	1 55¢ 1 60
Saccharum Lactis pv	20¢ 22	Whale, winter	70¢ 70	Jap. Dryer, No. 1 Turp	70¢ 75
Salacin	4 50¢ 4 75	Lard, extra	60¢ 70		
Sanguis Draconis	40¢ 50	Lard, No. 1	45¢ 50		
Sapo, W.	12¢ 14				
Sapo M.	10¢ 12				
Sapo G.	10¢ 12				

Drugs

We are Importers and Jobbers of Drugs,
Chemicals and Patent Medicines.

We are dealers in Paints, Oils and
Varnishes.

We have a full line of Staple Druggists'
Sundries.

We are the sole proprietors of Weath-
erly's Michigan Catarrh Remedy.

We always have in stock a full line of
Whiskies, Brandies, Gins, Wines
and Rums for medical purposes
only.

We give our personal attention to mail
orders and guarantee satisfaction.

All orders shipped and invoiced the same
day received. Send a trial order.

Hazeltine & Perkins
Drug Co.
Grand Rapids, Mich.

GROCERY PRICE CURRENT

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

ADVANCED
Evaporated Apples
Straw Paper

DECLINED
Sauerkraut
Stockfish

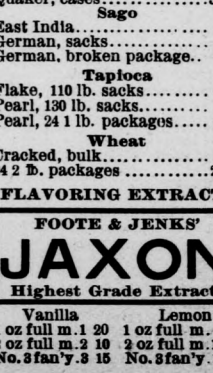
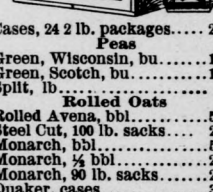
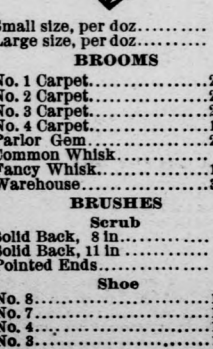
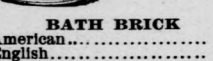
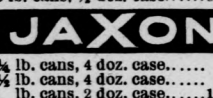
Index to Markets
By Columns

A	Col.
Akron Stoneware	15
Alabastine	1
Ammonia	1
Axle Grease	1
Baking Powder	1
Bath Brick	1
Bluing	1
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Butter Color	2
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Cheese	3
Chewing Gum	3
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Chocolate	3
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Soap	9
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Spices	9
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Stove Polish	10
Sugar	10
Syrups	9
Table Sauce	12
Tea	11
Tobacco	11
Twine	12
Vinegar	12
Washing Powder	12
Wickling	13
Woodenware	13
Wrapping Paper	13
Yeast Cake	13

1	2
AXLE GREASE	Stove
Aurora doz. gross	No. 3 75
Castor Oil 55 6 00	No. 2 1 10
Diamond 50 4 25	No. 1 1 75
Frazer's 75 9 00	BUTTER COLOR
IXL Golden, tin boxes 75 9 00	W., R. & Co.'s, 15c size 1 25
	W., R. & Co.'s, 25c size 2 00
	CANDLES
	Electric Light, 8s 12
	Electric Light, 16s 12 1/2
	Paraffine, 6s 10 1/4
	Paraffine, 12s 11
	Wickling 29
	CANNED GOODS
	Apples 1 00
	Gallons, standards 3 25
	Blackberries 80
	Standards 80
	Beans 1 00
	Baked 1 00
	Red Kidney 75
	String 70
	Wax 70
	Blueberries 85
	Standard 1 90
	Brook Trout 1 90
	Clams 1 00
	Little Neck, 2 lb. 1 50
	Clam Bouillon 1 92
	Burnham's, 1/4 pint 3 60
	Burnham's, pints 7 20
	Burnham's, quarts 7 20
	Cherries 11
	Red Standards 11
	White 11
	Corn 80
	Fair 85
	Good 95
	Fancy 95
	French Peas 22
	Sur Extra Fine 19
	Extra Fine 15
	Fine 11
	Moyen 11
	Gooseberries 90
	Standard 85
	Hominy 85
	Standard 85
	Lobster 2 15
	Star, 1 lb. 3 60
	Picnic Tails 2 40
	Mackerel 1 75
	Mustard, 1 lb. 2 80
	Mustard, 2 lb. 2 80
	Soused, 1 lb. 2 80
	Soused, 2 lb. 2 80
	Tomato, 1 lb. 1 75
	Tomato, 2 lb. 2 80
	Mushrooms 18 20
	Hotels 22 25
	Buttons 22 25
	Oysters 85
	Cove, 1 lb. 1 55
	Cove, 2 lb. 1 55
	Cove, 1 lb. Oval 95
	Pie 1 65
	Yellow 1 85
	Pears 1 00
	Standard 1 25
	Fancy 1 25
	Peas 1 00
	Early June 1 00
	Early June Sifted 1 60
	Plums 85
	Pineapple 1 25
	Grated 1 25
	Sliced 1 25
	Pumpkin 95
	Fair 1 00
	Good 1 10
	Fancy 1 10
	Raspberries 1 15
	Standard 1 15
	Russian Caviar 3 75
	1/4 lb. cans 7 00
	1 lb. can 12 00
	Salmon 12 85
	Columbia River, tails 62 00
	Columbia River, flats 1 30
	Red Alaska 1 10
	Black Alaska 1 10
	Standard 1 50
	Sardines 1 50
	Domestic, 1/4s 3 34
	Domestic, 1/2s 5
	Domestic, Mustard 5 1/4
	California, 1/4s 11 1/4
	California, 1/2s 17 1/4
	French, 1/4s 7 1/4
	French, 1/2s 19 1/4
	Strawberries 1 00
	Standard 1 25
	Fancy 1 25
	Succotash 90
	Fair 1 00
	Good 1 20
	Fancy 1 20

3	4
Tomatoes	Mexican
Fair 1 15	Choice 16
Good 1 20	Fancy 17
Fancy 1 25	
Gallons 3 20	Guatemala
	Choice 16
CATSUP	Java
Columbia, pints 2 00	African 12 1/4
Columbia, 1/2 pints 1 25	Fancy African 17
	O. G. 25
CARBON OILS	P. G. 29
Barrels	
Eocene @10 1/4	Mocha
Perfection @ 9 1/4	Arabian 21
Diamond White @ 8 1/4	
D. S. Gasoline @ 8 1/4	Package
Deodorized Naphtha @10 1/4	New York Basis
Cylinder 29 @34	Arbuckle 11 1/4
Engine 19 @22	Dilworth 11 1/4
Black, winter 9 @10 1/4	Jersey 11 1/4
	Lion 11
CHEESE	McLaughlin's XXXX 15
Aome 11 1/4	McLaughlin's XXXX sold to
Amboy 12	retailers only. Mail all orders
Carson City 12	direct to W. F. McLaughlin &
Elsie 12 1/4	Co., Chicago.
Emblem 12 1/4	Extract
Gem 12 1/4	Valley City 1/4 gross 75
Gold Medal 11 1/4	Felix 1/4 gross 1 15
Ideal 12	Hummel's full 1/4 gross 85
Jersey 12	Hummel's tin 1/4 gross 1 43
Riverside 14 1/2	CONDENSED MILK
Brick 14 1/2	4 doz in case
Edam 12 1/4	Gall Borden Eagle 6 40
Lelden 12 1/4	Crown 6 25
Limburger 13 1/4	Daisy 5 75
Pineapple 50 275	Champion 4 50
Sap Sago 19 20	Magnolia 4 25
	Challenge 4 10
CHEWING GUM	Dime 3 35
American Flag Spruce 55	Leader 4 00
Beeman's Pepsin 60	
Black Jack 55	COUPON BOOKS
Largest Gum Made 60	50 books, any denom. 1 50
Sen Sen 55	100 books, any denom. 2 50
Sen Sen Breath Perfume 1 00	500 books, any denom. 11 50
Sugar Loaf 55	1,000 books, any denom. 20 00
Yucatan 55	Above quotations are for either
	Tradesman, Superior, Economic
CHICORY	or Universal grades. Where
Bulk 5	1,000 books are ordered at a time
Red 7	customer receives specially
Eagle 4	printed cover without extra
Franc's 6 1/4	charge.
Schener's 6	Coupon Pass Books
	Can be made to represent any
CHOCOLATE	denomination from \$10 down.
Walter Baker & Co.'s	50 books 1 50
German Sweet 23	100 books 2 50
Premium 31	500 books 11 50
Breakfast Cocoa 46	1,000 books 20 00
Runkel Bros. 31	
Vienna Sweet 21	CREDIT CHECKS
Vanilla 28	500, any one denom. 2 00
Premium 31	1,000, any one denom. 3 00
	2,000, any one denom. 5 00
CLOTHES LINES	Steel punch 75
Cotton, 40 ft. per doz. 1 00	
Cotton, 60 ft. per doz. 1 20	CRACKERS
Cotton, 80 ft. per doz. 1 40	National Biscuit Co.'s brands
Cotton, 70 ft. per doz. 1 40	Butter
Cotton, 80 ft. per doz. 1 80	Seymour 6 1/4
Jute, 60 ft. per doz. 80	New York 6 1/4
Jute, 72 ft. per doz. 95	Family 6 1/4
	Salted 6 1/4
COCOA	Wolverine 6 1/4
Cleveland 41	Soda
Colonial, 1/4s 35	Soda XXX 6 1/4
Colonial, 1/2s 33	Soda, City 8
Epps 42	Long Island Wafers 13
Huyler 45	Zephyrette 13
Van Houten, 1/4s 12	
Van Houten, 1/2s 20	Oyster
Van Houten, 1/4s 38	Faust 7 1/4
Van Houten, 1/2s 70	Farina 6 1/4
Webb 41	Extra Farina 6 1/4
Wilbur, 1/4s 42	Saltine Oyster 6 1/4
Wilbur, 1/2s 42	
COCOANUT	Sweet Goods-Boxes
Dunham's 1/4s 26	Animals 10
Dunham's 1/2s and 1/4s 26 1/4	Assorted Cake 10
Dunham's 1/4s 27	Belle Rose 8
Dunham's 1/2s 28	Bent's Water 16
Bulk 13	Cinnamon Bar 9
COCOA SHELLS	Coffee Cake, Iced 10
20 lb. bags 2 1/4	Coffee Cake, Java 10
Less quantity 3	Cocanut Macaroons 10
Pound packages 4	Cocanut Taffy 10
	Cracknels 16
COFFEE	Creams, Iced 8
Roasted	Cream Crisp 10 1/4
Special Combination 15	Cubans 11 1/4
French Breakfast 17 1/4	Current Fruit 12
Lenox, Mocha & Java 21	Frosted Honey 9
Old Gov't Java and Mocha 24	Frosted Cream 12
Private Estate, Java & Mocha 26	Ginger Gems, 1/2 doz or sm'll 12
Supreme, Java and Mocha 27	Ginger Snaps, N. B. C. 6 1/4
Dwinnell-Wright Co.'s Brands	Gladiator 9
White House, 60-ls. 29	Grandma Cakes 8
White House, 30-ls. 28	Graham Crackers 8
Excelsior M. & J., 60-ls. 21 1/4	Graham Wafers 12
Excelsior M. & J., 30-ls. 20 1/4	Grand Rapids Tea 16
Royal Java & Mocha 26 1/4	Honey Fingers 10
Arabian Mocha 28 1/4	Iced Honey Crumpets 12
Aden Mocha 22 1/4	Imperial 8
Freeman Merc. Co. Brands	Jumbles, Honey 12
Marx 11	Lady Fingers 12
Porto Rican 14	Lemon Snaps 12
Honolulu 16 1/4	Lemon Wafers 12
Parker House J. & M. 25	Marshmallow 16
Monogram J. & M. 28	Marshmallow Creams 16
Mandehling 31 1/4	Marshmallow Walnuts 16
Rio	Mary Ann 8
Common 10 1/4	Mixed Picnic 11 1/4
Fair 11	Milk Biscuit 7 1/4
Choice 13	Molasses Cake 8
Fancy 15	Molasses Bar 9
Santos	Moss Jelly Bar 12 1/4
Common 11	Newton 12
Fair 14	Oatmeal Crackers 8
Choice 15	Oatmeal Wafers 12
Fancy 17	Orange Crisp 9
Peaberry 13	Orange Gem 9
Maracaibo	Penny Cake 8
Fair 12	Pilot Bread, XXX 7 1/4
Choice 16	Pretzettes, hand made 8
	Pretzels, hand made 8 1/4
	Scotch Cookies 9
	Sears' Lunch 7 1/4
	Sugar Cake 8
	Sugar Cream, XXX 8

5
Sugar Squares 8
Sultanas 13
Tutti Frutti 16
Vanilla Wafers 16
Vienna Crimp 8
E. J. Krue & Co.'s baked goods
Standard Crackers
Blue Ribbon Squares
Write for complete price list
with interesting discounts.
CREAM TARTAR
5 and 10 lb. wooden boxes 30
Bulk in sacks 29
DRIED FRUITS
Apples
Sundried @ 5 1/4
Evaporated, 50 lb. boxes @ 9
California Fruits
Apricots 10 @ 10 1/4
Blackberries 10 @ 10 1/4
Nectarines 8 @ 10
Peaches 7 1/4
Pitted Cherries 11 1/4
Prunelles 11 1/4
Raspberries 11 1/4
California Prunes
100-120 25 lb. boxes @ 2 1/4
90-100 25 lb. boxes @ 2 1/4
80-90 25 lb. boxes @ 2 1/4
70-80 25 lb. boxes @ 2 1/4
60-70 25 lb. boxes @ 2 1/4
50-60 25 lb. boxes @ 2 1/4
40-50 25 lb. boxes @ 2 1/4
30-40 25 lb. boxes @ 2 1/4
1/2 cent less in 50 lb. cases
Citron
Leghorn 11
Coriscian 13
Currents
California, 1 lb. package 8
Imported, 1 lb. package 7 1/4
Imported, bulk 7 1/4
Peel
Citron American 19 lb. bx. 13
Lemon American 10 lb. bx. 13
Orange American 10 lb. bx. 13
Raisins
London Layers 2 Crown 1 65
London Layers 3 Crown 1 65
Cluster 4 Crown 1 65
Loose Muscatels 2 Crown 6 1/4
Loose Muscatels 3 Crown 7 1/4
Loose Muscatels 4 Crown 7 1/4
L. M., Seeded, 1 lb. 8 1/4 @ 9
L. M., Seeded, 1/2 lb. 7
Sultanas, bulk 11
Sultanas, package 11 1/4
FARINACEOUS GOODS
Beans
Dried Lima 6
Medium Hand Picked 2 00
Brown Holland 2 50
Cereals
Cream of Cereal 90
Grain-O, small 1 35
Grain-O, large 2 25
Grape Nuts 1 35
Postum Cereal, small 1 35
Postum Cereal, large 2 25
Farina
24 lb. packages 1 13
Bulk, per 100 lbs. 2 25
Hominy
Flake, 50 lb. sack 90
Pearl, 200 lb. bbl. 4 50
Pearl, 100 lb. sack 2 50
Macaroni and Vermicelli
Domestic, 10 lb. box 60
Imported, 25 lb. box 2 50
Pearl Barley
Common 2 90
Chester 3 00
Empire 3 50
Grits
Walsh-DeRoo Co.'s Brand
Cases, 24 2 lb. packages 2 30
Peas
Green, Wisconsin, bu. 1 40
Green, Scotch, bu. 1 50
Split, lb. 3
Rolled Oats
Rolled Avena, bbl. 5 90
Steel Cut, 100 lb. sacks 2 85
Monarch, bbl. 5 50
Monarch, 1/2 bbl. 2 90
Monarch, 90 lb. sacks 2 65
Quaker, cases 3 35
Sago
East India 3 1/4
German, sacks 3 1/4
German, broken package 4
Tapoca
Flake, 110 lb. sacks 4 1/4
Pearl, 150 lb. sacks 3 1/4
Pearl, 24 1 lb. packages 6 1/4
Wheat
Cracked, bulk 3 1/4
24 2 lb. packages 2 50
FLAVORING EXTRACTS
FOOTE & JENKS'
JAXON
Highest Grade Extracts
Vanilla 1 20
Lemon 1 20
1 oz full m. 1 20
1 oz full m. 2 10
2 oz full m. 1 25
No. 5 fan'y 1 15
No. 5 fan'y 1 15



12	13	14	15
Protection.38 Sweet Burley40 Sweet Loma.38 Tiger39 Plug Flat Iron.....33 Creme de Menthe.....60 Stronghold.....39 Elmo.....33 Sweet Chunk.....37 Forge.....33 Red Cross.....32 Palo.....36 Kilo.....36 Hawatha.....41 Battle Axe.....37 American Eagle.....34 Standard Navy.....37 Spear Head, 16 oz.....42 Spear Head, 8 oz.....44 Nobby Twist.....48 Jolly Tar.....38 Old Honesty.....44 Toddy.....34 J. T.....38 Piper Heldsick.....31 Boot Jack.....31 Jelly Cake.....36 Plumb Bob.....32 Honey Dip Twist.....39 Smoking Hand Pressed.....40 Ibex.....28 Sweet Core.....36 Flat Car.....36 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, 1/2 oz.....40 Yum Yum, 1 lb. palls.....38 Cream.....37 Corn Cake, 2 1/2 oz.....24 Corn Cake, 1 lb.....22 Plow Boy, 1 1/2 oz.....40 Plow Boy, 3 1/2 oz.....39 Peerless, 3 1/2 oz.....34 Peerless, 1 1/2 oz.....36 Indicator, 2 1/2 oz.....28 Indicator, 1 lb. palls.....31 Col. Choice, 2 1/2 oz.....31 Col. Choice, 8 oz.....21 TABLE SAUCES LEA & PERRIN'S SAUCE The Original and Genuine Worcestershire. Lea & Perrin's, large.....3 75 Lea & Perrin's, small.....2 50 Halford, large.....3 75 Halford, small.....2 25 Salad Dressing, large.....4 55 Salad Dressing, small.....2 75 TWINE Cotton, 3 ply.....16 Cotton, 4 ply.....16 Jute, 2 ply.....12 Hemp, 6 ply.....12 Flax, medium.....20 Wool, 1 lb. 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.....35 No. 3, per gross.....55 WOODENWARE Baskets Bushels.....35 Bushels, wide band.....1 15 Market.....30 Splint, large.....6 00 Splint, medium.....5 00 Splint, small.....4 00 Willow Clothes, large.....5 50 Willow Clothes, medium.....5 00 Willow Clothes, small.....4 75 Butter Plates No. 1 Oval, 250 in crate.....45 No. 2 Oval, 250 in crate.....50 No. 3 Oval, 250 in crate.....55 No. 5 Oval, 250 in crate.....65 Egg Crates Humpty Dumpty.....2 25 No. 1, complete.....30 No. 2, complete.....25 Clothes Pins Round head, 5 gross box.....45 Round head, cartons.....62 Mop Sticks Trojan spring.....90 Eclipse patent spring.....85 No. 1 common.....75 No. 2 patent brush holder.....85 12 lb. cotton mop heads.....1 25 Ideal No. 7.....90 Pails 2-hoop Standard.....1 40 3-hoop Standard.....1 60 2-wire, Cable.....1 50 3-wire, Cable.....1 70 Cedar, all red, brass bound.....1 25 Paper, Eureka.....2 25 Fibre.....2 40 Toothpicks Hardwood.....2 50 Softwood.....2 75 Banquet.....1 40 Ideal.....1 50 Tubs 20-inch, Standard, No. 1.....6 00 18-inch, Standard, No. 2.....5 00 16-inch, Standard, No. 3.....4 00 20-inch, Cable, No. 1.....6 50 18-inch, Cable, No. 2.....6 00 16-inch, Cable, No. 3.....5 00 No. 1 Fibre.....9 45 No. 2 Fibre.....7 85 No. 3 Fibre.....7 20 Wash Boards Bronze Globe.....2 50 Dewey.....1 75 Double Acme.....2 75 Single Acme.....2 25 Double Peerless.....3 25 Single Peerless.....2 60 Northern Queen.....2 50 Double Duplex.....3 00 Good Luck.....2 75 Universal.....2 25 Wood Bowls 11 in. Butter.....75 13 in. Butter.....1 00 15 in. Butter.....1 75 17 in. Butter.....2 50 19 in. Butter.....3 00 Assorted 13-15-17.....1 75 Assorted 15-17-19.....2 50 WRAPPING PAPER Common Straw.....1 1/4 Fiber Manila, white.....3 3/4 Fiber Manila, colored.....4 1/4 No. 1 Manila.....4 Cream Manila.....3 Butcher's Manila.....2 1/4 Wax Butter, short count.....13 Wax Butter, full count.....20 Wax Butter, rolls.....25 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.....2 15 Clasoes or Herring.....2 15 Bluefish.....2 20 Live Lobster.....2 20 Bollid Lobster.....2 20 Cod.....2 10 Haddock.....2 7 No. 1 Pickerel.....2 9 Pike.....2 8 Perch.....2 5 Smoked White.....2 11 Red Snapper.....2 11 Col River Salmon.....132 14 Mackerel.....2 15 Oysters. Can Oysters.....40 F. S. 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.....2 7 1/4 Green No. 2.....2 6 1/4 Cured No. 1.....2 7 1/4 Cured No. 2.....2 6 1/4 Calfskins, green No. 1.....2 9 Calfskins, green No. 2.....2 7 1/4 Calfskins, cured No. 1.....2 10 Calfskins, cured No. 2.....2 8 1/4 Pelts Pelts, each.....502 80 Lamb.....302 65 Tallow No. 1.....2 4 1/4 No. 2.....2 3 1/4 Wool Washed, fine.....20 Washed, medium.....23 Unwashed, fine.....216 Unwashed, medium.....218 CANDIES Stick Candy Standard.....2 7 1/4 Standard H. H.....2 7 1/4 Standard Twist.....2 8 Cut Loaf.....2 9 Jumbo, 32 lb. Extra H. H.....2 7 1/4 Boston Cream.....210 Beet R.....2 8 Mixed Candy Grocers.....2 6 1/4 Competition.....2 7 Special.....2 7 1/4 Conserve.....2 7 1/4 Royal.....2 8 1/4 Ribbon.....2 9 Broken.....2 8 Cut Loaf.....2 3 1/4 English Rock.....2 9 Kindergarten.....2 9 Bon Ton Cream.....2 9 French Cream.....210 Dandy Pan.....210 Hand Made Cream.....214 1/4 mixed.....213 Crystal Cream mix.....213 Fancy-In Pails Champ. Crys. Gums.....8 1/2 Pony Hearts.....15 Fairy Cream Squares.....12 Fudge Squares.....12 Peanut Squares.....9 Sugared Peanuts.....11 Salted Peanuts.....12 Starlight Kisses.....10 San Blas Goodies.....212 Lozenges, plain.....2 9 1/4 Lozenges, printed.....210 Choc. Drops.....211 1/4 Eclipse Chocolates.....213 1/4 Choc. Monumentals.....214 Victoria Chocolate.....215 Gum Drops.....2 5 1/4 Moss Drops.....2 9 1/4 Lemon Sours.....2 9 1/4 Imperial.....2 9 1/4 Ital. Cream Opera.....212 Ital. Cream Bonbons.....212 20 lb. pails.....212 Molasses Chews, 15 lb. pails.....213 Golden Waffles.....212 Fancy-In 5 lb. Boxes Lemon Sours.....255 Peppermint Drops.....260 Chocolate Drops.....265 H. M. Choc. Drops.....285 H. M. Choc. Lt. and Dk. No. 12.....21 00 Gum Drops.....255 Licorice Drops.....275 Lozenges, plain.....255 Lozenges, printed.....260 Imperial.....260 Molasses.....260 Cream Bar.....255 Molasses Bar.....255 Hand Made Creams.....80 290 Cream Buttons, Pep. and Wint.....285 String Rock.....285 Wintergreen Berries.....260 Caramels Clipper, 20 lb. pails.....2 9 Standard, 20 lb. pails.....210 Perfection, 20 lb. pails.....212 1/4 Amazon, Choc. Cov'd Korke 2 for 1c pr bx.....215 Big 3, 3 for 1c pr bx.....255 Dukes, 2 for 1c pr bx.....260 Favorite, 4 for 1c, bx AA Cream Car's 3lb.....260 FRUITS Oranges Florida Russett.....2 Florida Bright.....2 Fancy Navels.....23 25 Extra Choice.....2 Late Valencias.....2 Seedlings.....2 Medt. Sweets.....2 Jamaicas.....2 Rodi.....2 Lemons Verdell, ex fcy 300.....3 5024 00 Verdell, fcy 300.....3 5024 00 Verdell, ex chco 300.....3 5024 00 Verdell, fcy 300.....3 5024 00 Malori Lemons, 300.....3 5024 00 Messinas 300s.....3 5023 75 Messinas 360s.....3 5023 75 Bananas Medium bunches.....1 5022 00 Large bunches.....1 5022 00 Foreign Dried Fruits Figs California, Fancy.....2 90 Cal. pkg. 10 lb. boxes.....2 90 Extra Choice, Turk.....2 12 Fancy, Turk.....2 14 boxes, 12 lb. boxes.....2 14 Pulled, 6 lb. boxes.....2 14 Naturals, in bags.....2 14 Dates Fards in 10 lb. boxes.....2 14 Fards in 60 lb. cases.....2 14 Hallow.....4 1/2 5 lb. cases, new.....4 1/2 5 Sairs, 60 lb. cases.....4 1/2 5 NUTS Almonds, Tarragona.....216 Almonds, Ivica.....216 Almonds, California, soft shelled.....15216 Brazilis.....217 1/4 Walnuts.....213 Walnuts, Grenobles.....213 Walnuts, soft shelled.....213 California No. 1.....213 Table Nuts, fancy.....213 1/4 Pecans, Med.....210 Pecans, Ex. Large.....213 Pecans, Jumbo.....213 Hickory Nuts per bu. Ohio, new.....22 75 Cocoanuts, full sacks.....2 Chestnuts, per bu.....2 Peanuts Fancy, H. P., Suns.....5 2 Fancy, H. P., Suns.....5 2 Roasted.....2 6 1/4 Choice, H. P., Extras.....2 6 1/4 Choice, H. P., Extras.....2 6 1/4 Roasted.....2 6 1/4 Span. Shld No. 12 w.....2 6 1/4			

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.

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.

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

CARE OF REMNANTS.

One of the Important Considerations For Holiday Time.

Now, when the whole force is as busy as it is possible for store people to be, is the time for watching the shortcomings and skips in the work as it devolves upon everybody. The rush with which business is done when there is a customer and more for everybody to look after all the time leads to a great many careless acts that mean a loss in one way or another that may be avoided if a little care is used in watching for and heading them off.

Busy times and a lot of trade that carries away a lot of goods require the cutting of a great many pieces in the course of a day or a week. Such a lot of cutting leads to the making of remnants. They are made so easy that they pile up without being noticed, particularly until by and when it comes to times to take more careful survey of the stock and ascertain what needs cleaning up and how much there is to look after in the way of possible loss of profit if not of cost on the goods that are remembered only by remnants left.

When a merchant discovers that he has a strip of two yards of dress goods left that cost him 52½ cents a yard and that he must sell for about 35 or 40 cents, he also discovers that the profit on several of the yards already sold goes along with the remnant. He also knows that the remnant can be used for but few purposes, and it will be a most difficult thing to be disposed of. Those are two reasons why remnants should be avoided with all due diligence.

It is a hard matter to prevent the making of remnants; they will accumulate in spite of the best efforts of any sales force, but there is always the opportunity to hold the making of them down wherever possible. When there are to be left five or six yards or any considerable amount in any piece of goods of any kind, there is small chance of being able to sell the last end of the piece to the customer, buying the last pattern; but a little tact, a little good salesmanship, will land in the hands of the customer who is the last purchaser the one two or three yards which might be left on the board or in the folds.

To the woman who has the last length, the goods left on your hands are worth more than to anybody else not even excepting yourself, and from her can be obtained a satisfactory price nine times out of ten. It does not require any particular great degree of salesmanship to persuade a woman that she can use the end of the goods at a fair price. She will see the point and will be willing to take the two yards at the price of one, or the three yards at the price of one and a half. You can always obtain at least half price for the remnant right on the spot. If you allow it to lie on the counter, while the woman leaves the store, it will be all the harder to start somebody else on the track of buying the end. The last purchaser can always have a use for the piece that is left, and you are able to persuade her to that effect if you will set about it.

To look after the remnants will not take fifteen minutes of the time of any salesman each day, however busy he may be, and everybody in the store can afford to spend that amount of time to be sure that the stock where he belongs or which he is expected to help in keeping in shape will show up the best that is possible.

This matter of looking out for the sale of the remnants also carries with it the

duty of making as few remnants as possible. When a customer asks for a certain length of goods, say, seven yards, and the piece shown has eight or nine yards in it, the salesman who knows what he is about will look for a duplicate piece that will prevent the making of a short remnant. It does not mean that there are to be so many pieces of the same pattern cut and lying about. The first opportunity must be taken to close out the short end, and that should be worked upon first, but it can not be long before some one will call for exactly that length, or near enough to it that the loss will be very slight compared with that necessary if two or three yards are left to put in the remnant pile. Such a rule will always apply to the cotton goods stocks in particular.

At present there are pieces of outing flannels, shirting and skirting flannels being cut up every day. From these it is possible to save a considerable loss by watching the last ends of the pieces. Too many salesmen and bosses fail to do this. When the dress goods are reached there is greater necessity for watchfulness, for there the loss can be made altogether too great in a short time. The linen stock can suffer enormously, too, through the cutting of pieces in such a way as to leave lengths that can not be used for table cloths. Wide sheetings come in the same list of possible great loss. A careless salesman or one who is ignorant of necessary lengths for various purposes can, by one cut, fix an end that will mean pretty close to a dead loss for the stock.

Although the firm is most interested in seeing to it that the remnant pile is kept low, the responsibility also rests with everybody in the store. For the time being there must be no conflicting responsibilities—every employee owes to the store and himself his best efforts.—Drygoodsman.

An Evasive Answer.

"Pat," said an Irish clergyman to his factotum, "I shall be very busy this afternoon, and if any one calls I do not wish to be disturbed."

"All right, sorr. Will I say you're not in?"

"No, Pat, that would be a lie."

"Ah phwat'll I say, yer reverence?"

"Oh, just put them off with an evasive answer."

At supper time Pat was asked if any one had called.

"Faix, there did," said he.

"And what did you tell him?"

"Sure, and I gave him an evasive answer."

"How was that?" queried his reverence.

"He axed me was your honor in, an' I sez to him, sez I, 'Was yer grand-mother a hoot owl?'"

The world's richest men are doing a great deal for the betterment of their less fortunate fellow creatures in these twentieth century days. It used to be the fashion for the men of wealth to erect monuments, statues and the like, principally for their own glorification, and, in most cases, these monuments and statues were erected after the death of the person presenting them. But the rich man of to-day—he is by long odds the richest rich man that has yet happened—does not wait to make his gifts in the form of legacies, but presents them while he is yet alive. Hospitals are founded and colleges established, but by far the greater portion of the rich man's gift now goes to endow educational enterprises. Colleges, medical institutions and trade schools and commercial universities all get their share.

Eve is the only woman on record who never turned around to see what other women had on.

Hardware Price Current

Ammunition		Levels	
Caps		Stanley Rule and Level Co.'s.....dis	
G. D., full count, per m.....	40	Mattocks	
Hicks' Waterproof, per m.....	50	Adze Eye.....\$17 00..dis	
Musket, per m.....	75	Metals—Zinc	
Ely's Waterproof, per m.....	60	600 pound casks.....	
Cartridges		Per pound.....	
No. 22 short, per m.....	2 50	Miscellaneous	
No. 22 long, per m.....	3 00	Bird Cages.....	
No. 32 short, per m.....	5 00	Pumps, Clistern.....	
No. 32 long, per m.....	5 75	Screws, New List.....	
Primers		Casters, Bed and Plate.....	
No. 2 U. M. C., boxes 250, per m.....	1 20	Dampers, American.....	
No. 2 Winchester, boxes 250, per m.....	1 20	Molasses Gates	
Gun Wads		Stebbins' Pattern.....	
Black edge, Nos. 11 and 12 U. M. C.....	60	Enterprise, self-measuring.....	
Black edge, Nos. 9 and 10, per m.....	70	Pans	
Black edge, No. 7, per m.....	80	Fry, Acme.....	
Loaded Shells		Common, polished.....	
New Rival—For Shotguns		Patent Planished Iron	
No.	Drs. of	oz. of	Size
	Powder	Shot	Shot
120	4	1½	10
129	4	1½	9
128	4	1½	8
126	4	1½	6
135	4½	1½	5
154	4½	1½	4
200	3	1	10
208	3	1	8
236	3½	1½	6
265	3½	1½	5
264	3½	1½	4
Discount 40 per cent.			
Paper Shells—Not Loaded		Per 100	
No. 10, pasteboard boxes 100, per 100.....		Ohio Tool Co.'s, fancy.....	
No. 12, pasteboard boxes 100, per 100.....		Selota Bench.....	
Gunpowder		Sandusky Tool Co.'s, fancy.....	
Kegs, 25 lbs., per keg.....	4 00	Bench, first quality.....	
½ kegs, 12½ lbs., per ½ keg.....	2 25	Nails	
¼ kegs, 6¼ lbs., per ¼ keg.....	1 25	Advance over base, on both Steel and Wire.	
Shot		Steel nails, base.....	
In sacks containing 25 lbs.		Wire nails, base.....	
Drop, all sizes smaller than B.....	1 75	20 to 60 advance.....	
Augurs and Bits		10 to 16 advance.....	
Snell's.....	60	8 advance.....	
Jennings genuine.....	25	6 advance.....	
Jennings' Imitation.....	50	4 advance.....	
Axes		3 advance.....	
First Quality, S. B. Bronze.....	6 00	2 advance.....	
First Quality, D. B. Bronze.....	6 00	Fine 3 advance.....	
First Quality, S. B. S. Steel.....	9 00	Casing 10 advance.....	
First Quality, D. B. Steel.....	10 50	Casing 8 advance.....	
Barrows		Casing 6 advance.....	
Railroad.....	12 00	Finish 10 advance.....	
Garden.....	29 00	Finish 8 advance.....	
Bolts		Finish 6 advance.....	
Stove.....	70	Barrel ½ advance.....	
Carriage, new list.....	60	Rivets	
Plow.....	50	Iron and Tinned.....	
Buckets		Copper Rivets and Burs.....	
Well, plain.....	\$4 00	Roofing Plates	
Butts, Cast		14x20 IC, Charcoal, Dean.....	
Cast Loose Pin, figured.....	65	14x20 IX, Charcoal, Dean.....	
Wrought Narrow.....	60	20x28 IC, Charcoal, Dean.....	
Chain		14x20 IC, Charcoal, Allaway Grade.....	
¾ in. 5-16 in. ¾ in. ¾ in.		14x20 IX, Charcoal, Allaway Grade.....	
Com..... 7 c. ... 6 c. ... 5 c. ... 4½ c.		20x28 IC, Charcoal, Allaway Grade.....	
BB..... 8½ ... 7½ ... 6½ ... 6		20x28 IX, Charcoal, Allaway Grade.....	
BBB..... 8½ ... 7½ ... 6½ ... 6½		20x28 IC, Charcoal, Allaway Grade.....	
Crowbars		20x28 IX, Charcoal, Allaway Grade.....	
Cast Steel, per lb.....	6	Ropes	
Chisels		Sisal, ¼ inch and larger.....	
Socket Firmer.....	65	Manilla.....	
Socket Framing.....	65	Sand Paper	
Socket Corner.....	65	List acct. 19, '86.....	
Socket Sinks.....	65	Sash Weights	
Elbows		Solid Eyes, per ton.....	
Com. 4 piece, 6 in., per doz.....	75	Sheet Iron	
Corrugated, per doz.....	1 25	Nos. 10 to 14.....	
Adjustable.....	40&10	Nos. 15 to 17.....	
Expansive Bits		Nos. 18 to 21.....	
Clark's small, \$18; large, \$26.....	40	Nos. 22 to 24.....	
Ives' 1, \$18; 2, \$24; 3, \$30.....	25	Nos. 25 to 26.....	
Files—New List		No. 27.....	
New American.....	70&10	All Sheets No. 18 and lighter, over 30 inches wide, not less than 2-10 extra.	
Nicholson's.....	70	Shovels and Spades	
Heller's Horse Rasps.....	70	First Grade, Doz.....	
Galvanized Iron		Second Grade, Doz.....	
Nos. 16 to 20; 22 and 24; 25 and 26; 27, List 12 13 14 15 16.		Soldier	
Discount, 65		¼@¼.....	
Gauges		The prices of the many other qualities of soldier in the market indicated by private brands vary according to composition.	
Stanley Rule and Level Co.'s.....	60&10	Squares	
Glass		Tin—Melyn Grade	
Single Strength, by box.....	85&20	10x14 IC, Charcoal.....	
Double Strength, by box.....	85&20	14x20 IC, Charcoal.....	
By the Light.....	85&20	20x14 IX, Charcoal.....	
Hammers		Each additional X on this grade, \$1.25.	
Maydole & Co.'s, new list.....	33½	Tin—Allaway Grade	
Yerkes & Plumb's.....	40&10	10x14 IC, Charcoal.....	
Mason's Solid Cast Steel.....	30c list	14x20 IC, Charcoal.....	
Hinges		20x14 IX, Charcoal.....	
Gate, Clark's 1, 2, 3.....	60&10	Each additional X on this grade, \$1.50	
Hollow Ware		Boiler Size Tin Plate	
Pots.....	50&10	14x56 IX, for No. 8 Boilers, } per pound..	
Kettles.....	50&10	14x56 IX, for No. 9 Boilers, }	
Spiders.....	50&10	Traps	
Horse Nails		Steel, Game.....	
Au Sable.....	40&10	Oneida Community, Newhouse's.....	
House Furnishing Goods		Oneida Community, Hawley & Norton's.....	
Stamped Tinware, new list.....	70	Mouse, choker per doz.....	
Japanned Tinware.....	20&10	Mouse, delusion, per doz.....	
Iron		Wire	
Bar Iron.....	2 25 c rates	Bright Market.....	
Light Band.....	3 c rates	Annealed Market.....	
Knobs—New List		Coppered Market.....	
Door, mineral, jap. trimmings.....	75	Tinned Market.....	
Door, porcelain, jap. trimmings.....	85	Coppered Spring Steel.....	
Lanterns		Barbed Fence, Galvanized.....	
Regular 8 Tubular, Doz.....	5 00	Barbed Fence, Painted.....	
Warren, Galvanized Found.....	6 00	Wire Goods	
		Bright.....	
		Screw Eyes.....	
		Hooks.....	
		Gate Hooks and Eyes.....	
		Wrenches	
		Baxter's Adjustable, Nickeled.....	
		Coe's Genuine.....	
		Coe's Patent Agricultural, Wrought.....	

Death Knell of the Bell Telephone.

Petoskey, Dec. 17—The grocers and meat dealers of Petoskey held a meeting at the council room Monday evening. Almost all were present and it is understood that those who were absent were in sympathy with the meeting's object. The following resolutions were passed without a dissenting vote:

Whereas—The Michigan Telephone Co., otherwise known as the Bell Telephone Co., has notified its patrons in Petoskey of an advance of 250 per cent. in its local telephone rates, and

Whereas—The cost of maintaining both the Bell and Swaverly is too great a burden for the benefits conferred,

Resolved—That it is the sense of the grocers and meat dealers of Petoskey here assembled that one telephone is sufficient for all purposes.

Resolved—That we tender the Swaverly Telephone Co. our sole patronage in case that company will make a rate of \$24 per year for business places and \$12 per year for residences.

The gentlemen present at the meeting tried to secure a \$10 rate for residences—being willing to accept the \$24 business rate for themselves—but Mr. Swaverly stated that his company could not afford to do business at that rate.

The grocers and meat dealers are looking upon the telephone matter from a business standpoint. They think that the rates demanded by the Michigan Telephone Co. are more than they can afford; and they have concluded that, being unable to pay the advance demanded by the Michigan company, the logical course for them is to secure favorable treatment from the Swaverly company. Hence the action of Monday night's meeting. They endeavored to secure more favorable residence rates for their patrons, and the failure to do so was not their fault.

The grocers and meat dealers are assured of the hearty co-operation of the citizens of Petoskey in this matter and request those representing other business interests to call similar meetings and thus meet this question in a business manner.

Jim's Sweetheart.

Jim is a traveling man, a "drummer," as they used to be called. He has more experiences in a week than a good many of us have in a year. He comes in contact with all sorts of men and women, and the knowledge of humanity that he has acquired is something astonishing.

The result of his observations, instead of rendering him hard, cold and suspicious, has been to instill a respect for upright men in his heart, a reverence for good women, and a pure and holy love of one sweet girl who is waiting for him. "She will be all my trouble after this year," he says, so we know that his happiness is near, the new year being not far distant.

Friends of his have noticed how he takes his watch out of his pocket to see the time very often during the course of the day, and snuggling it close in his hand, as though it were a living object, gazes into it lovingly and with a tender smile. Some of us are aware that it is the face of his sweetheart, and not the face of the watch, at which he is looking, and if you happen to know him well enough he will show you the picture and tell you "that's the girl."

Jim is proud of her, and proud of having won her promise. The affection of a man like him is a royal gift to any girl. He has seen thousands of others, perhaps just as fair, yet she is the only girl in the world for him. He is true to her now as a sweetheart, and those who know him best will tell you that he is going to make one of the best and truest husbands to be found anywhere.

Here is to Jim and the happy girl who loves him. May the only trouble

in their future life be the constant partings and short home trips which are the portions of all Knights of the Grip.

List of Creditors of Richard Gay.

Richard Gay, the St. Johns grocer, who recently assigned to J. Earle Brown, has forty-two creditors to whom he owes amounts varying from \$3.50 to \$1,000, as follows:

C. F. Blanke Co., Chicago.....	\$ 29 11
L. A. Budlong Co., Chicago.....	8 00
W. F. McLaughlin & Co., Chicago.....	20 40
Sherman Bros. & Co., Chicago.....	15 00
Novelty Advertising Co., Coshocton, O.....	11 00
Ward L. Andrus & Co., Detroit.....	94 06
Lee & Cady, Detroit.....	347 60
Scotten-Dillon Co., Detroit.....	17 22
Beecher, Peck & Lewis, Detroit.....	7 40
Geo. C. Wetherbee, Detroit.....	11 98
Hammond, Standish & Co., Detroit.....	31 42
Page & Chope Co., Detroit.....	5 24
National Tablet & Supply Co., Elkhart.....	8 88
J. P. Burroughs & Son, Flint.....	46 24
Flint Cigar Co., Flint.....	14 00
Valley City Milling Co., Grand Rapids.....	18 70
Wm. Sears & Co., Grand Rapids.....	32 90
Bradley Cigar Co., Grand Rapids.....	3 50
Jennings Extract Co., Grand Rapids.....	6 82
Musselman Grocery Co., Grand Rapids.....	428 07
Pillsbury Washburn Co., Grand Rapids.....	12 00
Crescent Cigar Co., Lansing.....	6 60
Capital City Cigar Co., Lansing.....	3 60
Casterline & Son, Maple Rapids.....	65 20
Tracy Avery & Co., Mansfield, Ohio.....	16 50
Robert Hyslop, Ovid.....	51 00
L. Cornwell, Saginaw.....	65 80
E. W. Gould, St. Johns.....	21 30
H. M. Hoerner & Son, St. Johns.....	33 15
H. P. DeWitt, St. Johns.....	185 90
Wood Bros., St. Johns.....	10 50
Chas. Cross, St. Johns.....	6 60
J. D. Henderson & Bro., St. Johns.....	3 50
D. L. Hunt, St. Johns.....	18 55
C. G. Barnes, St. Johns.....	1000 00
C. Van Sickle, St. Johns.....	75 00
C. J. Judd, St. Johns.....	15 00
Mead & Roehon, St. Johns.....	90 00
Warner Bunday, St. Johns.....	16 00
William H. Richmond, St. Johns.....	4 00
Berdan & Co., Toledo, Ohio.....	364 67
Ohio & Michigan Paper Co., Toledo, O.....	3 58

The Boys Behind the Counter.

Eaton Rapids—John W. Klink, who has been in the employ of Stirling & Crawford, has associated himself with the co-operative store.

Alden—Geo. Lamb, of Rapid City, has taken a position as clerk in the store of E. H. Foster at this place.

Plainwell—G. H. Warwick has taken a position in the drug store of J. R. Schoonmaker.

Lansing—A. C. Bauer & Co. have a new clerk in the person of Wm. Munger, formerly of Big Rapids.

Cadillac—Miss Gertrude Pollard has resigned her position in the millinery department of S. W. Kramer's store, and is now engaged as saleslady with the W. M. Gow Company.

Saginaw—Hildane D. Final, for twenty years with the wholesale hardware firm of Morley Bros. and for the past two years their head buyer, has resigned to accept a much better position with the Marshall-Wells Co., of Duluth. He will leave here about Jan. 1.

Detroit—The Michigan Compressed Peat Fuel Co., Ltd., capitalized at \$200,000, has filed articles of copartnership. The incorporators are Edward E. Foster, Edward D. Devine, E. H. Radcliffe, Charles R. Robertson and Representative Sheridan J. Colby. The stock is divided into 20,000 shares of \$10 each, of which \$116,710 is actually subscribed, the remainder being held as treasury stock. Foster holds 11,667 shares, and the others each one, rights in certain improved machinery for compressing peat for fuel purposes being accepted in payment of Foster's share. The concern proposes manufacturing peat for fuel purposes, together with its by-products.

Bay City—Harry N. Hammond, of the Hammond Seed Co., Limited, is organizing a stock company for the manufacture of starch. It is expected that the plant will have a daily capacity of from 50,000 to 100,000 pounds of starch besides the by-products.

The Old Trouble.

Manager—Well, have you the program all fixed for next Monday's concert?

Assistant—The program's all right; but there's another row among the artists.

Manager—What are they quarreling about now?

Assistant—About whose turn it is to be too ill to appear.

Her Explanation.

"Do you mean to say such a physical wreck as he is gave you that black eye?" asked the magistrate.

"Sure, your Honor, he wasn't a physical wreck until after he gave me the black eye," replied the complaining wife.

Detroit—M. M. Stanton, manufacturer of shirts, men's clothing and jobber of furnishing goods, has admitted to partnership A. B. Stanton. It is understood that the junior partner contributes \$5,000, which he has accumulated as the result of his good business sense. For the past twelve years he has been associated with M. M. Stanton, in various capacities, and for six years has traveled in Western Michigan. A. B. Stanton is a distant cousin to the senior member.

More than 8,000 women are employed in the various Government offices in Washington, 2,044 of whom have entered the service after competitive examination. Nine hundred of them are paid salaries ranging from \$1,000 to \$1,800 a year, the others being paid the compensation of ordinary clerks—\$600 to \$900 a year.

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.

I HAVE A GOOD PAYING SMALL CLOTHING and men's furnishing goods stock; will inventory about \$4,000; in manufacturing town of 5,000. As I have other business, will sell whole or half interest to a good man. Address Suite 1, Hoffman Flats, Twentieth and Baker Sts., Detroit, Mich. 184

FOR SALE—DRUG STORE IN BEST TOWN in Copper country. Stock invoices about \$2,000. Address No. 183, care Michigan Tradesman. 183

WANTED—GROCERY STOCK, STATE size of stock and amount of business. A. F. Morgan, Pinckney, Mich. 181

FOR SALE OR EXCHANGE—STORE PROPERTY in Central Michigan city. Address No. 179, care Michigan Tradesman. 179

ONE OF THE BEST MEAT MARKETS IN Central Michigan for sale cheap. No opposition. Address Lock Box 301, Clarkston, Mich. 178

FOR SALE—DRUG STORE IN SMALL town. Has been established fifteen years. Telephone exchange pays rent of store. Will inventory about \$900 or \$1,000. Ill health necessitates sale. Address U. S. P., Michigan Tradesman. 186

FOR SALE—STOCK OF GENERAL MERCHANDISE; also building; good location; no competition; doing good business. Write quick if you wish it. Address Lock Box 146, Omer, Mich. 176

STORE TO RENT—SITUATED ON MAIN street, Belding, Mich., directly opposite Hotel Belding; considered the best location in the city for a store; size, 18x80 feet, with counters, shelving, desk, elevator and good dry basement. Address W. P. Hetherington, Agent, Belding, Mich. 173

FOR SALE—WHOLESALE BUTTER, EGG and poultry business in best location in Detroit, selling to retail stores, hotels and restaurants; doing \$75,000 to \$100,000 business per year. A good bargain if taken right away. Reason for selling, am largely interested in other business. Address No. 172, care Michigan Tradesman. 172

FOR SALE—BEST GROCERY IN NORTHERN Michigan, county seat; trade established seventeen years; two-story brick building for sale. Sickness, cause for selling. Hemstreet & Hinman, Bellaire, Mich. 177

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

WANTED—A GOOD LOCATION TO OPEN a dry goods or general store; if necessary will buy stock, but must be a good business. Address No. 174, care Michigan Tradesman. 174

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

GOING OUT OF BUSINESS. FOR SALE, Cheap—A silver-plated soda fountain (Tuff'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. VanDeine, Greenville, Mich. 163

MEAT MARKET FOR SALE—IN SOUTHERN 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. 159, care Michigan Tradesman. 159

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—GRANDFATHER CLOCK, 100 years old; in fine condition. Box 308, Westerville, Ohio. 167

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 556, Shelby, Mich. 158

FOR SALE—A NEW AND THE ONLY Bazaar 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

DRUG STOCK FOR SALE IN CITY OF 6,000; invoices \$1,500. Other business necessitates sale. Write at once for particulars to No. 164, care Michigan Tradesman. 154

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

WANTED—TO SELL STOCK AND BUILDING or stock of groceries, crockery and meats; best location in one of the most thriving cities in the Upper Peninsula; good reasons for selling; correspondence solicited. Address B. C. W., Box 4.3, Crystal Falls, Mich. 133

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. Herrick, 116 Monroe street, Grand Rapids. Enjoys best trade in the city. Mr. Herrick wishes to retire from business. Address L. E. Torrey, Agt., Grand Rapids. 102

FOR SALE—STORE, GENERAL MERCHANDISE stock and one-half acre of land in town of 200 population in Allegan county. Ask for real estate \$2,500. Two fine glass front 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 28x62; 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 elstern and water elevated to tank in bathroom by force pump. Cost of furnace, bathtub and fixtures, with plumbing, \$295. Five barrel kerosene tank in cellar with measuring pump. Pear and apple trees between store and barn. For particulars or for inspection of photograph of premises address or call on Tradesman Company. 90

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

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

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

MISCELLANEOUS

WANTED—RELIABLE MEN WHO HAVE horse and buggy to sell our oils, greases, paints and belting to threshers, mills and factories. Exclusive territory and permanent employment given to energetic men. Write for terms. The Howard Oil & Grease Co., Cleveland, Ohio. 175

POSITION WANTED BY REGISTERED pharmacist; twelve years' practical experience; references furnished. Address No. 182, care Michigan Tradesman. 182

SITUATION WANTED IN GENERAL store by experienced buyer and manager. References promptly furnished. Address No. 180, care Michigan Tradesman. 180

WANTED—REGISTERED PHARMACIST to work in country store; state wages and references. Address X. Y., care Michigan Tradesman. 184