

# MICHIGAN TRADESMAN

Twentieth Year

GRAND RAPIDS, WEDNESDAY, SEPTEMBER, 10, 1902.

Number 990

## Kent County Savings Bank Deposits exceed \$2,300,000

3½% interest paid on Savings certificates of deposit.

The banking business of Merchants, Salesmen and Individuals solicited.

Cor. Canal and Lyon Sts.  
Grand Rapids, Michigan

## 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

## Commercial Credit Co., Ltd.

Widdicomb Building, Grand Rapids  
Detroit Opera House Block, Detroit

We furnish protection against worthless accounts and collect all others.

## William Connor Co.

Wholesale Ready-Made Clothing

Men's, Boys', Children's

We can stock your store completely, for we represent the largest manufacturers, making everything from children's to adults', and can show you the very cheapest as well as the very best.

28-30 South Ionia Street  
Grand Rapids, Mich.

## Collection Department

R. G. DUN & CO.  
Mich. Trust Building, Grand Rapids  
Collection delinquent accounts; cheap, efficient, responsible; direct demand system. Collections made everywhere—for every trader.  
C. E. McCrone, Manager.

## 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.

## Tradesman Coupons

### IMPORTANT FEATURES.

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### END OF ANOTHER FRAUD.

The exodus of the Union Dairy Co., described elsewhere in this week's paper, will not be a surprise to the Tradesman's readers, because they were duly warned against the concern in these columns six weeks ago. While it is to be regretted that so many Michigan shippers are included in the list of victims, it naturally affords the Tradesman much pleasure to note that none of its subscription patrons were caught by this swindle. All of which goes to show that a careful perusal of the Tradesman from week to week will frequently save a country merchant or produce shipper several hundred dollars during the course of a year.

The lines pursued by the Union Dairy Co. were not unlike those of other houses of a similar character. Carefully worded letters were sent out broadcast to country shippers, soliciting consignments of butter and eggs, especially packing stock butter. The letters were so worded that the reader would naturally infer that the Toledo house was but one of several branches of a large corporation which carried on an extensive business in the manufacture of process butter. The fact that the manager declined to make any statement to the mercantile agencies and refused to give the Tradesman any information of a tangible character justified this paper in issuing a general warning to the trade in ample time to enable its patrons to protect themselves from imposition and fraud. The exposure not only curtailed the operations of the house to a considerable extent in the territory in which the Tradesman circulates but probably hastened the culmination of its disreputable career.

### NO SUCH LAW NEEDED.

Every now and then some man fancies he has a call to tell how the newspapers should be managed. Probably there is no other business under the sun about which so many people feel themselves so well informed. That perhaps is because the newspaper comes into every office, store and home, to be read and re-read and become a part of the daily life of all up-to-date, progressive people. The other day one William S. Forrest, described as a criminal lawyer from Chicago, reached home from England, and

he thinks he has a great scheme for the reformation of journalism. While he was in Great Britain he chanced to learn of a judge who had just instructed a jury to convict a newspaper for having published previous to the trial the details of a murder case. Mr. Forrest wants to have the Illinois Legislature pass a statute right away, preventing the newspapers of his State from saying anything about criminal cases before they have had their day in court.

If any such law could be passed it would be a great boom to the criminals of the State where it was in force. Nothing would be more agreeable to the criminal classes than to have the newspapers prevented from gathering up and publishing the facts of their offenses. If that plan were followed, many a rascal would go unpunished. It is a matter of common and accepted knowledge that the newspaper reporters have frequently run down and secured more valuable information of assistance in detecting and punishing criminals than the police force directly interested was able to secure. No one is undertaking to defend the sensationalism of the yellow journals, which print many disgusting details in criminal cases which pander only to depraved instincts and whose influence is essentially bad. It is, however, manifestly unfair and unjust to judge all journals by the handful of bad ones. Publicity is often the criminal's severest punishment. There is no danger that in the United States any such law as Mr. Forrest, of Chicago, approves so highly will ever be enacted. It is contrary to common sense and contrary to the wish and will of the people. It would hinder rather than help the cause of justice.

A noted character in London, whose death is announced, was Harry Panmure Gordon, who was known as the "Grand Seigneur of the City." He had an income of \$10,000 a month, which he expended for his personal wants, considering that sum just about sufficient to enable a man to live comfortably without particular ostentation. Gordon had at one time a collection of 500 pairs of trousers and 1,100 neckties and an even larger number of canes and umbrellas. He was a great figure on the London Stock Exchange and was famous as a purveyor of successful tips. Gordon made a business of being eccentric and, having abundant means to gratify his whims, managed to fasten public attention upon his personality.

There is no army that grows like the American army of school children. In every progressive city of the country there is now being heard the annual cry that school accommodations are insufficient. New buildings are erected every year, but still there is demand for more room. To all calls for increased appropriations for school buildings American citizens readily and generously respond. It pleases them to observe the extension of education and they hope for the time, which can not be far distant, when there will be no illiterates in the country.

### GENERAL TRADE REVIEW.

Expectations of activity in Wall Street trading have been fully realized, the volume of business some days exceeding any previous time this year. The general course of prices has been upward, scoring a decided advance on the average, although many properties have shown great irregularity on account of speculative operations. Syndicate buying, pool operations and rumors of railway consolidations have been sufficient to keep interest at the highest.

That business in general is established on a solid basis is evidenced by many reports. Losses through insolvency are much smaller than a year ago, yet bank exchanges are heavier and railway earnings make favorable comparisons, although no coal roads are included among the latest returns available. Success is also indicated by the largest dividend disbursements ever distributed in September. The urgency of dealers in leading lines of merchandise to secure immediate deliveries points unmistakably to reduced supplies, which promises well for sustained demand and frequent duplicate orders. Buyers are still in the large markets, although the bulk of fall contracts have been placed, and attention is being gradually turned to spring samples. In the Northwest there is an unusual movement of heavy winter goods, large crops and high prices making the agricultural population liberal customers.

Manufacturing operations are large, the iron and steel industry occupying the position of greatest prominence, but still menaced by the scarcity of fuel. Some increase in deliveries of coke is reported, and a few idle furnaces have been able to resume, yet in many cases there is not more than two days' supply of fuel, instead of the accumulated stocks that grow more desirable as the advancing season brings a greater demand for transporting facilities in other directions. Domestic consumers are turning to foreign markets with increasing eagerness and liberal imports of pig iron, billets and other raw or partly manufactured iron and steel are purchased for remote delivery, indicating that present conditions are not considered temporary. Woolen mills have sufficient business in sight to assure activity for some time, and recent liberal purchases have supplied abundant raw material, which makes the wool market quiet, yet there is no sign of weakness. Cotton mills have received more enquiries since the agitation in the cotton market, but spinners are slow to undertake contracts extending beyond supplies in sight. Shoe shops are behind with shipments, and forwardings from the East are now at about the same rate as a year ago.

Good advertising is written from sound convictions. When the advertiser is writing the plain truth about his goods, thoroughly convinced of their merits and intent upon conveying his convictions by means of words, he invariably chooses little Anglo-Saxon ones.

## Getting the People

### What Should Be Said in Advertising Wares.

There is no common style of advertising adapted to all needs. That which can be told to interest about common goods is limited. Special or less known articles may be susceptible to strong description and superlative claims, but eggs, potatoes or cotton sheetings will not bear much of drawing on the marvelous. This fact, however, in no way militates against the need of advertising even the commonest wares.

Naturally the more that is known leaves the less to be said. The promoter, for instance, works in a field where all is problematical. He may figure out present profits and by analogy indicate rosy prospects for the future, but the future is unknown. A literal Mount Pelee may develop within striking distance or some economic volcano interpose equally fatal obstacles; but the very fact of the mystery makes the opportunity for unlimited promises and the most stupendous claims. The love of mystery is closely allied to the love of chance, so that the uncertainty even is made a part of the attraction.

There are the same uncertainty and mystery about most of remedy advertising. The invalid is constantly looking for that which will increase his chances of recovery. Marvelous cures and grandiloquent claims, as long as they admit enough uncertainty to keep up the interest, are meeting with success. The absolute cure-all is not so attractive and so is not generally long lived.

In advertising specialties there is still less opportunity to appeal to the mysterious and marvelous. Of course, each is the best for its purpose, but usually this is too prosaic for much of verbal display. It does not follow that the field in this line is unduly limited. Take, for instance, the vast variety of both verbal and pictorial change in the publicity of so simple a thing as ivory soap.

To be effective, simplicity must characterize all of the commoner or more general publicity. But this does not too greatly lessen the variety that may be introduced. The study of current periodicals will show the infinite variety that is now characterizing even this field. The stilted, formal, lumbering phrases of the earlier art are becoming less frequent and the effectiveness of publicity is increasing accordingly.

What is to be said in advertising common things? Give such description as may be possible in the simplest and plainest words. Name any excellence that it really possesses, give its price. There are few things of which enough can not be said to make the subject interesting to any possible buyers. And, when all is said and done, it is only to possible buyers that any advertising should be made to appeal.

E. A. Whitney Co. presents a strong general furniture advertisement which has the stir of business and will sell goods. The principal criticism with the writing I should offer is that a little too much is said. For instance, I would omit the first sentence after the main display as it has no relation to the rest. The panel devoted to picture framing and the paragraph on repairing are especially well written. The border is not strong enough for the display, a plain line would have been better. Then the

## Midsummer Attractions

### E. A. WHITNEY CO.

EAST END.

**THE FINEST STOCK OF FURNITURE,  
UNDERTAKING AND UPHOLSTERY.**

One of the oldest firms in the city. Fresh new stock of everything in the Furniture line and at greatly reduced prices.

If you wish your house furnished new from top to bottom come and see us. There is never a better time to advertise than in midsummer. This is one of the reasons why we are offering such GREAT BARGAINS AT THE PRESENT TIME.

### PICTURE FRAMING

Full variety of Mouldings in the very latest designs and novelties; it will astonish you how cheaply and nicely we can frame your picture.

Look over your Furniture and see what you have that needs repairing. Bring any old chair, sofa or other piece of furniture and we will make it good as new at a trifling expense.

**E. A. WHITNEY CO.** 20 WEST FIFTH STREET, EAST END.

## GIRLS AND BOYS!

### You Can Make Money

By asking your parents and friends to patronize our store.

### We Give You 5 Per Cent

For sending them in. Cut out this add. and send with the customer and get your money. Good in September, October or November on all cash trade: Wall Paper, Paints, Oils, Varnishes, etc., Pictures, Picture Frames and Mouldings. If you have anything in that line don't fail to see us before you buy.

## Kalamazoo Wall Paper Co.,

136 South Burdick St. Phone 912.

## Only Two Weeks More

The 30 day special sale at this store has been the most successful of any one we have ever had since we have been in business. The large number of Side Boards, Dining Tables, Dining Chairs, Couches, Parlor Suits, Bedroom Suits and Rockers, together with the innumerable number of smaller articles has beat all past records. We shall continue this special sale 12 days more and at greatly reduced prices. Don't fail to take advantage of the prices we are offering on everything in the store. The price knife is sharp and we are using it greatly to your gain. None but first class goods at the lowest possible prices.

**Wm. E. Smith & Co.**

116-118 So. Michigan Street, SOUTH BEND, IND.

THE RELIABLE FURNITURE MAN.

## ON THE WARPATH! FOR TRADE

Come and we will convince you that we are leaders along our line.

Yours for Groceries, Boots and Shoes.

**I. E. MOORE.**

### Hale and Hearty

Fine, sweet, well baked bread makes the consumer hale and hearty.

Save your digestion, your nerves and your happiness by eating Van's Bread.

It is advertised by its users as "just right." All the sugar in the grain is retained by our baking of it, and all its ingredients are pure and wholesome.

We close at noon on Sunday.

**VAN'S BAKERY**

BUCHANAN, MICHIGAN.

## PARR LUMBER CO.

ST. JOHNS, MICH.

We have a complete stock of building material to select from, and whether you are from Missouri, St. Johns, or live in central Michigan, we are always pleased to show you our stock and give you prices. When you need anything in our line see us before you buy.

**Parr Lumber Co.**

printer has put altogether too much large type into his space. I would omit the ornaments and the line East End in the first display. Then smaller body type would have given more room for white space to bring out the main lines. As it is, they do not stand out or catch the eye, although they are sufficiently heavy.

The Kalamazoo Wall Paper Co. comes out with a novel scheme, which I will not be afraid to wager proves a disappointment so far as the instrumentality of the little folks is concerned. It may serve a purpose in inviting a reduction to buyers, but there is no provision by which the agents can collect their money except by the exercise of some sort of collusion with the buyers. It amounts to asking the parents to give the amount of a 5 per cent. discount to their children or that they must give some sort of an order on the merchant to pay. The scheme is too indefinite to be effective. The advertisement is well handled by the printer and is well adapted to the space.

Wm. E. Smith & Co. put a five inch, double column advertisement in a two and one-half double space. The result is somewhat crowded. There is nothing in the display to gain an interest which will compel a search through the small crowded space to see what it all means. The same matter, giving room for display of the goods offered, would be more effective. But less general expressions near the close would leave the strong introduction much better. The omission of the last two sentences would be a great improvement.

A model worth attention is that offered by Van's Bakery. The writing is interesting, dignified and strong, and the printer has well seconded it in his part of the work.

Parr Lumber Co. writes a candid general lumber advertisement, which is handled in excellent taste by the printer.

It strikes me that I. E. Moore is a little too off-hand in using his space. There is no relation in the first display to what follows. I would use a different arrangement and display to make the space of the most value.

## Good Advertising

Is a science which few merchants have time to acquire. They can, however, secure a knowledge of slow-pay and poor-pay and don't-pay customers by investing in a membership in the Commercial Credit Co., which places every merchant in a position to discriminate between the good and the bad, the true and the false.

## Things We Sell

Iron pipe, brass rod, steam fittings, electric fixtures, lead pipe, brass wire, steam boilers, gas fixtures, brass pipe, brass tubing, water heaters, mantels, nicked pipe, brass in sheet, hot air furnaces, fire place goods.

**Weatherly & Pulte**  
Grand Rapids, Mich.



## SCHEMES FOR SEPTEMBER.

## Special Features Which Can Be Introduced This Month.

The programme for September involves a large amount of work and continual bustling on the part of the wide-awake merchant.

It is a period of the year when enterprise and push bring their own reward and when all odds and ends left over from summer should be closely cleaned up; when the fall and winter lines should be advertised and when preparations should be made for the cold weather trade.

The matter of special sales of summer lines should attract the most attention the early part of the month.

Some merchants designate these special sales by special names.

"Harvest Sale," "After Harvest Sale," "September Special Sale," "Summer Goods Clearance Sale" and many other names may be used effectively.

The fundamental principle in arranging these special sales should be to get rid of all seasonable goods before the weather becomes so cold as to make it impossible to move them out.

Mark prices down to cost on goods that have not moved before.

You will make your profits on the discounts which you can take on fall purchases when the goods begin to arrive.

Ready money is a necessity and it is better to obtain it by moving unseasonable goods out of stock than to hold them and carry them over into the next season, when they will be out of style or out of date in other respects and when they will have to be sold at a price below what they cost.

In arranging for the fall lines an effort should be made to bring them into prominence at once.

As soon as they arrive, samples or part of the stock, at least, should be displayed on the shelves and they should be properly advertised so that attention will be attracted to them.

This especially applies to the dry goods stock, owing to the fact that seasonable lines will begin to move much quicker than in other departments.

In the September programme it should always be remembered that trade can be attracted and increased much cheaper when people are in the mood to buy than when persuasion must be resorted to to bring them to market.

For this reason advertising should bring better results and more emphasis should be laid upon the necessity of doing it properly.

Increase your advertising space, Mr. Merchant. If you used four inches, double column, during the summer make it eight inches, double column, this month. Or if you used a column make it a double column.

You should be well represented in the advertising columns of your home paper and should make your advertisements as attractive as they can be made.

In writing these advertisements, if you contemplate holding special sales of any kind make this prominent. Do not forget, however, to mention the fall and winter goods which you intend pushing next month. They should be of secondary consideration, but should be referred to briefly merely to attract attention.

Tell the trade that they are being shown and describe them. With new goods prices do not cut as much figure as with goods which have been shown and on the first sales you should make your best profits. Along towards the

end of the season many may find it advisable to cut prices and reduce profits, but never at the commencement of the season.

The window trims during September should be one of the leading features.

There are any number of ideas which can be worked up into successful and attractive window displays.

Something appropriate to the season is the best.

Once before, in this column, it was suggested that a display which included part of an exhibit at a state or county fair made by farmers in your locality would be a good trim.

Mammoth fruit and vegetables will also attract attention.

A miniature harvest scene in a window is also an attraction. This can be accomplished by stacking small sheaves of grain on a background of black muslin or cheap black cambric and by using dolls as harvest hands, etc.

Very large stalks of corn and similar prodigies of nature can be used as a trim around the window and should be accompanied with descriptive matter as to dimensions and by whom grown.

Another good idea during September is to make use of different schemes to attract attention to the store.

By schemes are meant novel ideas which carry with them a prize idea.

A merchant in Illinois has arranged a scheme by which he is enabled to provide a rig for one afternoon, from the local livery stable, to every family which buys \$25 worth or more of goods during the month. This could be made to work effectively in a small city. In a country town it would attract very little attention as most of the farmers have their own horses and buggies and it would not be any inducement to them.

Another scheme by which the camera supply department can be boomed and trade in other lines increased is to offer a camera as a premium to the boy or girl who will secure a new customer for the merchant, the latter to purchase \$10 worth of goods before the premium is given.

Have tickets printed and distribute them among the boys and girls of the neighborhood, on which is the following statement:

This ticket is good for a 4 by 5 camera at the store of Smith & Smith, upon the bearer securing one new customer, who purchases goods to the amount of \$10 or over.

Name of new customer.....  
Amount of purchase.....  
Date of purchase.....  
Signed.....

The new customer must present this card after making the purchases and upon doing so, and after it is countersigned by the clerk or proprietor, it should be exchanged for the camera.

This scheme is beneficial, inasmuch as a camera can be purchased for a small sum of money, and after the child once obtains it the profits on the sale of supplies by the merchant will soon pay for it.

On the other hand the merchant may secure a new customer and the profits on the purchases of the latter will pay for the camera many times over.

Guessing contests of various kinds can be arranged and numerous other schemes can be tried with great success.—Commercial Bulletin.

## Had a Long Wait.

Mrs. Fangle—The papers mention a man who has cooked his own breakfast for fifteen years.

Mr. Fangle—He must have been very hungry when he finally got it done.

# West Michigan State Fair

"Michigan's Best Fair"

Grand Rapids, Sept. 29, 30,  
Oct. 1, 2, 3, 4

## Amusements

### Sam Lockhart's Elephants

"The Three Graces." Tom-Tom, the baby elephant cyclist. The best elephant show on earth. Free every day on the grounds.

### The Flying Banvards

Trapeze Performers. Daring Leaps. High Jumping. Plunges in mid air. Marvelous performers.

### Mme. Maranette

With her stud of high jumping horses. St. Patrick, direct from Ireland. President Kruger. Filemaker, Jr. Little Titch, the pony. A trio of jumping horses. Every one a prize jumper.

### Bouncing Baby Show

Pretty babies, little babies, fat babies. Twins and triplets. Hundreds of little tots. Bring yours.

### Good Music

Finest band in the State will give open air concerts daily.

## Exhibitions

### Prize Cattle

Jerseys, Shorthorns, Devons, Holstein-Friesians, fat cattle for beef.

### Standard Bred Horses

Roadsters, carriage horses, saddle horses, French coach horses, hackneys, ponies, cobs, draft horses, shown in harness and without.

### Sheep

A complete exhibition of choicely bred sheep, including Merinos, Delaines and every breed on record.

### Swine

Porkers—the meaty kind—Berkshire, Chester White, Suffolk, Essex, Poland China, etc., shown in pairs and herds.

### Poultry Show

Every variety known to the American standard—American class, Asiatic class, Bantams and games. All stock shown will be scored and prizes awarded.

## Racing

### Hurdle Races

The great English sport—over high hurdles.

### Running Races

Every day a sure go—lots of entries—fast running horses and the best jockies.

### Trotting Races

In harness in all the fast classes. Entries are well filled. Races every day—mile track.

### Admission

Single ticket 50 cents. Children half price.

### Railroad Rates

Half fare rates on all the roads—tickets good to return Saturday, Oct. 4. Come to the fair and call on your friends the jobbers.

### Premium List

Write for premium list and other information to  
C. A. FRENCH, Sec'y, Grand Rapids, Mich.

"Every Day the Best Day"

## Around the State

### Movements of Merchants.

Corunna—B. H. Potter, of Flint, has purchased the jewelry stock of Geo. E. Sloan.

Jonesville—Marwin R. Morton has purchased the grocery stock of J. L. Whitbeck.

Manton—The Williams Bros. Co. has increased its capital stock from \$37,000 to \$75,000.

Lansing—The Robinson Drug Co. is refitting its store building with a new steel ceiling.

Jackson—Frank M. Stevens will shortly engage in the grocery business at this place.

Jonesville—F. B. Gage & Co., dealers in dry goods, have sold their stock to A. W. Lewis.

Hancock—Borlace & Smith, grocers, have dissolved partnership, Joseph Borlace succeeding.

Greenville—J. E. Zank, of Mt. Pleasant, has engaged in the merchant tailoring business here.

Grawn—Emmet Hagadorn has purchased the general merchandise stock of D. W. Reynolds.

Elk Rapids—Albert Bachi has purchased the interest of his partner in the meat business of Nay & Bachi.

Eaton Rapids—C. M. Hunt has purchased H. L. Pierson's half interest in the Pierson & Fowler implement stock.

Mason—Longyear Bros., druggists, have installed a gasoline engine to be used in making ice cream and in running fans.

Union City—L. H. Merrill, of Brown & Merrill, has purchased the interest of his partner in the machine shop business.

Hastings—Fred L. Heath is erecting an addition to the rear of his drug store building, 20 feet long, two stories and basement.

Union City—Kimmel & Co., department store dealers, have dissolved partnership. The business is continued by H. E. Kimmel.

Manton—A. Anspach, of Kingsley, has leased the Broughton store building and will occupy it with a stock of general merchandise.

Marshall—Miss Gidley, of Port Huron, has purchased the millinery stock of Watson & Watson and will continue the business at the same location.

Nashville—A. L. Gulden, of Detroit, for many years a traveling salesman in the dry goods trade, has purchased the general merchandise stock of Thos. A. Welsh.

Lake Linden—Z. A. Clough has sold his grocery and confectionery stock, in which business he has been engaged for the past fourteen years, to Medard LePlante.

Corunna—R. A. Haughton has re-engaged in the watch repairing business, being located in the building occupied by the millinery stock of Mrs. N. C. Dewey.

Petoskey—J. VanZolenburg has sold his grocery stock to Rev. J. B. Bodine, who will give up his pastorate here and attend personally to the management of the business.

Coopersville—Frank Thompson has purchased the grocery stock of S. E. Hosmer & Co. Mr. Hosmer will devote his entire attention to the independent telephone exchange.

East Jordan—Archie Couterier has sold his interest in the grocery and meat market of Couterier & Gass to his partner, Louis Gass, and will retire from business on account of poor health.

Owosso—B. A. Fillinger, formerly of Bunting & Fillinger, grocers, has removed to Oakley and engaged in the grocery business. He also has charge of the Detwiler elevator at that place.

Ypsilanti—W. S. Haynes, the East Side grocer, has purchased the grocery stock of M. J. Davis, of Congress street, and will continue operations at the Congress street stand, closing out his East Side stock.

Imlay City—Stock & Bolton, who have been engaged in the harness business here for the past twenty-five years, have sold their stock to John H. Waterland, of Marlette, who will continue the business at the old stand.

Battle Creek—James N. Riley, W. I. Fell and Henry S. Platt, of Ypsilanti, have formed the James N. Riley Clothing Co. and purchased the stock of Fell & Fischer. Mr. Riley will have the management of the business.

Petoskey—B. F. Donovan, for many years engaged in the grocery business, will retire from trade October 1. The store building has been leased to O. R. Platter, who will occupy it Dec. 1 with his confectionery and ice cream emporium.

Kalamazoo—Bryant & McHugh have opened a shoe store in one-half of the furniture store of E. A. Carder, on Main street. The former gentlemen were for several years at the head of the Bryant Shoe Co., and the latter was employed as clerk.

Sault Ste. Marie—Love & Freedman recently bargained to sell their clothing stock to B. J. Cook, of Duluth, who put up his check for \$500 as an evidence of good faith. As the proposed purchaser failed to keep his agreement, the check reverted to Love & Freedman.

Detroit—The Detroit Drug Co., retail pharmacist, has filed articles of incorporation with the county clerk. The capital stock is \$16,000, all paid in, and the stockholders are: F. W. P. Perry, 650; Arthur S. Parker, 350; Chas. R. Horton, 500; Clarence A. Weaver, 100.

Leroy—Lewis Wenzel expects to have his new store, eight miles northwest of this village, on the line of the Manistee & Grand Rapids Railway, in running order next week. He has new buildings and will put in a stock of general merchandise. The new town will be known as Edgett.

Cadillac—The Arthur H. Webber Co. succeeds Arthur H. Webber in the drug, stationery and book business and odd lines of furniture, crockery and house furnishing goods. Arthur H. Webber is President, Dr. B. H. McMullen is Vice-President and Geo. Webber is Secretary.

Casnovia—F. A. Sunderlin & Bro., general merchandise dealers, have dissolved partnership, Leon J. Sunderlin having sold his interest to his brother, F. A. Sunderlin, who will continue the business. Leon J. Sunderlin will be married this evening to Miss Bertha Morris, of this place, and the happy couple will leave at once for Colorado Springs, where they will reside. Mr. Sunderlin is obliged to make a change of residence on account of his health.

Detroit—Frederic T. Crawford, the commission merchant who was indicted some time ago by the United States grand jury on the charge of illegal use of the mails, was arrested Monday by Patrolman Matteson and handed over to United States Marshal W. R. Bates. In the afternoon he was arraigned before Judge Swan, waived the reading of the indictment and pleaded not guilty. His bail was fixed at \$500. It is alleged

Crawford corresponded with people in the State, soliciting consignments of produce, and failed to pay for some of the consignments.

### Manufacturing Matters.

Battle Creek—The Advance Pump & Compressor Co. is capitalized at \$150,000.

Lacota—R. C. Munger, of Hawkhead, has purchased the flouring mill at this place.

Detroit—The style of the Henry Ford Co. has been changed to the Cadillac Automobile Co.

Centerville—A. Wellington & Co., wagonmakers, have dissolved partnership, A. Wellington succeeding.

Merrill—Peter L. Perkins, elevator operator and dealer in general merchandise, has sold his merchandise stock to Dillon & Ryan.

Gaylord—Huff & Mitchell, carriage manufacturers, have merged their business into a corporation under the style of the Huff & Mitchell Co.

Marshall—At a special meeting of the Lambert Food Co. last week it was decided to change the name of the concern to the Malt-Wheat Biscuit Co.

Battle Creek—The capital stock of the M. B. Sherman Manufacturing Co., manufacturer of brass hose fittings and tubular well supplies, has been increased from \$125,000 to \$150,000.

Marshall—The Borough & Blood Carriage Co. has been organized with a capital stock of \$80,000. It will erect a large factory building and furnish employment for about 100 persons.

Lansing—A. V. Miller, who has for several years been selling brooms for the Jackson Broom Co., will open an establishment, of which he will be manager, on Sept. 15. The company will do business under the name of the Capitol City Broom Co.

Paw Paw—John A. Adams, representing the Michigan Grape Juice Co., of Kalamazoo, has been in the city several days with a view of building a factory here. The company was recently organized in Kalamazoo with a nominal capital stock of \$850,000.

Ogemaw—John Walsh, of Bay City, administrator of the Crane estate, has sold the property of the Rifle River Lumber Co., including sawmill and stock on hand in Ogemaw county, to James Norn, of Standish, the consideration being reported at \$6,000.

Jackson—The Jackson Skirt & Novelty Co. has filed articles of association with a capital stock of \$40,000. The stock is divided into 4,000 shares at a par value of \$10 each. The stockholders are John V. Malnight, Wallis Smith, Karl Beuter, Albert Peake and C. E. Townsend.

Saginaw—The Deweyville Stave Co. has filed articles of association to engage in the manufacture of staves, hoops, heading and cooperage utensils. The capital stock is \$5,000, all paid in, the stockholders being Henry Abair, 480 shares; D. K. Loveland, 10 shares, and W. W. Chapman, of Bay City, 10 shares.

Coldwater—Knott & VanArman, manufacturers of plumbers' supplies, will shortly remove their plant to Ft. Wayne, where a new company will be organized with a capital stock of \$50,000, one-half of the stock to be held by the present owners and one-half taken by local business men. The new factory building will be of brick.

Hastings—A cereal food company with a capital stock of \$300,000 has been organized in this city. It has taken the name of the Hastings Union Food Co.,

Ltd., and is officered by the following persons: Chairman, R. I. Hendershott; Secretary, John J. Dawson; Treasurer, W. D. Hayes. These officers and C. W. Lowry and W. W. Potter constitute the directors. The names of the foods to be made are Corn Cracks and Mazine.

Detroit—The Marsh Valve Co., Ltd., with a capitalization of \$50,000, has filed articles of agreement. The company will manufacture and sell a pressure regulating and reducing valve. Of the 2,000 shares of stock Elon A. Marsh holds 680, Gertrude B. Marsh has 40, Allan H. Marsh 40, Montgomery M. Marsh 40 and Frederick C. Stillson, of Battle Creek, 400. Officers are, Chairman, Elon A. Marsh; Secretary, Montgomery M. Marsh; Treasurer, Frederick C. Stillson.

Detroit—The Caille Bros. Co., which has bid in the property of the Globe Furniture factory in Northville at receiver's sale, will, if the probate judge awards them the property, at once commence using the plant for the manufacture of cabinets. Hitherto the company has purchased all its cabinets. The new branch of the business will furnish employment for about 150 men. The present Detroit plant, situated at the corner of Woodward and Baltimore avenues, will not be moved.

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

## Michigan State Fair

At Pontiac, Sept. 22-26, 1902

The success of last year's fair gives assurance of still further success this year. Last year the event was the most widely attended in the history of the institution. This year the attendance gives every promise of being still greater.

### Why?

The attractions will be superior in every way. The premiums will be more extensive. Everything portends this year's fair will be the crowning event in the interest of the society.

\$17,000 in premiums will be offered.

Race purses amounting to \$5,500.

Grand racing program.

See the great Fire Team Races.

Railroad trains and electric cars to the gates. Half fare on all railroads.

W. P. ANDERSON, Pres.  
I. H. BUTTERFIELD, Pontiac, Sec'y.

### Honest Deal

## We Have Made a Hit

Throughout Western and Northern Michigan in the way we have served the interest of our patrons, both in quality of goods and immediate deliveries. Most exacting attention has at all times been given to carry naught but the best.

### Trade Seasonables

At this time we would suggest iron, galvanized, plugged and reamed pipe, with common or long sleeve sockets. We carry a full line of well supplies—pumps in all styles. Just send, 20c page catalogue. It is yours for the asking.

GRAND RAPIDS SUPPLY CO.

20 Pearl St., Grand Rapids, Mich.



## Grand Rapids Gossip

## The Produce Market.

Apples—Duchess, \$2@2.75 per bbl.; Pound Royal, \$2.50; other varieties, \$1.75; Sour Boughs (cooking), \$1.50.

Bananas—Prices range from \$1.25@1.75 per bunch, according to size. Jumbos, \$2.25 per bunch.

Beeswax—Dealers pay 25c for prime yellow stock.

Beets—60c per bu.

Butter—Creamery is stronger at 21c for fancy and 20c for choice. Dairy grades are also firm, commanding 16@18c for fancy, 14@15c for choice and 12@13c for packing stock.

Cabbage—Home grown command 40c per doz.

Carrots—60c per bu.

Cauliflower—\$1.25 per doz.

Celery—Home grown is in ample supply at 16c per doz.

Cucumbers—15c per doz. for hot house; 75c per bu. for garden grown.

Eggs—Receipts are meager and quotations are slightly higher. Local dealers pay 15@16½c for case count and 17@18c for candled.

Egg Plant—\$1.25 per doz.

Green Onions—10c for Silver Skins.

Green Corn—10c per doz.

Honey—White stock is in ample supply at 15@16c. Amber is in active demand at 13@14c and dark is in moderate demand at 10@11c.

Lemons—Californias, \$3.50; Messinas, \$4@4.25; Maorias and Verdellis, \$4.50.

Lettuce—Head commands 70c per bu. Leaf fetches 50c per bu.

Maple Sugar—10½c per lb.

Maple Syrup—\$1 per gal. for fancy.

Musk Melons—Gems, 50c per basket; Benton Harbor Rockfords and Michigan Osage, \$1 per crate.

Onions—Home grown stock is in ample supply at 60@65c.

Oranges—California Valencias fetch \$5.50.

Parsley—20c per doz.

Peaches—Late Crawford, \$1@1.10; Elbertas, \$1.15@1.25; Barnards, 65@75c; Red Crawford, 65@75c; yellows, 50c for choice and 75c for fancy; white varieties, 50c for choice and 75c for fancy.

Pears—Sugar, \$1 per bu.; Flemish Beauties, \$1.10 per bu.; Bartlett's, \$1.25 per bu.

Peppers—75c per bu. for green.

Pieplant—2c per lb.

Plums—Bradshaws and Blue Damsons, \$1.75 per bu.; Lombards, \$1.25 per bu.

Potatoes—New stock is in ample supply at 55@60c per bu.

Poultry—Prices are firm, owing to small receipts. Live pigeons are in moderate demand at 50@55c and squabs at \$1.20@1.25. Spring broilers, 10@11c; chickens, 8@9c; small hens, 7@8c; large hens, 6@7c; turkey hens, 10½@11½c; gobblers, 9@10c; white spring ducks, 8@9c.

Radishes—10c per doz.

Squash—Summer fetches 40c per basket.

Tomatoes—75c per bu.

Turnips—60c per bu.

Watermelons—Receipts of Indiana Sweethearts are large and quality is fine. Price ranges from 16@18c.

Wax Beans—65c per bu.

Whortleberries—\$1.25 per 16 qts.

## The Grain Market.

Wheat, owing to the fine weather, remains stationary in price, for cash as well as futures. Exports are large, considering the small receipts at initial points. While the short interest contend that exports are falling off, we fail to see it, as they have been larger than last year for several weeks. While July exports fell behind what they were last year, exports in August have partially made up the shortage. Present prices will remain unless a flood of spring wheat should make its appearance, which is not likely, as the amount in granaries is at a low ebb. Local receipts are fair and it looks as though they would continue. There are large offerings from nearby elevators, but the visible only showed about 550,000 bushels increase, where a large increase was expected.

Corn is held firm for cash. The reason has been given in these reports for several weeks. Futures, also, are firm, owing to the reported frosts. As the season is late, traders are very cautious, as heavier frosts would still work harm in the corn belt.

Oats increased over 1,150,000 bushels, which had a depressing effect on the price. We look for still lower prices.

Rye is at a standstill, as regards price, with not much movement. There is a little enquiry, but to move large quantities the price will have to be shaded.

Beans are held firm, as the crop is in doubt. At best it will be short.

Flour remains steady. The demand is good, both local and domestic, although foreign offers are below value.

Mill feed is rather weak, but the demand is fair. The mills are not accumulating any at present.

Receipts have been fair, as follows: wheat, 69 cars; corn, 1 car; oats, 5 cars; flour, 4 cars; malt, 3 cars; potatoes, 1 car.

Millers are paying 66c for No. 2 red wheat. C. G. A. Voigt.

## Hides, Pelts, Tallow and Wool.

The hide and pelt market went a-fishing for the past two months, there not being enough closing to mention. The tanner, also, was fishing to kill time while some one was getting in a hide to make a price on. The condition of the market is not much improved to-day. Each dealer has a hide or two and is wondering who is going to pay him a price that will compensate him for devoting time in figuring on the results of his purchase. The tanner says it is figured too high and can not use it and get his money back. As the dealer has but one or two he says the tanner must pay his price or shut down tanning. The market is scarce and prices are high.

Pelts have a value well up, while the wool part drags. They are fairly plenty and sell readily, but there are no large stocks in sight.

Tallow and greases are in good stock for soapers' use, with a tendency to decline. There is no prime or edible being offered.

Wool is quiet, there being no sales of any amount. Holdings are large in the Eastern markets. Prices are no higher and are firmly held, holders having faith in futures. Large quantities are being consumed and the prospects are good for early sales. Wm. T. Hess.

John Wealch, who conducts a sawmill and general store at Angell, and Thomas J. Hogan, who has managed the grocery department of the Elk Rapids Iron Co. for the past seven years, have formed a copartnership under the style of Wealch & Hogan for the purpose of engaging in the grocery business at Elk Rapids. The Olney & Judson Grocer Co. furnished the stock.

The Musselman Grocer Co. branch of the National Grocer Co. has begun the construction of a warehouse at the Soo, 30x150 feet in dimensions. John Moran, who will have charge of the new branch, is already on the ground.

Lee M. Hutchins, Secretary and Treasurer of the Hazeltine & Perkins Drug Co., is spending a fortnight at Ottawa Beach. He is accompanied by his family.

## The Grocery Market.

Sugars—The raw sugar market is very firm and prices for 96 deg. test centrifugals show an advance of 1-16c. Stocks in first hands are well cleaned up and offerings are very light. There has been an unusually large volume of business transacted in the refined market during the past week and there has been no let-up to the heavy demand, which has been simply enormous. The requirements of the canning season are now being felt and, if the demand increases, the refined market may follow the raw with a general advance. Refiners are ten days to two weeks behind in delivery of orders and, unless the demand abates somewhat, refiners may be obliged to advance prices in order to check the demand to catch up with their orders; in fact, there is every indication of an advance in prices by all refiners in the near future.

Canned Goods—The canned goods market presents a rather quiet and waiting appearance. Every one seems most interested in the outcome of the tomato crop, which will soon be decided. The raw material is coming in more freely and prices show some decline, but they are still too high for packers to take in any large quantities. The greatest anxiety on the part of packers is to get enough to fill orders with and many fear they will not be able to do this unless we have some hot weather in the next week or two that will ripen the tomatoes that are now on the vines. The outlook for the crop of corn this season is more encouraging now. Altogether there has been more of a demand during the past two weeks than there has been at any time during the past two months, and stocks are very firmly held. Prospects point to the corn being of very good quality and it is believed that the pack of the cheap grades this year will be lighter than for a number of years. Peas are quiet. Little business is reported on either spots or futures. There is considerable enquiry for peaches and a few lots are offered at previous prices. The pack is expected to be quite large and of excellent quality. There is some little demand for gallon apples, but spot goods are practically cleaned up and as there is almost nothing offered, no sales result. Salmon continues in good demand at previous prices. Stocks are moderate and are moving out well under a strong consumptive demand. Sardines are in good demand and show some additional strength.

Dried Fruits—The dried fruit trade has been very quiet during the past week, business being only for small lots for immediate needs. Prunes are firmly held, owing to limited supplies on hand. Futures are unchanged in price, but are firmly held with a moderate demand. In raisins the market continues firm with stocks light and with a good demand for both loose muscatels and seeded and sales are considered good for this time of the year. The trade are holding off somewhat for the opening prices on new crop, which are expected to come forward about the middle of this month. Apricots are rather dull, with demand very light. Peaches, also, are in light request and with no change in prices. Dates continue in good demand and prices have been slightly advanced. Stocks are reported very light. Currants are a trifle weaker and the cleaned article shows a decline of ¼c per pound. Old figs are practically exhausted, but there is a good business in new crop figs to arrive. This is particularly true of the goods in ca-

are being put out this year and meeting with great favor. During the past week the demand for evaporated apples fell off very suddenly and the market showed some decline, but within the last day or two demand has picked up considerably and the market is now on a basis where orders will take the goods about as fast as received. A still better demand is looked for as soon as the winter fruit begins to come in, as this stock can be kept for some time without deteriorating, while the fall stock will change color very quickly.

Rice—Trade in rice is quiet, being for small lots only, as buyers are holding off awaiting the outcome of the new crop before making any heavy purchases. There is a feeling of confidence among dealers in domestic rices as a result of further reports from the South on the rice crop. It is stated that the crop has suffered more from the drouth than was anticipated, and a deduction of 50 per cent. is reported in the Louisiana crop and 25 per cent. in the Texas crop. It was also stated that the total yield will be 500,000 bags under last year's, and will not reach 3,000,000 bags.

Molasses—The molasses market is somewhat improved, buyers appearing more inclined to look around for supplies to meet the fall demand, which is near at hand. The supply in hands of dealers is moderate with a scarcity of the better grades. Prices were firmly held and general indications point to a strong market. The statistical position of the market is strong, and holders are not anxious to sell goods at any lower prices.

Fish—The market for fish is fairly active for this season of the year, when the trade is usually rather quiet. For mackerel the situation remains about steady with light receipts. So far this season the catch numbers 32,541 barrels, against 57,072 barrels for the corresponding period last year. Codfish is unchanged in price, but there has developed a stronger tone and a slightly better demand is noted.

Nuts—In nuts the market ruled very firm for all descriptions. Brazil nuts are very firm and show an advance of ¼c. Interest is good in Tarragona almonds and filberts and prices are firmly held. California almonds are unchanged in price but very firm at quotations. Pecans are somewhat higher and stocks are very limited. Peanuts are fairly steady, but demand is rather light at present.

Rolled Oats—The rolled oats market continues very firm indeed and prices have advanced this week 20c per barrel and 10c per case on competitive cases.

The American Light & Traction Co. has issued a circular to the stockholders of the Jackson Gas Co., offering to buy their stock, providing a majority of the company's stock can be secured, on the following terms: For each share which is \$50 par, \$41.67 cash, par value in preferred stock, par value in common stock, American Light & Traction Co. stock of the Jackson Gas Co. and around \$100 of the aggregate stock of the Jackson Gas Co. Local stockholders are urged to lodge with the American Light & Traction Co. stock.





the hands of the enemies of the Gospel if we intimated that we could not preach the Gospel and inculcate mercantile morality; that we could not glory in the cross of our Lord Jesus Christ and enforce commercial reciprocity; that we could not expatiate on the securities of the everlasting covenant and insist upon the duties of the exchange, the warehouse and the store.

Men of business, to a large degree the rising mercantile mind of this country is under your tuition. For you to cheat is to beget the thought of cheating in other minds. For you to encourage trickery is to generate a race of tricksters. For you to adopt plans which are dishonorable is to perpetuate dishonorable habits when you are dead and gone.

But why should you lay snares for infirm or paralytic minds, familiarizing them with the miserable habit of playing fast and loose with their own consciences and with God's truth? Some assistants may readily enough remain and do your bidding; but why should you put all that pertains to you in jeopardy, as put it in jeopardy you assuredly do by deeming men praiseworthy for their feats of deceit? If they cheat for your advantage they may choose to cheat for your disadvantage. Bitterly have employers reaped the evil fruits of their own evil tree. Many a man has been robbed by those whom he himself initiated into practices of fraud. Men of business, whose personal integrity is held inviolable, suffer me to ask that you will avoid everything that bears the semblance of the dishonorable and the untrue. With yourselves, however, it rests to let it have its way. Dishonesty, in the long run, is disastrous. Integrity, in the long run, is advantageous. Gains unfairly gotten are radically tainted with the corruptible, gains honorably gotten are essentially surcharged with the vital and the pure. Mercantile morality becomes more and more resplendent with the manifested approbation of the Lord God Almighty. The curse of the Lord is on the house of the wicked, but He blesteth the habitation of the just. "All things whatsoever that ye would that men should do unto you, do ye even so to them," and, in prospect of a reference to it, I know no prayer more expressive than one with which we are all acquainted, "Lord, have mercy upon us and incline our hearts to keep this law."

#### The Automobile Has Come to Stay.

The appointment of a receivership for the bicycle trust affords an interesting object lesson. The reason for such action, or rather the causes which have led to it, are obvious. Bicycling a few years ago was neither an industry nor a sport, but a fad, and a fad is bound to pass away. We do not say it is a fad now. Most manifestly it is not. It is both an industry and a sport, and as such will doubtless be perpetuated. But the penalty for its period of fadship must be paid. The vast inflation of it for a few years, when everybody seemed to be bicycle-mad, has been followed by inevitable collapse. After a time, and after various fluctuations, a rational status will be established. People will continue to use bicycles for business, for pleasure and for health, and the industry of making and selling them will be a steady and profitable one.

The lesson is applicable to many other things, but especially at this time to automobiling. This, too, is a fad, or is in imminent danger of becoming one. People are "going in for it" without rhyme or reason, oestrus-goaded by a veritable speed-madness. Manufacturers are too largely catering to and encouraging the craze. The process has not gone as far as it did in the case of bicycles, but it is hurrying on in that direction. Already it has gone so far that some reaction is inevitable. The further it goes, the greater and the more costly will the reaction be. It is high

time for manufacturers and all others interested in automobiling to take heed from the example of bicycling and to divert it from senseless faddishness to ways of legitimate industry and sport.

The automobile has come to stay, as did the bicycle. But it has not come to stay as a fad, any more than did the other. The bicycle which abides is not the featherweight wheel of the humpbacked scorchers, but the substantial and trustworthy wheel of the rider who rides for business or pleasure or health. The automobile which will abide will not be the wailing, clattering, snorting, smoking, stinking thing in which the begoggled scorcher now delights to rush through slaughter of others to his own destruction. It will be a safe, comfortable, trustworthy engine convenient to its users and inoffensive to all others. That is a prediction which may be made with absolute confidence and those who are first to accept it as a fact and to act upon it will be in least danger of loss when the inevitable reaction comes against the beginnings of an intolerable fad.—N. Y. Tribune.

#### Recent Changes Among Indiana Merchants.

Auburn—Harry Swarts has retired from the Auburn Hardware Co.

Bicknell—Frank Hooper, meat dealer, has sold out to C. E. Robinson.

Bloomington—The Peerless Manufacturing Co. succeeds the Pedigo Perfection Washer Co.

Carlisle—Griswell & Corbin have purchased the grocery stock of D. V. Howard.

Corydon—Shaw & Hudson, grocers, have dissolved partnership. The business is continued by Shaw & Gwartzney.

Elkhart—R. H. Owen has taken a partner in his general merchandise business under the style of Owen & McDonough.

Indianapolis—The style of the wholesale and retail stationery house of Baker & Thornton has been changed to the Baker & Thornton Co.

Indianapolis—The Vienna Baking Co. has merged its business into a corporation under the same style.

Medaryville—Moreland & Reeser, druggists, have dissolved partnership, the latter succeeding.

Middletown—A. Levy succeeds Mrs. L. Levy in general trade.

Richmond—J. A. Cunningham, boot and shoe dealer, is dead.

Scotland—R. L. Laughlin & Co. is the new style under which the mercantile business of Dobbins & Laughlin is continued.

Seymour—H. E. McDonald, dealer in staves, has sold out to the Seymour Slack & Stave Co.

Shoals—O. S. Scarlett has purchased the general merchandise stock of John Nichols.

Terre Haute—J. E. Somes has sold his drug stock to Perkins & Randel.

Warsaw—The capital stock of the Winona Ceres Co., manufacturer of cereals, has been increased to \$15,000.

#### A New Delivery Wagon.

Do you want one? On page 18 you can find out how to get a stylish wagon for next to nothing. Turn over and read the proposition; then write and kindly mention the Michigan Tradesman, and get the details of one of the most liberal offers ever made. Remember, too, that as apparel doth proclaim the man, so a neat, stylish wagon proclaims the grocer. Most folks are sensitive as to the character of the delivery wagon that stands in front of their home. If you have not a first-class turn-out, begin right away to get one.

## FOR SALE

Grapes, Peaches, Pears, Plums, Apples, etc., direct from the growers. All choice fruit. In any quantity. Cash with order. Write for prices.

FRANK A. SHOWERMAN, PAW PAW, MICH.

## ROOFING

H. M. R. brand Asphalt Torpedo Gravel Ready Roofing is in demand. It insures the best to be had. Write for samples and prices.

H. M. REYNOLDS ROOFING CO.

GRAND RAPIDS, MICH.

#### EAT WHAT YOU LIKE

A GUARANTEED CURE—That is the way HICKERSON Dyspepsia Tablets are sold. They will positively cure and relieve all forms of stomach trouble. 25 days' treatment in each box for \$1. Sent to any address. Don't wait, but get a box.

HICKERSON MEDICINE CO.,  
Warren, Ind.

#### Detroit Quick Lighting

**Gas-O-Lamps**  
**Don't Go Out**  
**Nights.**

Hang them and burn them, then you will be satisfied. Are pressure and gravity.

AMES & CLARK, Detroit, Mich.

#### Rugs from Old Carpets

Retailer of Fine Rugs and Carpets.

Absolute cleanliness is our hobby as well as our endeavor to make rugs better, closer woven, more durable than others. We cater to first class trade and if you write for our 16 page illustrated booklet it will make you better acquainted with our methods and new process. We have no agents. We pay the freight. Largest looms in United States.

**Petoskey Rug Mfg. & Carpet Co.,**  
Limited  
455-457 Mitchell St., Petoskey, Mich.

We offer extra good values in Horse Collars. Our salesmen are out now taking orders for present delivery as well as for next spring



trade. Don't place your orders until you have seen our samples and prices. We are also showing a nice line of Sleigh Bells.

**BROWN & SEHLER,**  
Grand Rapids, Mich.

# Full



particulars and our price list of Standard D Crackers and the finest line of baked goods will be cheerfully sent to any merchant on application.

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

## Bicycle Dealers

Who have not already received our 1902 Catalogue No. 6

pertaining to Bicycles and Bicycle Supplies should ask for it. Mailed free on request. We sell to dealers only.



**ADAMS & HART**

Bridge St., Grand Rapids, Mich.



Devoted to the Best Interests of Business Men

Published weekly by the  
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Grand Rapids

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Entered at the Grand Rapids Postoffice

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

E. A. STOWE, EDITOR.

WEDNESDAY - SEPTEMBER 10, 1902.

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 August 27, 1902, and saw the edition mailed in the usual manner. And further deponent saith not. John DeBoer.

Sworn and subscribed before me, a notary public in and for said county, this thirtieth day of August, 1902.

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

#### THE PRESIDENT'S GOOD ADVICE.

The first requisite of good citizenship is that the man shall do the homely, every-day, humdrum duties well. He has got to be a good bread-winner. He has got to take care of his wife and children. He has got to be a neighbor whom his neighbors can trust. He has got to do all the every-day, ordinary things, or he is not a good citizen.

The above is an extract from one of President Roosevelt's New England speeches. It contains a lot of sound common sense and its suggestions are eminently practical. There is an inherent ambition in most people to do something great. The temptation to look afar off is too often irresistible. Success in little things must precede success in great things. It is one of the boasts of America that here everybody has a fair chance. The majority of the millionaires, the men of weight and influence in state and nation, gained their present prominence through their own unaided efforts and many a boy who started out as poor as the proverbial Job's turkey and worked for a few dollars a week or a month kept on and on until now he counts his money by the millions. If that boy had not done just as well as he knew how each task as it came in order, the opportunity for larger accomplishments would never have been his. The man who is not trusted by his neighbors and acquaintances will never enjoy the confidence and respect of the larger public. Chicanery, trickery and dishonesty may temporarily win, but it is not a foundation on which any permanent or great success can ever stand.

One of the most important lessons which young people can learn is the absolute necessity of doing well the so-called little things which come to hand. Whoever does the little things just as well as possible will find greater things to do. Many duties seem humdrum and monotonous, but they are duties, same. No young man can

big things any more than the roof can be put on the building before the cellar wall is laid. Good citizenship does not consist alone in being the governor of the state. It is the rank and file of good citizenship in every ward and every town of every county which constitutes the successful commonwealth. The man who mistakes the buzzing of the bees in summertime for a call to go out and run for office is not thereby necessarily exhibiting the highest grade of citizenship, and even of the many called but few are chosen. That man who manages his own business best, who takes care of his own family wisest, who does every duty that comes to him, however trifling, just as well as he knows how, is after all the very best citizen. President Roosevelt was right in his New England speech and there is no danger that the sentiment he expressed will be too often repeated or made too emphatic.

#### POPULATION FOR 1910.

Census Commissioner Merriam is the authority for the statement that in eight years from now the United States will have a population of one hundred million people. Two years ago the official count showed 76,303,300. In his computation Mr. Merriam includes the people of the Philippine Islands, which number 9,000,000, and 950,000 in Puerto Rico. Even taking out of consideration the inhabitants of these possessions, the United States will have a larger homogeneous population than any other nation. England, of course, rules more people, but they are of varied nationalities. Even in India, with its 300,000,000, the man in the Punjab knows nothing about the man in Bengal, and they can no more speak each other's language than can a white man who has never heard of Bengali or Punjabi.

The strength of a nation which speaks the same language and is actuated by the same principles can not be estimated, especially when we consider that the drain of military service does not exist. The empire of Germany supports an army entirely out of proportion to its population and, besides maintaining vast hosts of armed men, the nation is still further depleted through emigration of large numbers of young men. This country, on the contrary, despite the rigid immigration laws, receives annually large accessions to its population.

Therefore, when Mr. Merriam's figures are considered, the conclusion is reached that the 100,000,000 mark for 1910 is not an exaggeration, but a too modest estimate of the increase in our population.

While India is usually a moderate exporter of foodstuffs, something approaching a famine is experienced in some part of the empire nearly every year, and the means of transportation do not seem to be sufficiently developed to always permit the supply of the afflicted districts from those in which there is a surplus. By some this is attributed to the mismanagement of the British government, while others insist that matters were far worse in the old days, except that the population was kept down by constant wars which are not now permitted to occur. However this may be, the conclusion is irresistible that in a great part of India population is pressing so closely on the means of subsistence that any serious failure of crops is necessarily followed by famine.

The girl who poses for artists always a model life.

#### THE VALUE OF A LIFE.

A gentleman by the name of John Henry, who is President, or was, of the American Sheet Steel Company, was struck by a train and badly mangled. His injuries were so severe as to make him believe that he was on the point of death. Life was dear to Mr. Henry, and between the spasms of pain he gasped that he would pay the sum of \$100,000 to any man who would save his life.

The question is, what value does a man place upon his existence if a rich man? Passably rich Mr. Henry would be, according to the estimate of Mr. Morgan, Mr. Rockefeller and Mr. Astor. If Mr. John Henry valued his life at \$100,000 and would give that sum when crushed and mangled, what would the others give?

Whether when John Henry was restored to vigor he would have remained true to his bargain is another matter for consideration. Miss Mary MacLane, who thinks life not worth the living and thinks death sweet, might be interviewed upon the subject. Perhaps John Henry had just begun to live. There is reason for this belief, because the item in which his accident is mentioned says he was on his way to Michigan to take a vacation. This rather discredits the story of his \$100,000 offer—a President of a sheet steel company taking a vacation is an unheard-of thing in the history of commerce. Mr. Morgan never takes a holiday, nor does Mr. Rockefeller. Mr. Astor thinks he is taking a holiday in England, but, poor man, he is working harder trying to become a society man than did ever the mousetrap-selling founder of his illustrious family.

Suppose a newspaper man or some other man engaged in a lucrative and easy calling were asked by some philanthropist, Russell Sage, for example, how much money he should give to save his (the newspaper man's) life. Would the mere writer of current events say \$100,000, or would he close his eyes and murmur, "Let me die; existence hereafter can not be much worse than what it is now?"

No man can come to an estimate of what his life is really worth, although there are many men in this country who place a value on their lives which would be scorned by their neighbors. John Henry, when he said he would give \$100,000 for the saving of his life, would in all likelihood have repented of his generosity and refused to pay the medical man. There are such cases on record and the conclusion must be reached that no man is really worth to the world \$100,000. If he has money, then his death need not be deplored, because his fortune is divided and there may be the hope that a spendthrift is in the family. If he is so poor as not to leave a cent, then, indeed, his demise may be grieved over, for either the taxpayers or good friends have to pay for the funeral. After all, this is a matter concerning which an undertaker is best entitled to speak.

#### SENSIBLE MOTHER-IN-LAW.

M. Albert E. Juillerat is a Frenchman and in a weak moment M. Juillerat married a German lady. M. Juillerat is short, his wife tall. Their marriage was an unhappy one. The husband claims that his life was made a burden by his wife's constant reference to the war of 1870-71, and she frequently announced that she would "smash him in the interests of the Germans." These

remarks distressed M. Juillerat and one day he announced he would hang himself, but, with malice prepense, Madame Juillerat cut the rope and then ducked him in the bath tub. M. Juillerat still further complained that his height annoyed his Teutonic wife. She ordered him not to appear with her on the street, hid her wedding ring and also said that his mother-in-law despised him. This was the account of his woe that M. Juillerat poured forth before a sympathetic judge.

M. Juillerat's case assumes a national importance. National intermarriage is growing to be the bane of the United States. Our daughters, fair and also rich, marry all manner of Europeans, and the unions are not always accompanied by that measure of happiness which should attend the well-mated couple. Englishmen, so report says, whip their American wives, Germans disregard their intellectuality, Italians deplore their consistency to peculiar ideas of exercise, Spaniards are insanelly jealous.

Let every young lady matrimonially bent read the sad story of the Juillerats and study the husband's testimony in court. He said:

The plaintiff is of German descent. I am of Swiss French descent, and whatever bickerings there have been between that plaintiff and me have been because of the facts that the plaintiff's relatives and friends not only ridiculed my size but also because her mother was not satisfied with her daughter having married any person other than a German or one of German descent.

All can learn a lesson from unhappy M. Juillerat's mother-in-law. She believed that Germans should marry Germans, and, therefore, Americans, Americans.

It is expected that about 4,000 dressmakers from various parts of the country will be in New York this week to attend the meeting of the Dressmakers' Protective Association of America. They will discuss many subjects of interest to the trade, but their main object will be to develop plans by which American styles shall secure universal adoption. It will be easy enough, they think. The President of the Association, Miss A. C. White, says: "Everybody wants to know what is new in Paris this year, and we can only say, 'Nothing.' All the women tourists are coming home disappointed. The gowns that are brought in now from Paris are not French gowns at all, but were made by Parisian dressmakers after American ideas. We think it is time that we took advantage of our opportunity." It is proposed to set up American dressmaking establishments in Paris, London and Vienna. It is declared that while the Parisians may excel in their mastery of color and harmony, they can not sew with the Americans; and when it comes to designing they just have to look on.

The Census Bureau rises to inform us that we are living longer than we used to do; that is to say, the average age of the people in this country has increased during the past ten years. In 1890 it was 21.9, while in 1900 it was 22.8. This is not altogether due, the Census Bureau explains, to the improvement in sanitary conditions, but to the decrease in the relative number of children born, and the increase in the number of adult immigrants. The addition of a year to the average life of the entire population is quite a prodigious thing when the experiences of 80,000,000 individuals come to be considered.



## THE BACHELOR PROBLEM.

What shall be done with the bachelors? is a question receiving a good deal of attention at present, and a good many minds are getting agitated over it. The matter has a very serious as well as a comic side. There are bachelors who would like to get married, but they are afraid they can not afford it on their slender incomes; and there are bachelors who can afford it, so far as the income is concerned, but who are afraid of what they consider the dreadful risks of matrimony. The German Emperor, who generally has an interesting word to say on most important matters, has recently issued an edict on this all-important theme, which may be of use to our own army of bachelors. The Kaiser says that no officer of his army shall marry unless he receives a salary of \$1,125 a year and is in the enjoyment of an income of \$375 more. That is to say, if he and his future wife between them can muster \$1,500, they may make the venture; otherwise they must remain unmarried. That is definite and ought to help ease the burden of the puzzle editors of the daily papers in answering the questions, When may a man marry? Can he marry on \$10 a week? And so on.

But the principal deliverance on the bachelor problem was made in this country the other day by Dr. E. Benjamin Andrews, Chancellor of the University of Nebraska. In a lecture before the students of the University of Chicago he is reported to have said:

Bachelors are moral degenerates. From them emanate most of the sin and shame of the world. They are lacking in mental and physical poise. The life of no individual is complete unless he or she have a life companion of the opposite sex. Providence intended that men and women should marry, and those who do not form legal ties with those of the opposite sex will form illegal ones. The great men and women of the world—the ones whose lives were symmetrical and whose works were best for posterity—have been married.

That is pretty strong language; but there is a good deal of truth in it. The United States census of 1900 shows it to be a cold statistical fact that there are in this country, to be exact, 6,726,779 of the unfortunate bachelors of 20 years old or more, and 4,195,446 "spinsters" of the same age—all of whom would come under Dr. Andrews' condemnation. But is not the distinguished gentleman a little unfair in this wholesale condemnation? If we look again at the figures and at the census we find there are 2,531,333 superfluous men. Why should these poor fellows be scolded when they could not get married by any possibility?

It is often said that our homes are our protection as a Nation. This is a favorite bit of rhetoric for buncombe orators, but it is true. The responsibility for a home does much to keep both men and women steady and industrious. No matter how pleasant a man's home may be, however, it is, and must be, a responsibility and a care; and when the marriage turns out a failure, as it does, apparently, very often, then it is irksome enough. So a great many men shirk the responsibility of a home of their own, and deliberately choose the freedom of single life. In France at one time, bachelors were taxed, and perhaps there is a certain justice in taxing bachelors. In our large cities, in the centers of civilization, where wealth is congregated, where the expenses are many, and where the amusements and interests are varied and adapted to all

tastes, we find more and more unmarried men. Indeed, it is a frequent remark among those who have lived fifty years in this country that the number of unmarried men is very much larger than it used to be. This is a bad sign; and some of our wisest men believe that the increase in number of men who remain unmarried, and the decrease in the number of marriages, are sure signs of increasing immorality; and when added to that are the divorce statistics, one may well think it worth while to study the problem. Domestic instability tends in a most startling manner to become an epidemic social disease. The number of divorces annually granted in the United States is increasing both at a rate unequalled in any other civilized country, and also at a constantly accelerating rate. In all Europe, Canada and Australia in 1889 the total number of divorces granted was 20,111; in the United States in this same year it was 23,472. In 1867 there were granted in the United States 9,937 divorces; in 1886 there were granted 29,535. The increase of population in those twenty years was 60 per cent.; the increase of divorces was 156 per cent. It may even be computed, says Professor Peabody, of Harvard, that if the present ratio of increase in population and separation be maintained the number of separations of marriage by death would be at the end of the twentieth century less than the number of separations by divorce.

All this constitutes a very grave question, for it is the most insidious foe to the home, and therefore to the state, and whatever can be done by the church or the courts ought to be done to stop the increase of divorce. The way marriages are contracted, the ease with which two people can go before clergymen and others and bind themselves together for life, is absurd; and one of the first steps toward lessening the number of divorces would be to make marriage an affair of more serious moment and of greater difficulty.

In spite of this danger, Dr. Andrews is probably right in holding that no man's life is complete or best fitted for its duties until he has a home and a family; until he has a place for his confidences, sympathy for his hopes, an unsuspecting and unselfish love, and the innocence of wife and child to keep him unspotted from the world. So we do not agree at all with Punch's advice to those about to marry, "Don't." But it is well to be careful; well to take one's time and marry a healthy woman; and, above all, marry an innocent woman and not one who has already catered to the affectionate propensities of a dozen or so of men. It is probable that very many more homes are made unhappy by men than by women; still there is many a fretful, sour-spirited woman who meets her husband continually on his lower side and who never touches him for a moment at his strongest and highest point and who gradually makes home a poor place. A man owes it to his home, then, to choose a good woman, just as a woman owes it to her home to choose a good man; and whenever the woman marries a rake for his position or the man marries a woman for her money or whenever any sinister or selfish motive is the cause, then they both deserve what they commonly get.

All these matters that involve self-restraint must be met by applying the force to the man, rather than to the temptation. Every unhappy home made so by the man or the woman; every

divorce laughed at and condoned by society; every case of men of high standing in the business, political or social world living practically polygamously, make the corruption of youth so much the easier. The only way to reach the trouble is through men and women. It is completely impossible to remove the opportunities for vicious and intemperate living; but if society wishes it can make certain forms of vice as uncommon as it has made drunkenness at a dinner table. One hundred years ago the meeting-houses of New England were built with the deacons and even the minister passing the bucket of rum among the workmen; and every christening, every funeral and every wedding was accompanied with unlimited liquor. In England, at the time of the sentimental Mr. Sterne, it was not uncommon to find the clergyman of the parish spending hours at the village alehouse. The frown of society may accomplish much. The loose talk and easy manners and free allusions and suggestions, these can be stopped in every club and social gathering. Unless home is respected in home talk and club talk, unless beastly drinking and loose living are taken seriously, and not made light of, there is a day of judgment for us, as there was for debauched Babylon and rotten Rome. And we have faith that the women can accomplish more than the men. The women can save this land from its greatest evils. They are the hearts of our homes and, the blood that flows from these hearts through the homes is to settle this whole great question of marriage and divorce. But they must begin at the home and not at their club; and then the men will think more of their homes and less of their clubs; and the unfortunate bachelors, about whom Dr. Andrews and the Kaiser and others are concerned, will marry the charming "spinster" women, so far as they will go around, and if they do not—why then we shall have to tax the bachelors.

## ETHICS OF PUBLIC FRANCHISES.

It is unfortunate, both for investors and the public, that there should be perennial warfare between public service corporations and the communities which they serve. The public does not get as good service as could be had from a contented corporation and the corporation does not, as we believe, make as much money as could be made from a contented people. Fighting is never profitable, although it may sometimes be necessary. The trouble doubtless lies in popular misapprehension of the respective rights and obligations of both parties to a public franchise and in the greed of unscrupulous men who take advantage of that confusion of mind to secure contracts by which they obtain speculative and unearned advantages at the expense of the people. We can not prevent the greed of rapacious men. We possibly can not assure the integrity of our own servants; but we can disseminate among the people such knowledge of the principles which should control the granting of franchises that public servants can not make improper grants through ignorance and will not dare make them by intention. Most, and probably all, outstanding franchises in this State should never have been granted as they stand. We may assume that what has been done was in ignorance and innocence. Such things are now better understood and ignorance can no longer be pleaded by public officials.

A public franchise involves obliga-

tion on both sides: on the part of the corporation to perform certain service and incur certain risks; on the part of the municipality to give proper protection and proper compensation and no more, including compensation for risk as well as for services. No one will dispute the right of a public service corporation to dividends upon its investment rather higher than the current rates of interest on large sums and to a sinking fund to restore the principal at the expiration of the franchise if the plant then becomes the property of the city. The uncertain elements are protection and risk, and it is these things which should be provided for in the original contract. What risks shall a public service corporation be bound to assume? What protection shall be given by the public that those risks shall not prove disastrous? How shall the investor be made sure of interest and return of the principal, and yet be prevented from making a speculative profit at the expense of the public? It is these practical questions which constitute the difficult problem. The laws of Michigan assume that competition is the remedy for corporate extortion. It would seem that everybody should now understand that there is not, and never will nor can be, permanent competition in public service in any city. There could be no greater farce than the requirement to sell street railroad franchises to the highest bidder. As a rule, there will be no real competition in bidding. If there is the people must pay for it in higher fares. If a city permits more than one street car company to operate cars there will either be fewer transfers or higher rates of fare than would be necessary under a monopoly or than would exist if a proper bargain were made with the monopoly. Of course if we give monopoly the chance to practice extortion it will take it.

What risk, for example, is a gas company bound to take in extending its mains into unoccupied territory? And as a compensation for that risk, what protection should be given? Is a gas or water company under contract to extend its mains over wild areas of unsettled fields, to be exposed at any time to the competition of a concern which incurs no such expense, but only offers service in the densely peopled districts? And if it is so exposed can it be expected to give the service in these outlying sections at the rate which its competitors may charge in a limited, settled area? Doubtless that depends. If the corporation has originally cheated the people, the people will grind the corporation if they can. These mutual rights and obligations should be foreseen and provided for in the contract. Can there be any profit to the people in paying interest on parallel railroad tracks or water or gas mains and to endure the extra tearing up of streets when one set of tracks or mains is ample for the business?

Evidently cheap service must come, not from competition, but monopoly, but monopoly both controlled and protected. Some, of course, insist that this monopoly must be the city itself. If, however, that course is not adopted from motives of economy or municipal peace, there should be but one corporation for each public service. The franchise should strictly define the compensation to be paid both for capital and the risk of unprofitable extensions, and the protection guaranteed in consideration of the rate made. The accounts should be public records, and every dollar taken in excess of the compensation agreed on should go into the public treasury. At the expiration of the franchise, and after all obligations on both sides have been discharged, the plant should belong to the city. Money can be had for investment on these terms. It is probable that a fair settlement could be made with the present owners of unexpired franchises. And if public ownership is desired that is the cheapest way to get it.

## Clothing

Get Some of the Benefits of the Good Times.

With the bumper crops assured the sentiment of the trade has changed and everybody is now looking for a big spring business. There are quite a lot of complaints at this writing that the weather had not been right, but when it is sifted down it seems to be more that strictly summer stuff has not sold than that wool goods have not moved. In other words, it has been cold enough for a man to wear wool clothing. This is proved by the complaints which are received from negligee shirt manufacturers, straw hat manufacturers, and all manufacturers and jobbers of exclusively summer products. They have done, comparatively speaking, a poor business; but when it comes down to wool goods the consumer seems to have bought clothing and worn it and worn it out, anyway given it more wear than he would have given it had we had nothing but hot weather from the first of June. One of the most successful and largest buyers of clothing placed an order the first part of August for 1,000 summer suits—of course, he bought them at a very low price—which he expects to sell in September, when people are going to want summer clothing.

It is ridiculous how different men view the conditions in the clothing business. One set figures there is no use of trying to make a profit unless all the business is done before certain fixed dates. They go by the calendar. They do not consider the weather has anything to do with it, but, if they have not done their business by the Fourth of July or the first of January, that they will never do any more business in either lightweights or heavyweights until the respective dates at which they open when each season again comes around.

The above point illustrates another feature of the business, and that is, retailers usually have three grades of clothing, cheap, medium and fine. It is rather an exceptional merchant who tries to sell his fine goods first and then offers his medium grades. About seven out of ten retailers try to sell a man a cheap suit and if that does not go then will take him over to the medium grades, and finally, if the customer seems dissatisfied, will lead up to the higher priced garments. Even to-day, with the whole tendency of everything toward better merchandising, a great many retailers have not yet waked up! Also a great many clothing manufacturers! When, on every hand, there are evidences of the wonderful success of leading retailers and manufacturers who have won success by "trading up," it does seem as if the majority of the trade was very dense not to copy so good and successful an idea. We have continually pointed out that clothing never advances.

This is largely the case because in the past the dominating ideas of both manufacturers and retailers have been to cheapen the product. It does not make any difference how much more the materials cost, they tried to take it out somewhere and sold the clothing at the same old price. Always poorer clothing and always cheaper, or anyway not higher!

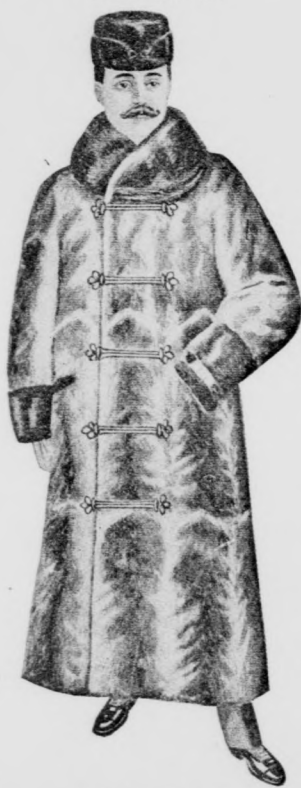
During the last few years, as we have frequently pointed out, the whole tendency of the trade is to "trade up." The most successful houses in the business have been those which have been conspicuous in their attempt to improve

the standard of their product or the character of the goods which they handle. This applies to both retailer and manufacturer.

We want to enter a strong plea for the retailer to take advantage of the situation and "trade up." The country is in the midst of the greatest prosperity in its history. Never before have we had such an era of good times. Never before have the people had so much money to spend. Never before have they been able to get so much for so little money. Under such circumstances why not take advantage of the most advanced ideas and get some of the benefits of the good times? Why not get away from the old idea of trying to find where you can get stuff cheap and hunt where you can get stuff that is right? Then when you find it do not quibble whether it costs 50 cents a suit more, but be glad you have found it and explain to your clerks and take a bracer yourself and have them get \$1 more for it! The wearer of the suit of clothes or of the overcoat will be better satisfied and get better value for this extra dollar. As any man who stops to think knows, even 25 cents put into the making of a garment is worth \$1 to the wearer. When our leading clothing manufacturers have improved their product and have given the retailer a standard and attempted to bring to the notice of the consumer through advertising the merit of their particular line of clothing and in this way made an incentive to "trade up," it behooves every retail merchant to stop and think if the adopting of such a successful policy would not be to his own great advantage.

"Trade up." Forget the old principles in the business. Give the new ideas one season's trial. Be a merchant. Have some backbone. Take pride in the character of your stock and stimulate the salesmen in your store to believe in selling something for a little more money, but worth in wear to the customer ten times the increased cost.—Apparel Gazette.

Ellsworth & Thayer M'n'f'g Co.  
Milwaukee, Wis.



Manufacturers of  
Great Western Fur and Fur Lined Cloth Coats  
The Good-Fit, Don't-Rip Kind.  
We want agent in every town. Catalogue and full particulars on application.  
B. B. DOWNARD, General Salesman.

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Just as a reminder to you when you visit the City of the Straits we'd like to have you bear in mind that the COMPLETE LINE of H. Bros.' "Correct Clothes" is carried at our salesroom

131 Jefferson Avenue

just a few doors from our old location, and where we'll be very glad to see you and "show you 'round."

We honestly believe we are to-day turning out the best made, best fitting, best appearing clothes for men on the market—that we can give you better sellers and better money-makers than any manufacturers in the business. Come and see.

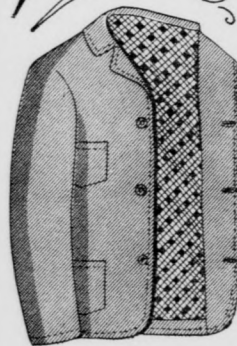
### Heavenrich Bros.

Corner Van Buren and Franklin Streets,  
Chicago

Detroit Office, 131 Jefferson Avenue

# LOOK TO VALUES

WHEN YOU BUY COVERT COATS



**LOOK** at the best coats made and you will find them in our line.

**LOOK** at the material; the best No. 1 Palmer coverts. We use them for their wearing qualities.

**LOOK** at the linings and workmanship

**LOOK** at the fit every time.

**LOOK** at our sizes and see if they are not full and true to size.

**LOOK** to the interest of your customer, and see that he gets good values so that he will come to you again.

We make these goods in our factories and will be pleased to receive a sample order and test the truth of our statements.

**THE DEAL CLOTHING CO.**  
61-63 MARKET ST. 38 & 40 LOUIS ST.  
GRAND RAPIDS, MICH.



**Trade Lost by Handling Out-of-Date Hats.**  
Written for the Tradesman.

If the merchant in the small town who has suffered from the competition of the stores in the city would make it a point to study more thoroughly the wants of his customers there would be less trouble in holding the trade that rightfully belongs to him. Persons living in the smaller towns are, as a general thing, just as particular in regard to the cut of their clothing, the style of their hats and the shape of their shoes as are their city cousins. They see people every day who come from the larger towns. They note the style of their dress and, as a consequence, when they go to a store to buy wearing apparel they have in mind some particular shape of garment, hat or shoe that they desire to purchase. If the merchant shows them nothing but styles that are just a little behind the times, in nine cases out of ten the would-be purchaser leaves the store disgusted, vowing that he will not try to buy goods at that store again. Thus the country merchant loses the sale of an article and probably several.

A few days ago I happened to drop into the clothing department of a store in a small town just as the buyer was looking over the samples displayed by a traveling man. This gentleman handled hats. He had a large line, in which were included some of the latest shapes in stiff hats.

"These," he said to the buyer, "are the latest thing out. You had better include some of these in your order."

But the buyer was afraid to touch any of them. He thought they were so new in style that customers would not have them.

"They'd be all right for city trade, but we couldn't sell them here," he said.

I happened around again after the new goods had arrived and while in the store a young man entered and asked to see the hats. He wanted the latest thing out, just like the traveling men were wearing. The salesman showed all the hats in stock, but none of them suited and the young man went away with a look of disgust on his face.

The very next day he went to the city and purchased a hat that to all appearances was exactly like the ones shown by the traveling man of whom the country merchant bought his goods. He had not worn that hat two days before every young fellow in town wanted one like it. Of course, they, too, had to go to the city to get fitted out with headgear, and while there many of them made other purchases. They bought socks, neckwear, shirts, etc., and altogether the

country merchant lost a large amount of trade. All of this business would have been his had the buyer been wise enough to purchase the latest thing out in stiff hats.

There may have been a time when residents in country towns were easy picking for dealers in "hand-me-down" goods, but at this late day the villager appears the same as the dweller in the city. The electric car carries him to town for a few cents, where he becomes familiar with the ways of city life. He reads the daily papers so that he is in touch with the world, where a few years ago he would have been away behind the times. This class of persons the merchant can not hope to sell any but the most desirable goods. If he wants the trade of the best people he must study their wants and then try to satisfy them.

Of course, I do not believe in stocking up heavily on the new things that come under the head of fads. Such things, while they are desirable in a way, are demanded for a short time only and, if they are not sold out before their popularity wanes, they might as well be relegated to the ash heap, for the public will not have them at any price.

Then, too, the merchant should not forget the people with limited means. There is a large class of people who want something cheap. They will go twenty miles to attend a special sale for the purpose of saving a few pennies. This class of customers, when they become attached to a store, generally swear by it as the cheapest place to trade in all the country round about and recommend it to their friends as the best place to buy merchandise. These are the people who make business for the mail order houses.

I believe that the future of the country merchant who makes a practice of studying the wants of his customers, keeping the goods demanded by all kinds of people and advertising them the same as do the merchants in the larger towns is exceedingly bright. To be sure, the growlers tell us that the electric railroads are killing the business of the small towns. They say, with all seriousness, that the mail order houses and the big city department stores will have it all in a short time, but such talk is not backed by substantial argument. This is an age of progress. The competition between the city and country merchants is strenuous, and no one will deny it; but the man who hustles, the man who does not have time to sit out in front of his store and whittle shavings all over the sidewalk, will make more money in the future than he ever has in the past.

Raymond H. Merrill.

## Let the Goods Do the Talking

The dealer who buys where he gets the most for his money is not worried by competition for his customers buy in the same manner. Our lines speak for themselves. We pay our customers' expenses.

**William Connor Co.**

Wholesale Clothing

28 and 30 South Ionia Street, Grand Rapids, Michigan

## A Fortune in a Pocket

The Vineberg's Patent Pocket Pants Co. are actually making a fortune out of their Patent Pocket, which was invented and patented by Mr. L. Vineberg. It is the only practical pocket from which no valuables can fall out and is proof against pickpockets.

They have started a large factory and are manufacturing pants fitted with these pockets and are selling them in every city in the State. If their representative does not call upon you write for samples.

**Vineberg's Patent Pocket Pants Co.**  
Detroit, Mich.

## The Peerless Manufacturing Company

Men's Furnishers

Solicit your order on their justly celebrated  
Pants, Shirts, Corduroy and Mackinaw Coats.

Also

Dealers in Underwear, Sweaters, Hosiery, Gloves  
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Men's Suits  
and  
Overcoats  
\$3.75 to  
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\$5.50  
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lines are  
extra swell

**PAN-AMERICAN  
GUARANTEED  
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**WILE BROS. & WEILL** BUFFALO N.Y.

DETROIT OFFICE - 19 KAUTER BLDG. - M. J. ROGAN IN CHARGE

Is a sure thing for all the time.

It has a record—six seasons of phenomenal success—the greatest selling and money making line of clothing in the American market.

You don't have to worry about being "caught with the goods" when you have Pan-American Guaranteed Clothing.

Salesman or samples—which will we send?

## Shoes and Rubbers

### Why Male Clerks Are Preferred to Female Clerks.

Given a store that can handle a medium to a high grade shoe, say a \$3 to \$7 shoe, and that can employ ten clerks of the male persuasion, I would not seek the services of women; no, nor boys, nor dudes—unless, perchance, it was to offset the peculiarities of some curious customers who happen to want nobody but a woman to wait on them. In that case I would, to be sure, employ one woman. I have mentioned "dudes" because it was my misfortune one time to have a dude in my employ and he made "dates" with about every nice looking girl he waited on, which was demoralizing to the girl and to the rest of the clerks and also to the customers who noticed it. I should pay those ten men a good living salary. Assuming that they were half of them married and the other half unmarried I should pay each class \$15 weekly. Marriage would make no difference to me. Nor would I allow a clerk's salesbook to influence me in gauging his pay. If he sold \$100 worth of shoes a day he would be as valuable to me, but no more so, than the clerk who sold but \$50 a day. In truth, he might be less valuable. I will tell you why. I have known "good sellers" so-called, to give very short thrift to a customer who they saw was hard to please. At times they have had no compunction in jumping up from a customer who they saw was hard to please and going over to another customer who appeared to be more "easy." Indeed, I have known such fellows to tell a "hard" customer after a few moments of work with him, that they were entirely out of the kind of shoes he wanted. They would get rid of a troublesome customer then, to be sure, and be able to turn their attention at once to some one else less difficult. Probably they would make a speedier sale by going over to the second customer than if they had dallied with the first one. At all events, they would make more sales in a week handling "easy" customers than handling fastidious ones. Knowing this and also that their pay, as in times gone by, was calculated on a 3 or 5 per cent. basis, such fellows governed their conduct accordingly toward every customer throughout each day. And their salesbook at the end of each week showed it. It showed that in their opinion sales counted more than the reputation of the house for courteous service.

Under the circumstances it is obvious why a \$100 a day man is of no more value to an employer than a \$50 man. The latter, in taking time to wait properly on a customer who does not know just what he wants at first, may not have the big salesbook that the other fellow has, but he has the satisfaction of knowing that his services are equally valuable to his employer and probably more valuable.

For \$15 a week I should expect good work from each of my ten men—no girl's work, nor boy's work, nor dude's work. It might be asked what is considered a man's work?

I consider a man's work plain ordinary work, with no sentiment or chivalry thrown in. I consider a man's work to be that of trimming windows, opening cases, washing windows or any other thing a woman is not fitted for.

I have taken it for granted that it is conceded a woman is not the equal of a

man in a shoe store. If I should have made a mistake and were asked to explain why, I should say simply that women are useful in no part of a shoe store so much, perhaps, as the women's department or the children's department. That they are not useful elsewhere is proved by the very fact that they are not to be found much elsewhere. Women themselves concede their own sex to be inferior to men as clerks. They know very well that a man knows his business better. They know also that if they were as useful and as profitable to an employer as a man is they would fill man's place more largely, more profitably. As it is, they fill little more than a boy's place. And their chance to get higher is not a flattering one. For, as a rule, shop women lack education. And education is the thing that puts woman on a par with man. Take the office girls, the stenographers, and note the difference between their education and that of a mere shop girl. The difference is manifest. Shop women are ignorant. Were they, however, educated as stenographers invariably are, the policy of employing them to take men's places in shoe stores would then be largely solved.

Before women are equipped to answer the same useful purpose in a store as men are they must first become educated, first come to know their mind better. And speaking of knowing one's mind, how peculiarly susceptible to other women's tastes or opinions the average woman is. You see it in her dress. She is not satisfied with the fit of her dress unless she be assured by half of her dearest women friends that it fits to a T. Even then she has her secret doubts about it. Which shows she has no opinion of her own upon the matter, but is entirely dependent on other people. Either this is the case or she is so persistently stubborn that she won't let her best friends or anybody else know she has no mind of her own.—Robert A. Armstrong in Shoe and Leather Facts.



### A Safe Place for your money.

No matter where you live you can keep your money safe in our bank, and you can get it

immediately and easily when you want to use it. Any person living within the reach of a Post Office or Express Office can deposit money with us without risk or trouble. Our financial responsibility is

**\$1,960,000**

There is no safer bank than ours. Money intrusted to us is absolutely secure and draws

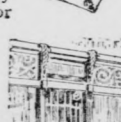
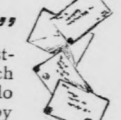
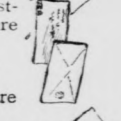
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Your dealings with us are perfectly confidential.

**"Banking by Mail"**

is the name of an interesting book we publish which tells how anyone can do their banking with us by mail; how to send money or make deposits by mail; and important things persons should know who want to keep their money safe and well invested. It will be sent free upon request.

**Old National Bank,**  
Grand Rapids, Mich.





# Mayer's

## Men's Fine Shoes

Are nobby and up-to-date in style. They are made on perfect fitting lasts. Increase your Men's Shoe trade by adding a line of shoes that will bring satisfied customers back to you.

Write for prices.

**F. MAYER BOOT & SHOE CO., Milwaukee, Wis.**





### This Trademark Is on the Sole of Every Shoe We Make

This is one of several of our durable, practical and sensible shoes for farm and railroad work.

Upon request our representative will be glad to call with samples of this and the others.

The wear of a few pair on the feet of your patrons will demonstrate the wisdom of having a full line of sizes constantly on hand.

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

HIGH HUSTLER

# S.C.W.

The more you blow  
The larger we grow





**Secret of Buying Shoes.**

How to buy shoes successfully is a hard problem and one that requires years of study as to the needs of the locality in which you are located.

One of the first problems presented is, are you going to handle novelties? Now, if you intend running a first-class store you must touch a certain amount of novelties. The first thing, is the novelty practical? If it is you can buy heavier than otherwise. If it is not, touch very very lightly, and at any rate do not buy too heavy on them. Buy them when they first come out.

If they prove a very strong attraction (as the freak last) you might buy an additional lot, but do not hang on too long. Get a new one.

When your competitor begins handling it drop it. Give people the impression that you lead, others follow.

In buying for a locality you must make a study of the kind of people and the kind of feet. If you are starting a new store, be sure and put in some extra small sizes and some extra large ones, as you will get the cranks at first. Pick out a last and look around until you find what you want, for each kind of foot, and then buy sizes and widths so you can fit them when they come in.

Do not run too many styles, but have sizes on what you have.

If you find certain ones are not selling, do not keep them because you like them, but give the people what they want.

Do not lose sight of the fact that you are supposed to make some money on the shoes you sell.

People not in the business you will find know very little about it, and they are not supposed to.

If you allow enough margin on your shoes in case they have a complaint, you will find it much easier to adjust it and you renew the customer's confidence in you.

When you find the season for buying coming on look over your stock, see the shoes you will discontinue, get your sizes on the ones you are going to continue, make a note of what you wish to buy in place of the ones dropped, and you are ready for the salesman.

Always look at goods every chance you get. It will enable you to buy more intelligently. You can not sell too many lines. Every one will teach you something.

Harry H. Wilson.

**Easy to Lose a Shoe Customer.**

How easy it is to lose a customer. While in a certain shoe store the other day a young woman came in, bringing back a pair of shoes that she had just purchased at that store, and informed the clerk she would like to have him return 25 cents to her, as she paid \$2.50 for these shoes, whereas her sister had bought exactly the same thing from him last Saturday night for \$2.25. After a little parleying he returned her the difference, but she went away in a not very good frame of mind, informing the clerk at the time that she was obliged to work for her money. Now this store certainly lost two customers that we know of, not counting others that will be told of the transaction. If this merchant had a sign reading, "A child can buy as cheap as a man," and adhered to the rule, he would do more business and people could depend on getting a fair deal. When people know that you have one price and have the goods marked in plain figures there will be no baggling about prices. When you sell a pair of shoes to a customer help him

or her on with the old ones. Do not grab the money and run to have the shoes wrapped or to wait upon another customer at once. Treat your customers civil. They appreciate these little attentions and make up their minds that you want to please them, and they are apt to look you up when in need of another pair. If you act like a machine they think no more either of you or the stock, and the next pair they want they will be apt to drop in the first place that catches their eye. Always make customers feel at home and give them any attention that you can. Tell them to let you know if the shoes are not right. Tell them to try both shoes on when they get home and if not perfectly satisfied to return them. This will convey the idea that they are getting their money's worth. There is no advertisement so good as well satisfied customer.—Shoe and Leather Facts.

**The Benefit of Fads.**

If you have not a fad, acquire one. Fads are the charm of life. A fad may be anything; some people make a fad of their work, and better work would be done if more of us tried it; but if you get enough of your work in working hours take up something else. The trouble with a great many young men who go the way they should not go is that they have nothing to occupy their minds, nothing in which they are interested. When spare time comes it hangs heavily on their hands. The natural inclination is to be sociable, and that leads to taking a drink. That in turn leads to more drinks, and by and by the crash comes. If you are interested in something, if you are fascinated with it, time will fly swiftly and you will be happy. Take up something—golf, amateur photography, physical culture—anything that will arouse your enthusiasm and hold it. You won't know yourself in six months. It will get your mind out of a rut, get it off yourself, and you will be broader, stronger and better for having been the possessor of a fad.

**The Shoe Buckle.**

The glint of the shoe buckle is seen with increasing frequency on the street these days. A more fanciful summer shoe is replacing the long favored Oxford tie. Its evolution has been helped by the high heel and the "dressiness" in footwear that has set in as a reaction from the exaggerated common sense effects. A shoe that is only a variation of a slipper is quite proper for the street now. It is generally of a soft dull finish. Above the large buckle of gilt or steel is a flaring tab which extends above the instep. These shoes are made also in white to be worn in the country with light frocks. All of the buckles are large and very plain in style.

People who have time to read long advertisements usually have little money to spend.



A Postal Card

Will get you prices on the best store stools made.

BRYAN PLOW CO., Bryan, Ohio  
Manufacturers

## If You Want the Best Buy Hoods

No better rubbers made. No better fitting rubbers sold. No better money makers to be had. Mail us your orders or drop us a card and our salesman will call. We have a big stock and are headquarters for Michigan, Ohio and Indiana.

The L. A. Dudley Rubber Co.

Battle Creek, Mich.

When you see a tough old customer come into your store for a pair of shoes, one that you know to be particularly hard on shoes, just put a pair of

## Our Hard Pan

shoes on him. He won't come back kicking, for there are no shoes made that will come up to Our Hard Pan for wear. Made by

Herold-Bertsch Shoe Co.

Makers of Shoes

Grand Rapids, Mich.

## Men's Work Shoes



Snedicor &  
Hathaway  
Line

No. 743. Kangaroo Calf.  
Bal. Bellow's Tongue. 1/2 D.  
S. Standard Screw. \$1.75.  
Carried in sizes 6 to 12.

Geo. H. Reeder & Co.

Grand Rapids

We would be pleased to have every shoe merchant in the State carefully inspect and compare our

## "Custom Made Shoes"

with any they may be handling. The season is fast approaching when such a line as ours will meet the demands of those who are looking for a

FIRST CLASS WORKING SHOE

Waldron, Alderton & Melze,

A postal card to us will bring the line to you.

Saginaw, Michigan

## Dry Goods

### Weekly Market Review of the Principal Staples.

**Staple Cottons**—For home deliveries there has been a very pleasing increase in the sales of printed cotton this week. Orders for quick deliveries have been better in every way and there have been very good propositions for future deliveries. Spot prices have up to the present writing remained unaltered, but for the future there is more trouble to make contracts and sellers are very reserved. Four-yard brown sheetings show this condition fully as much as any other. Converters have been looking for several lines of fine yarn goods and find prices firm throughout. Bleached cottons are steady in prices and the general character of the trading has shown no change although there are reasonable numbers of orders for limited quantities received daily. Wide sheetings, cotton flannels and blankets show no change of moment and ducks are steady at last quotations. Coarse colored cottons show material improvement in demand and are steady in price.

**Linings**—The cotton linings market has shown quite an advance in the way of business since our last report. Buyers are not preparing for spring needs as yet, but fall lines are selling well. Lower grades of silesias and percalines are showing quite an increase in business and in several instances prices have shown a considerable amount of strength, more than for some time past. Kid finished cambrics show no change of price and a fair amount of business is coming to hand. Fully mercerized goods and allied effects receive a steady demand and prices are steady. The clothing trade has been buying full average quantities of cotton Italians, twills, Alberts, etc.

**Woolen Dress Goods**—Whatever may be the ultimate outcome of the approaching spring season it can be said that the preparations of the foreign and domestic manufacturers have run more to fancy and novelty effects than for some seasons past. It seems to be an accepted opinion on many sides that fancy effects are growing into popular favor and are, therefore, slated a good place in the lightweight business. To what extent fancies will displace plain goods must remain a mooted question for some time to come. That plain effects will still continue prominent admits of no question, but there appears to be some basis for the belief that fancy effects in attractive but not too decided color combinations in soft faced fabrics will have to be reckoned with. Considerable business has been secured by jobbers and garment manufacturers during the past two or three weeks for fall, and while this business has not been reflected in an active, substantial duplicating movement in the initial market, there has been some evidence of augmented operations in this connection leading first hands to hope for a more decided and confident buying movement in the near future. The business that has materialized has followed along in much the same channels as during the earlier weeks. Staple effects in both smooth and rough-faced, have been taken in a fairly confident way; such goods as broadcloths, chevots, tibets and Venetians have done fairly well. Some good orders have likewise been secured on sackings and henriettas. Cashmeres have continued rather quiet. Camel's-hair effects are attracting a good

deal of attention from the high-class trade and promise to be a leading novelty in the fine trade. Some very encouraging orders have been secured on goods of this class by foreign makers, and certain domestic mills have also been making a successful bid for business of this kind. Novelty effects in the form of neat mixtures of the cheviot class in dark backgrounds and similar fabrics in spotted effects have taken well with the buyer. Neat Scotch effects have also won recognition, the success won on certain lines of this class for fall causing agents to include them in the list of promising factors for spring.

**Underwear**—The jobbers have found an excellent season in the underwear departments and predict the fall and winter underwear business will be one of the biggest successes of all lines. Fleeces have been among the most prominent of these lines. The total amount of business, however, while it might be called good is not by any means extraordinary so far. Visiting buyers have left quite good re-orders with the jobbers and some have placed lightweight orders with the mill agents for next spring, taking advantage of being in town to accomplish this stroke of work. The condition of prices on raw cotton has made mill agents careful about accepting these orders to any great extent, and at present writing it looks as though the buyer who has not got in his orders for spring goods would be obliged to pay considerably more than his rival, who did it early. Even on duplicate fall goods many lines can be only secured at an advance and fleeces in particular show advances of from 12 to 15 cents, and according to some good judges more are promised. The advances are caused partly by the higher cost of raw material, but the low conditions of the stock in the hands of both the retailers and jobbers also account for it partly. The retailers in particular do not seem to realize the extent of the changed condition to-day. They have been in the habit of placing orders in a market where there was an over-supply, and now that this season shows a reverse condition, they can not understand it. The production of underwear has been better regulated this season and at the same time consumption has been better for the past season, thereby using up practically all carried over stocks and placing the buyers in a position where they must select an entire new stock. In looking over the lines of spring underwear we can see very little in the way of novelty. In fact, there is practically nothing new except in very minor details. In the cheaper lines, colors are much more frequent than in the finer grades, yet we find some excellent colored goods in higher grades, also.

**Hosiery**—The hosiery market continues to show an excellent condition and re-orders are coming in with considerable freedom. The jobbers are finding that it is difficult in many goods to fill these re-orders on account of a growing scarcity in their stocks. In the primary market there is very little activity now, the agents resting on their oars and waiting for further developments.

**Carpets**—The carpet market continues active and there promises to be no lull for many weeks to come. The aggregate business in hand is as large as one could wish for. In fact, the manufacturing end and the selling end could hardly be on a stronger foundation than they are to-day. Consumers are hungry for the goods and they want them

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different numbers of Gloves and Mittens in our Fall line ---prices 75 cents to 24 dollars per dozen. Don't you think we are in position to satisfy your wants? We know we are and will have our salesman call if you say.

## Grand Rapids Dry Goods Co.

Grand Rapids, Mich.

Exclusively Wholesale

## P. Steketee & Sons

Importers and Jobbers of

### DRY GOODS, NOTIONS

### and Men's Furnishings

Grand Rapids, Mich.

OLD RELIABLE **B.L.** CIGAR ALWAYS BEST.

LUBETSKY BROS. DETROIT, MICH. MAKERS

## Four Kinds of Goupon Books

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

TRADESMAN COMPANY, Grand Rapids, Mich.



quickly. Notwithstanding the fact that there is as much business on hand as weavers can comfortably attend to and that prices are considerably higher than they were at the corresponding period last year, much dissatisfaction is felt with the way in which the price of yarns has been advanced during the past two or three months. They can not understand why such a heavy advance was made when no corresponding advance was established on the raw material. Yarn spinners, however, to-day are so sold up on their productions that their deliveries are exceedingly backward, and they have marked yarn values up in many cases probably with the idea that weavers anxious for yarns would go elsewhere for the filling of their needs rather than accept yarns on such a high basis. Spinners, no doubt, have found weavers so anxious for yarns that, with the little, if any, surplus stock on the market, they felt that a general acceptance of the prices would be the result. In fact, the weavers have been, and indeed are now, in a position where much depends on the spinner's actions. Nevertheless the spinner should not go so far as to take undue advantage of his position for the time will come when the weaver can retaliate for any course that is pursued to his disadvantage. In  $\frac{3}{4}$ -goods circles everything presents a rosy hue. Mills are working to turn out as much as their help are able to, which means that many are working more than the full quota of time. In Philadelphia there continues a general shortage of help and it is no unusual thing to see in a mill nowadays quite a number of looms idle owing to the shortage of weavers. In other departments the conditions are the same. Deliveries to the jobbers continue quite heavy, but nevertheless the jobbers are anxious for more goods. The jobbing trade are doing a very large and handsome business now all over the country. Salesmen report that stocks in the hands of the final distributors at the beginning of the season were very limited and those who have already bought have taken some big lines. The demand is for all grades, from the very finest to the cheaper goods. Brussels are big sellers. Brussels rugs, 9x12, for rooms with hardwood floors, promise to be in large request again this season. Ingrains of all makes and grades are in big request. The Philadelphia weavers are well supplied with business. Some difficulty is experienced in getting worsted stock in any large amounts. Prices on yarns are such that much complaint is heard. Carpet prices have not changed, but some action will no doubt be taken if a further advance in yarns is threatened. Granite weavers report a good business. Prices are pretty high, owing to the firm state of the yarn and cotton market.

Curtains and Table Covers—Makers of tapestry curtains and table covers report business as very good. Orders are numerous and those in hand will require some weeks to produce. The demand runs largely towards the cheap standard lines, retailing from \$2 to \$4 per pair. Makers of chenille goods report a fair demand. The Western retailers seem to have the run of the selling.

#### The Game of Matrimony.

Ted—Is that girl who married the old fellow satisfied with the match she made?

Ned—Yes. He wasn't worth as much as he claimed, but as he turned out to be ten years older than he owned up to, she considered it about a stand-off.

#### Lack of Consideration For Other People's Property.

When the cost is considered of every individual thing that is in daily use by the rich, and often its exceeding rarity, making any replacement in case of accident next to impossible, it is a wonder that guests are so careless, and feel so little responsibility in the handling of such costly articles, their only excuse being (and, after all, it is no excuse at all) that they are quite unaware of the value of the glass, china and fine linen that they treat with so little consideration.

"You are distraught, madam," said a man at dinner, noticing that his hostess, next to whom he was sitting, was not listening to a word he was saying.

"Why, to tell the truth," she answered laughing consciously, "I can not take my eyes off Professor Smith, who is so absorbed in demonstrating some truth that he is jabbing his fork right through one of my best napkins. If the poor man only realized what those napkins cost me, he would feel as uncomfortable as I do at ruining the set."

"Let me say something to him to stop it," said her guest, quite concerned at the situation.

"Not for worlds," answered the mistress of the house. "The mischief is done already, and I only hope he will remain unconscious of it!"

Laying lighted cigarettes on the tablecloth is no uncommon act of carelessness which may burn a hole in a cloth literally worth its weight in gold.

"I will tell you an awful secret," said a young man to a girl, "if you will promise never, never to tell. I laid my cigar on the table while we were smoking just now, and burned a big hole in Mrs. Midas' thousand dollar cloth. Isn't it horrible? No one else saw it, and as we all change places after you leave, it can never be discovered who did it, for I just covered it over with a plate and then took another place. I saw 'Dickie' M—take my seat," he chuckled, "and as he stayed there the rest of the time and talked to Mr. Midas, who was opposite, I trust he will have the credit of it!"

Quite apart from the cost of the article that is injured or the trouble that it involves to replace it, every careful house mistress has a veritable love for her house furnishings. No one who has seen her affectionate little pet after she has finished her inspection of a well set out dinner table, with its snowy napery and brilliant glass and silver, or a daintily decked dressing table freshly arranged for some respected visitor can doubt it, and it seems too bad that the indifferent guests (for both girls and men alike are equally careless in such matters) should destroy her pretty accessories by sheer carelessness, leaving unsightly ink stains on the newly covered writing tables, tearing pieces out of the pretty blotter, dropping cologne on the highly polished wood of the bureau and thereby leaving great white blotches on the varnish and many other iconoclasms that destroy the lares and penates dear to the heart of their hostess. It goes without saying that the offending guest is generally quite unconscious of his offenses and perhaps sometimes he wonders why this season he has not been invited to Mrs. A—'s, where last year he made a long visit, not realizing that these trifles, seemingly "light as air," have prejudiced his hostess against him.

It is the biggest kind of an insult to offer a small sum of money as a bribe.



## WRITE AT ONCE

for a copy of our Unabridged Fall and Winter Catalogue No. 325, containing over 1,000 pages devoted to everything known in the general merchandise line

This catalogue is the most elaborately illustrated and the most thorough in its descriptions of any published in America. It quotes prices on every article we handle in our establishment, which is the largest-wholesale general merchandise supply house in America.

#### A COPY OF THIS CATALOGUE

should be in the hands of every merchant, as its prices are a reliable criterion of correct market values. It will be mailed free upon application only to dealers.

#### AN APPLICATION FOR A COPY

of this catalogue implies but one obligation: that, when you receive it, keep it in a place secure from the intrusion of those who have no right to the information it contains.

A great many of our catalogues come into the hands of private parties through the carelessness of dealers in allowing them to lie around within easy reach.

#### WE HAVE AN ORGANIZED DEPARTMENT

which is maintained at a large expense for the purpose of preventing any but dealers from buying goods of us, and we therefore would consider it a special favor if dealers, when aware of a "consumer" or a "club of consumers" who are making their purchases of us, will put us in possession of their names. If dealers will co-operate with us in this, and also be careful about keeping our catalogues out of the consumers' sight, we are confident that we will thoroughly root out the names of all persons from our books who are not entitled to buy at wholesale.

#### A WORD ABOUT FILLING ORDERS

Our shipping facilities are being constantly improved, and with the recent addition of more floor space, which now gives us a total area of nearly half a million square feet, we are in position to make satisfactory shipments.

## LYON BROTHERS,

Wholesale Dry Goods and General Merchandise,  
Madison, Market and Monroe Sts.,  
CHICAGO, ILL.

## Hardware

Bettering the Condition of the Hardware Trade.\*

One of the principal matters that your Executive Committee took up at its meeting in January was the discussing of various methods for increasing the membership in the organization. We have had experience with a paid solicitor and the result had not seemed entirely satisfactory to many of our officers; consequently that plan was not again seriously considered. It was finally decided to offer cash prizes to the traveling men of the State as an encouragement for them to work in the interest of the organization, and in addition to these premiums, which were to go to those securing the greatest numbers of members, a commission of \$1 apiece was offered on each member. A list of traveling men was secured from each of the hardware jobbers and stove manufacturers of the city and a personal letter was written to each one, inciting him to use his best efforts to secure new members to the organization. The results of this offer have not been up to expectations.

At the time of the annual convention last year there were 252 members on the list, including several who were more than two years in arrears. Of these, 122 have paid their dues up to Jan. 1, 1903, 79 are paid up to January 1 of this year, a large number of whom I believe will pay their indebtedness as before, during the convention, and there are 19 who are two or more years in arrears, while the remainder have either withdrawn or have stated that they had previously made a request to the Secretary to have their names taken from the membership roll. All of these men have been written personally and I believe that we will hold the majority of them who have not gone out of business. Ten new members have been added to our list since the last Secretary's report and, as a result of the invitations to this convention sent to nearly 1,200 hardware dealers in the State, I trust that many new names will be added while our meetings are in session.

It is to be regretted that many of the hardware dealers in the State do not arrange their business so as to be present with us at these meetings, which from personal experience I know are a great source of profit to those who attend. If we could arrange to have them all here at one time their enthusiasm would be equally aroused and would undoubtedly bring them all into the fold of regular attendants. This might be done if our members would carry with them to their respective non-attending fellow merchants the benefits which are derived at the annual convention. We propose to see that a copy of the official proceedings is distributed to every hardware man in Michigan, so that they may all become conversant with the work of the Association and during the coming year, if each member who is in attendance at this time will feel it an obligation to secure at least one member before the time of our next convention, it would be the most effective plan which we could adopt for increasing our numbers. The papers which we hear at these meetings are not only an education, but give us confidence in ourselves to more easily overcome the trials of a business life.

A committee representing your Asso-

\*Report read at annual convention of the Michigan Retail Hardware Dealers' Association by Secretary H. W. Weber of Detroit.

ciation attended the annual meeting of the National Hardware Dealers' Association, held in Chicago last March, and took part in the discussion of problems with which that Association has to deal. One of the most important matters which was taken up was the discussion of the proposed parcels post bill which was then before Congress. By the provisions of this bill it would be possible to send parcels weighing as high as 200 pounds through the mails at a cost which would be materially less than the Government could carry the same for. This would place still another weapon in the hands of catalogue houses and department stores, and their business, which, though large, is curtailed in many districts by the high cost of transportation, would immediately flourish in every section of the country to the detriment of the retail merchant, particularly in the country towns. It was decided to offer strong opposition to the passage of this vicious piece of legislation and arrangements were made with a representative on behalf of the Association to oppose the bill when it came before the House. The opposition to this measure was so great that it was not passed and I believe that now, as the merchants have taken the matter up, it will be impossible to secure its passage at a future date.

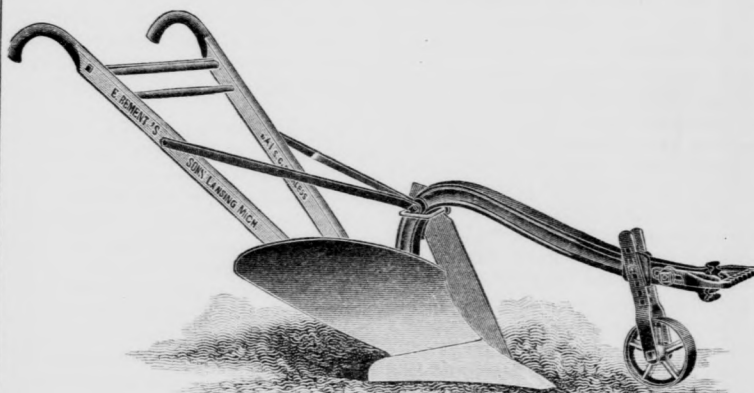
Another question of importance which was discussed at the meeting of the National Association was the proposal to establish in connection with that organization a retail hardware dealers' mutual fire insurance company. Your committee strongly opposed this contemplated step on the part of the National Association and it is hoped that as a result of this opposition the matter will not be undertaken by the National organization. The Secretary of the National Association reported that several complaints had been received from various state associations affiliated with the National Association and that these had all been settled amicably as soon as the power of the National organization had been employed for that purpose. One noticeable instance of the benefits derived from the organization of a National Association is the action of the Kelly Axe Co., which has succeeded in keeping its goods out of the hands of the catalogue houses, and it is very encouraging to see that manufacturers prefer the patronage of the legitimate retail hardware dealer to that of those large concerns which have such a detrimental effect upon the retail business of the country.

Shortly after my return from Chicago a letter was prepared and sent to all the members of the organization, asking them if they had any complaints or grievances. Either our members are not suffering from any evils which they would like to have your Complaint Committee take up or they did not take time to write your Secretary about them, for none have been filed since that time.

Since sending out this letter your Secretary has twice written to all the members in the State in regard to various matters and invitations have been sent to every hardware dealer in Michigan requesting his attendance at this, our annual convention.

In closing, I wish to say that each and every member should feel it his duty to assist in every way possible the maintaining and strengthening of our State Association. Your officers, I believe, have worked hard at all times, but they must have the willing support of the members in order to accomplish the best

## E. Bement's Sons Lansing Michigan.



# Bement Peerless Plow

When you sell a Peerless Plow it seems to be a sale amounting to about fifteen dollars; but consider that purchaser must come back to your store several times a year for several years to get new shares, land-sides, mouldboards, clevises, jointer points and other parts that must sooner or later wear out. During this time he will pay you another fifteen dollars, and you will sell him other goods.

**Bement Plows**  
TURN THE EARTH.

We make it our business to see that our agents have the exclusive sale of Peerless Plow Repairs.



### E. Bement's Sons

Lansing Michigan.

**ALL GENUINE BEMENT PEERLESS REPAIRS**

BEAR THIS LABEL

**BEWARE OF IMITATIONS!**

*Our Legal Rights as Original Manufacturers will be protected by Law.*



results. We all know how easy it is to come down to our convention to listen to the valuable papers delivered here and enjoy the benefits of any social features provided for in the programme, but do we keep the Association constantly in mind and talk to other hardware dealers throughout the year urging them to affiliate with us in the work which we have undertaken? There may be conditions in some towns to make it impossible for any members to do much towards increasing the membership, but there are very few of us who could not secure the signature of at least one member.

I hope that when we meet again next year the record of our work accomplished during the coming year will eclipse all the past efforts of our Association.

#### Effect of a Misplaced Advertisement.

Mrs. Wilkes wanted a servant girl. Mr. Wilkes, whose pursuits are literary, wrote something like this: "Good girl for light housework; reasonable wages; apply 477 Fourth street," and inserted the same in the morning paper. That was at night.

The next morning at 6:15 the Wilkins door bell rang. Mr. Wilkins, scantily arrayed, answered the summons and confronted a large woman with spectacles.

"Where is the girl?" said the woman. "You can search me," Wilkins assured her.

"Haven't you got a girl here?" pursued the visitor.

"No," said Wilkins. "Do you want the job?"

"Me!" exclaimed the woman. "Well, I guess not." And she flounced angrily down the steps.

At 7 Mrs. Wilkins arose and, going to the kitchen, inserted her hands in pancake dough.

"R-r-r-r-ring," said the bell.

Mrs. Wilkins went to the door.

"Are you the people who advertised about a girl?" asked a smartly dressed young matron who had pressed the button.

"Yes," said Mrs. Wilkins. "Come around to the back door."

The woman looked surprised but presently stood looking into the kitchen.

"Now," she began, "how many afternoons do you want, what are your habits, and what do you know about cooking?"

It was Mrs. Wilkins' turn to be surprised.

"I know enough about cooking, I guess, madam," she said tartly, "and I do not think the afternoons I want off are any of your business. What references have you, and supposing you tell me something about yourself?"

"Well," snapped the woman, "for a servant if you aren't the nerviest, the most self-sufficient thing I ever—"

"Look here, madame," replied Mrs. Wilkins, "whom are you calling a servant?"

"Well, I suppose you object to the name, but I want you to understand that girls in my employ are servants. I want no ladies in my kitchen."

"Well, for goodness sake, whoever wanted to be in your old kitchen?"

The woman outside looked puzzled.

"Didn't you advertise that you wanted a place?" she asked.

"Hardly. I advertised that I wanted a girl."

The woman pulled a copy of the paper from her handbag and pointed at the wants columns. Then it was that Mrs. Wilkins saw that her advertisement had been placed in the Situations Wanted column. She did not say much just then, but when, after answering thirty-six calls at the door-bell and confronting thirty-six men and women who looked her over with the air of an employer, she locked the front door and speeding away to the house of a neighbor with the baby in tow she observed in a strenuous undertone:

"Gracious! I wish I could get Tom to swear for me just a little!"

#### Vocabulary of a Dog.

How much or how little a dog understands our language is an interesting question. That he comprehends the difference in certain expressions, and knows individual words, is obvious. If, for instance, Jack and Jill, two bright little fox terriers, are apparently asleep on the hearth rug and you try the experiment of bringing the name Jack casually into the conversation, the former will invariably give a gentle wag of his little stump tail to acknowledge his interest, while Jill betrays no consciousness whatever. But if the latter is mentioned, she will be the one to recognize the name. "I am going for a walk," is a sentence that always fills them with the wildest glee, although their mistress purposely utters it in her ordinary tone of voice. If, however, she turns to them and remarks decidedly, "No, Jack and Jill must stay at home," the little dogs look utterly dejected and miserable, for they know her fiat is like that of the Medes and Persians, and that no cajolery and blandishment can alter it. On the other hand, if she says gayly, "Yes, Jack and Jill may go, too," the joy is almost too great for expression and they roll over and over each other in an ecstasy of delight. Then, watching with the keenest anxiety until she begins to make unmistakable preparations, they will tear to the front door and sit patiently watching with eager eyes the staircase until her appearance, when they will tumble out into the street helter skelter for a preparatory race before sobering down sufficiently to trot beside her in the decorous fashion which they know perfectly well is incumbent on a well conducted dog in the city, although in the country they scour the fields far and near in their mad pursuit of bird and butterfly.

"Of course, they understand far more than we have any idea of," said a dog lover, speaking of the subject. "Never will I forget the look of sudden comprehension, anguish and reproach I saw once on the face of old Ponto, a look that haunts me whenever I think of him. He was very old and had an incurable complaint which gave him at times great pain, so we concluded that the most merciful thing we could do would be to put him comfortably and everlastingly to sleep with chloroform. He was a heavy dog, so we dug his grave beforehand at the foot of the garden, under an apple tree, and when everything was ready I called the poor old fellow, who rose unsuspectingly to follow me, and, with the bottle of chloroform and towel in hand, I led the way down the garden path, and on the way called the gardener, who was working at a little distance. 'I am going to put an end to poor old Ponto now,' I said, without thinking, 'and I want you to be on hand in case he struggles.' Ponto stopped short, he saw the open grave, me standing with a guilty countenance (for I felt like a murderer and showed it) with the fatal bottle, and the man approaching, and then he gave me that look. 'How could you,' it seemed to say, 'you whom I loved and trusted!' And then slunk sorrowfully away and took refuge under the veranda. Here he stayed all day, and when at last he crawled out, looking supremely miserable, the 'mistress' put her foot down. 'Ponto shall die a natural death, like any other Christian,' she declared. 'If he is decrepit and suffering he shall be tenderly cared for. I suppose,' she added, looking at me, as if I were a monster, 'you would hardly chloroform your grandfather if he grew old and troublesome, a piece of logic which silenced if it did not convince me. I was unreasonable enough, too, to feel profoundly hurt when from that time forth Ponto would never come near me.'"

An Iowa woman who was unable to get possession of the baby had the infant arrested as a vagrant and herself appointed special constable to take charge of the prisoner pending a decision by the courts as to permanent custody of the child. It was the only way in which she could get around the terms of a law recently enacted in Iowa.

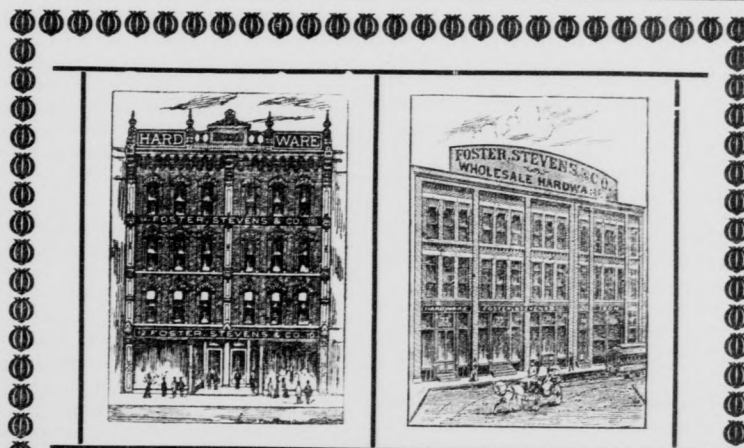
## Buckeye Paint & Varnish Co.

PAINT, COLOR AND VARNISH MAKERS

Mixed Paint, White Lead, Shingle Stains, Wood Fillers

Sole Manufacturers CRYSTAL ROCK FINISH for Interior and Exterior Use.

Corner 15th and Lucas Streets, Toledo, Ohio.



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.

## TENTS



All sizes and kinds for all purposes for sale or rent. Prices, rates and terms on application. Camp furniture and canvas covers. Send for catalogue.

THE M. I. WILCOX CO.

210 TO 216 WATER ST., TOLEDO, OHIO



Why use the Little Giant Gas Machine? Because it has an enclosed gas mixer. It takes the air from out doors, thereby leaving the only outlets for gas at burners and the intake of air. We use iron gas piping; can be placed in ceiling or other wise. We produce the most powerful and steady light on the market; no flickering or vibration of light. We are lighting more space with one burner than any other system of lighting, thereby saving breakage of mantles and glassware; also saves work in lighting. No generating at burners; not necessary to handle them even unless you wish them closed. No condensing. The delight of all. Ask us for prices if you want the best.

## HE KNEW IT ALL.

## His Experience in Building and Furnishing a Home.

Before I was inveigled into building a home of my own, I was as happy as man can be. I lived in a rented house. I could let the children amuse themselves by drawing on the wall paper and could drive nails in the walls without a thought, except that I was getting the worth of my rent money. In short, I enjoyed the pleasures and privileges of a man who is living in somebody else's house.

But I had a quiet, deep-rooted opinion that I could design a house quite as well, if not just a little better than any architect in the business. I knew what I wanted and where I wanted it. I felt sure that although I might possibly be somewhat unfamiliar with a few of the technical terms of the architectural profession, I could lay out the plan of a house in a manner which would give the greatest satisfaction. It was such a simple thing. I pictured a quiet home, nestling in a sunlit glen, with broad, inviting piazzas, a stately reception hall, bright and airy bed chambers and cosy nooks and corners that delight the heart of the domestically inclined man.

On this basis, after a few preliminary skirmishes with my better half, I evolved a plan which my friends considered perfect. My friends are all extremely polite. I would have a house with some character to it; a certain individuality not possessed by the vulgar shopmade home. Whatever faults it may have, my house does possess individuality.

Somehow or other—possibly because the ignorant builders did not comprehend my plans—things did not turn out quite as I anticipated. My kitchen is

next to the parlor, and my guests can always tell what they are going to have for meals an hour before they are served. Occasionally, when some of my daughter's swell friends are visiting her, and are sitting in our reception hall, they are partially choked by an aroma of cabbage which floats in upon them with its all-pervading fragrance. I am occasionally fond of cabbage, but it has been cut out of our menu by the feminine faction of the family. I can only enjoy this delicacy now by bribing the cook.

There are a few other unimportant mistakes, which a professional architect might have noticed and corrected, but in the decoration of my home I have accomplished such a brilliant success that it more than compensates for my slight errors in construction.

As soon as it was rumored that I was about to make the grand mistake of my eventful life—that I was going to build a home for myself and family—my mail began to assume enormous proportions. I received beautiful and elaborate catalogues, descriptive of everything from sewer pipes to canary birds, which I immediately turned over to my children for dissection and to be pasted in scrapbooks. That oldest boy of mine has all the instincts of a sailor; anything pertaining to the water interests him. He secured all the plumbing pictures, and his scrapbook contains about three hundred bath tubs and other articles pertaining to every self-respecting lavatory. The other children selected such of the literature as most strongly appealed to their several tastes, while I studied carefully every line pertaining to carpets, curtains, wall paper and interior decoration.

I felt that now indeed, the grand opportunity had come to retrieve the mistakes I had made in building, and I resolved to do all the decorating myself, without any outside aid. I am a man of the finest taste, although it may be uncultivated. When the decorators called upon me, I listened to them with ill-concealed disdain, owing to my superior artistic judgment. I absorbed long explanations of various styles from Louis the Eleventh to the Twenty-eighth. I heard learned dissertations regarding Renaissance, Flemish, Dutch, Colonial, Oriental, Delft, Antique, Art Nouveau and others, until my brain was in a whirl. Then an inspiration struck me: Why not combine the various styles? The very thing I was looking for. Originality is my long suit.

I took a month's vacation to rest and to furnish my new home. I had lots of trouble in making my purchases because the ignorant salesmen hindered me greatly by offering suggestions, thinking, of course, that they were dealing with a man who needed them. Some of the stores had furnished rooms, so that the buyer might see the effect produced by various combinations; but none of these suited me—they were too commonplace. I was looking for originality—and I got it.

After buying about seven carloads of material, and having it shipped to my new house, I decided to get down to work. I tackled the job bright and early one sunshiny spring morning when the birds were twittering merrily about something, I do not know what, and do not believe they did. If I could live in so simple a home as a bird's nest, I could twitter merrily, too! I was assisted at my work by two able-bodied

men and my oldest boy. I had the walls papered—not because I did not consider myself competent, but because I did not like the nasty paste.

Naturally, the first thing to be done was to lay the carpets. This was easy in the reception hall because it had a hardwood floor, and I bought a half-dozen Oriental rugs of assorted shades to sprinkle about. In the parlor I met with my first serious difficulty. The broad piazza (pride of my heart) made this room very dark, and, with the brown paper I had chosen, it resembled the interior of a sepulcher. However, with great forethought, I had purchased a light cream-colored wilton, with red figures, which lightened things somewhat. I could not make the figures match—but nobody notices trifles like that. When I had the parlor carpet about laid, my wife came in to inspect the work. She said the room reminded her of all-out doors, on a pitch dark night, with snow on the ground. But I never place much reliance on a woman's opinion.

I next tackled the dining room, and here I was going to display my superior taste. I did fairly well, except that I could find no place for the sideboard. There was not room enough for it between the windows, and on the opposite sides the folding doors and a pictorial panel were in the way. The end of the room was taken up by the fireplace and a mantel. I remedied the matter by placing it across a corner next the hearth. My wife says the gases from the fire tarnish our family silver, and that the sideboard looks out of place. But I like the novelty of the arrangement. Upstairs I found a similar difficulty. I had built so many closets, which I always consider a prime requisite for a

## PROPOSITION THAT IS ATTRACTING GROCERS EVERYWHERE



This handsome and well made

### Panel Top Delivery Wagon

Is given by us with 200 lbs. guaranteed pure spices for

**\$85.00**

Spices delivered.  
Wagon f. o. b. factory.  
Write for further particulars.

There is no scheme connected with this deal. It's a case where the merchant receives the benefit.

**Woolson Spice Co.**

Toledo, Ohio

Spice Department



bed chamber, and there were so many windows, which I thought necessary for light and ventilation, that there wasn't room for the bureaus.

If there was any particular part of the house that received more attention than the others, it was my "den." I was determined to have a study which should harmonize with my artistic temperament. I covered the walls with burlap of a dark green shade. I did not know how to cover the rough edges, but this only adds to the Bohemian aspect of the apartment. Soft hangings of Oriental hues, and a few pieces of rusty old implements of warfare completed the wall scheme. On the floor I placed some real old-fashioned rag carpet, as a reminder of my boyhood days at the old New England farm house. A Morris chair and a couch were necessities, and I added a table for my smoking appliances. My wife says it looks like a combination of a harem and an arsenal. I rigged up a punching-bag, which knocked over my pipe rack and broke my favorite meerschaum the first time I essayed to use it.

Suffice to say that I finished the furnishing of my house within the month, and that I have a home the like of which no mortal man had ever seen before. When I returned to my office thin and scarred and battered, my partner told me my hair had grown three shades whiter—and I guess it had.

I am now undergoing treatment for nervous prostration.

#### Definition of Business.

What is business? Ask the Jew;  
Ask the crafty Yankee, too;  
Ask the Briton, if you please,  
Haughty trader of the seas;  
Ask the German and the "Jap"—  
Ave, ask any clever chap;  
All will tell, at least they know,  
For their trades like pistons go.

What is business? Ask the sage,  
And he'll stammer in his rage:  
"Business is a thing apart—  
Neither science, neither art;  
For itself and all the time,  
Makes no claim to be sublime;  
Greedy grab and stingy stint,  
Coining gold without a mint.  
Religion, learning, love and all  
Wither 'neath its blighting fall.  
All they say is: 'Well—um—ah—  
Business, sir, is business'—bah!"

What is business—the real thing?  
Ask an honest business king:  
"Business is the thing to do,  
And the way to put it through—  
Honest as the yard is long;  
Honest as the pure is strong;  
Honest as a pound in weight;  
Honest as a plummet's straight;  
Prompt as planets in their swing  
Round their orbits journeying;  
Self-commending as the night,  
As a Chesterfield, polite;  
Damon's honor binds each deal—  
All is for the common weal;  
And the vision of a seer  
Must all enterprises steer."

Business is a cubic thing;  
Square in all its bargaining;  
Square to God and square to man;  
Square to self on any plan;  
Square to all the winds that blow—  
Squarest thing that mortals know.  
Business that is not four-square  
Isn't business—see? Now, there!

#### A Few Conundrums.

What has only one foot? A stocking.  
How do bees dispose of their honey?  
They cell it.  
What game do the waves play at?  
Pitch and toss.  
What soup would cannibals prefer?  
A broth of a boy.  
What sort of men are always above board?  
Chessmen.  
Who is the oldest lunatic on record?  
Time out of mind.  
When is a man more than a man?  
When he is beside himself.  
What is a muff? Something that holds a lady's hand and doesn't squeeze it.  
When is a clock on the stair dangerous?  
When it runs down and strikes one.  
Why is a pig in the kitchen like a house on fire?  
The sooner it's out the better.

#### Devoted Long Years to Paying His Debts.

The Tradesman has had its attention called to a remarkable instance of sterling honesty, where a merchant was embarrassed, could have gotten off on the payment of 50 cents on the dollar, but refused to avail himself of his creditors' indulgence. The gentleman who took this stand is now the leading citizen of Patterson, La.

Born in France, the subject of this story early emigrated to this country and located in Louisiana. He was plucky and started in business by opening a blacksmith shop. Then a small store was attached to the shop. Business grew and the building was increased. In a short while the store prospered so much that a full line of general merchandise was carried.

Other lines were added. The town was growing, and this merchant took an interest in many enterprises. One day he found, upon consulting his books, which had received an overhauling, that he had reached out faster than he had recouped. The sheets would not balance.

His credit was good, and some bankers of New Orleans offered the cash to tide over the several businesses. The offer was about to be accepted when, upon a careful consideration, the proprietor concluded that he would not be able to meet the obligations in the specified time. There had been two bad crops. The New Orleans agents wrote that they were satisfied to take the paper anyway.

His reply was a refusal of the proposition to provide the money. As he wrote the letter the contract was torn up. The letter so stated. That was before rice had become a factor in the Louisiana crops. Sugar and cotton were the staples, and both had been particularly bad the past two years.

The merchant was unable to pay. The crash came and he was wrecked. His friends went in and offered to take 50 cents on the dollar. They thought that would be a very liberal settlement, for the failure was for nearly \$70,000.

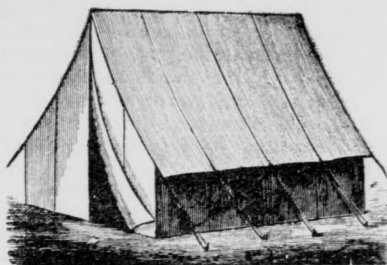
"No," said he, "I will not pay 50 cents on the dollar. I will pay every cent I owe, if it takes the remainder of my life."

The large creditors wrote to the merchant, suggesting that they would be willing to settle at 50 cents on the dollar. He replied to them that he would pay 28 cents on the dollar cash and would make the remainder within ten years.

He kept his word. He started in at the ground again—in the blacksmith shop, pulling the bellows and working over the anvil. It was the story of the first struggle over again. A small foundry was annexed to the shop and its scope of manufacturing was increased. A store followed. Then still more room and a larger sales place.

In twelve years every creditor had been paid in full, with interest. In the meantime the gentleman had reared a good-sized family, and they had built one of the finest homes in the State. The daughters were sent away to school and were educated and given the advantages of the best culture and training to be had in the East. To-day he is worth \$200,000 and owns large slices in almost every important business in the town.

Energy, enthusiasm, enterprise and a firm belief in advertising are the chief characteristics of most merchants who win success.



## Tents Awnings

Wagon and Stack Covers,  
Flags, Hammocks,  
Lawn Swings,  
Seat Shades and Wagon  
Umbrellas.

Chas. A. Coye, 11 and 9 Pearl St., Grand Rapids, Michigan

## FREIGHT TRACERS

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

BARLOW BROS., GRAND RAPIDS, MICH.



## Letter Filing System Free to You for a Trial

a complete outfit for vertically filing correspondence, invoices, orders, etc.

Capacity 5,000 Letters

The outfit consists of a tray and cover, with strong lock and key and arranged inside with two sets of 40 division alphabetical, vertical file guides and folders for filing papers by the Vertical Filing System.

This arrangement is designed for different purposes, one of which is to file letters in one set of the vertical indexes and invoices in the other.

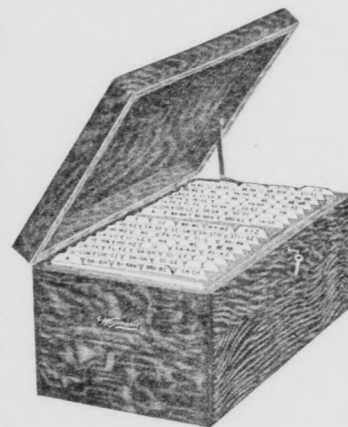
This tray has a capacity of 5,000 letters, or equivalent to about ten of the ordinary flat letter file drawers, and may be used to excellent advantage by small firms or offices having a small business to care for. Larger firms desiring to know something about this new and coming system of vertically filing should take advantage of these Trial Offers.

You need not send us any money—simply pay the freight charges—and at the end of thirty days' trial, if you are perfectly satisfied with the sample tray, send us only \$7.00 and keep it. If you are not satisfied with the tray for any reason, simply return it to us and we will charge you nothing. If you send us \$7.00 with the order we will prepay the freight charges to your city.

Write for our complete Booklet F, giving full descriptions and information.

The Wagemaker Furniture Co.,

6, 8 and 10 Erie St., Grand Rapids, Mich., U. S. A.



## Leggins and Over-Gaiters

We make them. Get your order in now so as to have them when cold weather sets in.

Lamb's Wool Soles

Write for prices.

Hirth, Krause & Co.,

Grand Rapids, Mich.



## Woman's World

Slander on the Status of Unmarried Men and Women.

The other day, in lecturing before the school teachers and summer students at the University of Chicago Chancellor Andrews urged all of his hearers who were not married to rush into matrimony and declared that a man or woman who voluntarily remained single was a moral degenerate.

Perhaps no more mischievous advice than this was ever given. Hasty and ill-considered marriages; marriages entered into without sufficient means to support a family; marriages contracted in the mistaken belief that passing fancy is a deathless passion are responsible for nine-tenths of the murders and thefts and drunkenness and misery of the world. Such unions where love dies with the honeymoon, and where all that is left is a hated chain that binds two people together, is the devil's workshop where all that is worst in the character of a man and woman are developed, and, as a matter of truth, the moral degenerates are not old maids and old bachelors, but men and women who have been unhappily married and whose own experiences have embittered them and seared their belief in every good and true thing.

The old bachelor, no matter how wicked he may have been himself, cherishes some ideal of womanly gentleness and purity; the old maid hugs to her heart to the last her faith in the supreme nobility of man; but the man whose wife has betrayed him or the woman whose husband has been false to her believe in nothing and either go forth to avenge their wrongs on society or, soured and disgruntled, mock at the gods of others.

If every marriage were a happy marriage, Dr. Andrews and every other preacher and teacher might well urge it indiscriminately on people, for there can be no doubt that, just as unhappy wedlock develops all the tares and weeds in the soul, happy marriage is the sunshine in which all the buds and blooms of the heart find their finest flower. The love that robs labor of its toil, that makes sacrifice a pleasure, that prefers another above itself, rounds life into its fullest perfection.

Those who have missed a happy marriage have missed the best that the world can give, but those that have kept out of an unhappy marriage have escaped a lot of misery and suffering and sometimes it is a good deal better to be safe than to run the risk of being blessed. Unless all the circumstances of marriage are propitious—unless the man and woman are old enough to know what they really desire in a life companion and are sure that their love is founded on something deeper and more lasting than the curve of a cheek or an ability to dance the twostep and unless they have sufficient income to live on decently in the way in which they have been accustomed to live—it will be a great deal better for their hearts and their morals and their tempers and their purses to stay single, Dr. Andrews to the contrary, notwithstanding. There have been reckless marriages that urned out all right, but nobody has a right to take it for granted that they will be struck by lightning.

As a further inducement to the unprepared to break into the holy estate of matrimony, Dr. Andrews says that the single man or woman has no place in

society. The facts in the case do not seem to bear out this, either. Men who have done great things have been mostly married because women admired them so they could not escape, although quite a respectable number of bachelors have also made a noise in the world and have done things that left humanity better and wiser, while among women Florence Nightingale, Frances Willard, Clara Barton, Jane Addams and a hundred more one could name off-hand have not only had a definite place in society, but a perch on the topmost round of the ladder, although none of them had a husband.

In society—the gay society that gives balls and parties and rides in automobiles—whether a middle-aged person has a place in it or not depends, in this country at least, on what sort of chromo they can throw in with their company and lack of personal attractions and not on their possession of a wedding ring. An elderly woman, stringy and sallow and plain, without any particular gift of mind or person to attract the admiration of her fellow creatures, must pay for the privilege of society if she gets it. If she is poor and can not entertain, she will find herself relegated to the back ranks and the church sociable crowd just as much if she is a married woman as if she is an old maid, and by the same token the rich spinster never has to complain of neglect or being overlooked by her acquaintances. The woman whose cook is a cordon bleu and whose wines are of the proper vintage does not find that her invitations are refused because she is single and, while a husband may be a luxury, he is by no means a social necessity.

So far as men are concerned, the statement that a single person has no status in society is even more untenable, for it is an axiom that so long as a man is unmarried he is an object of burning interest and solicitude to every woman in the community. The old bachelor is always persona grata with the wives of his married friends, a welcome guest at their table and a perennial object of their philanthropic matchmaking endeavors. Indeed, one of the severest jars a man's vanity ever gets is the dull, sickening thud with which all other women throw him over the minute he is married. Up to that time he has been a figure. Women's faces have brightened at his approach, they have hung with eager interest on his words and laughed at his witticisms, but the minute he gets married he is of interest and importance to only one woman in the world and no other woman is mean enough to do him reverence.

But the society that is of most importance in the world is the great brotherhood of man, and nothing could be less true than that the unmarried man or woman has no part in this. In every community there are old maids and old bachelors whose lives are so helpful to their fellow-creatures that it almost seems as if they had a special call to celibacy and that they were cut off from tender family ties in order that they might assume a mission of fatherhood and motherhood broader than that bounded by blood and far more unselfish.

We all know the old maid sister or aunt who is the stop-gap in the family life and makes good the deficiencies and inefficiencies of the wife to the husband and who mothers motherless little children. We know old bachelors who have never known the love of wife or child, to whom no cry of the widow or

Would a system of keeping your accounts that

## Lessens Bookkeeping By One-Half

That gives you the Total Amount your customer owes you with Every Bill of goods he buys;

That gives your customer a duplicate of his order together with the total amount of his account;

Thereby keeping your accounts up to date like a bank, be of interest to you?

Our descriptive booklet tells all about it and we will gladly send you one if you will drop us a card.

**The Simple Account File Co.**

500 Whittlesey Street,

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## Stock it Promptly!

—You will have enquiries for—

# HAND SAPOLIO

Do not let your neighbors get ahead of you. It will sell because we are now determined to push it. Perhaps your first customer will take a dollar's worth. You will have no trouble in disposing of a box. Same cost as Sapolio.

**Enoch Morgan's Sons Co.**



the orphan ever comes unheeded. All about us there are thousands of unmarried women and men who are spending their lives making good the married failures, and to say that these people have no place in society is like blaspheming against the saints. It is the unmarried men and women who are carrying on the great altruistic, philanthropic work of the world, for in the majority of cases family life makes people selfish and they do not look beyond their own brood.

Some of the most beautiful stories of unselfish devotion that the world has ever known could be told by these unmarried men and women, and many a man who buttons his prim little black coat over his withered heart is entitled to pin there the cross of the Legion of Honor for his gallant sacrifice of himself to his duty. The world sees in him only a thin old man, dried up and wrinkled, who has acquired fussy, particular ways through much living alone, and it gives him good-naturedly about being an old bachelor and never dreams that somewhere down the road of the old man's life there is a grave where he buried love and romance and the hope of wife and child and turned his back on happiness for the sake of others who often do not even appreciate him.

Somewhere, in a little country town, I know an old bachelor who is called "Uncle Jim" by half the community. He is a wizened old man now, always scrupulously dressed in black in the fashion of twenty years ago, and all day long he stands behind the counter of a drug store and listens with unflinching patience to the "symptoms" of his neighbors, and prescribes for them, for Uncle Jim's remedies are esteemed far above doctor's stuff, and not a man, woman or child who does not go to him with their aches, whether of body or heart. It is a flourishing little town in which Uncle Jim lives and he does a flourishing little business and many people wonder why he has never married.

One night it chanced that I dropped into the little store very late. The last of the customers and loungers had gone and the store seemed deserted, but behind a screen in the back of the long room I found Uncle Jim sitting at his desk, with a few yellow old letters, a crumpled glove and a withered rose spread out before him, and on his cheek the hard and bitter tears of old age.

Abashed, I would have withdrawn, but he stopped me.

"Don't go, my dear," he said. "Do you ever feel that the dear dead are so near you can almost touch them and hear their voices? All day I have been listening to the rustle of angel wings and the sound of a voice that I loved, and so to-night I have been living over my youth that left me—only these," and he spread his hands pathetically over the little heap on the desk.

"Perhaps you have wondered as other people do," he went on, "why I never married. I was to have been once. I was engaged to a beautiful girl whom I loved with all my heart, and we had already begun to make the plans—the sweet, foolish plans—of the little home that was to be ours, when suddenly my sister's husband died and her support was thrown upon me. I could not refuse the burden, you know. She was helpless and destitute and there were little children crying to me for bread, and so I had to give up my own happiness for her.

"Angela cried when I told her and gave her back her freedom, for I would

not bind the woman I loved to the wearing slavery of a long engagement, and then she laid her dear head upon my breast for the last time, and I held her close in arms that I knew would go hungering for her to the grave, as she told me over and over again that she would be faithful to me and wait for me to the end.

"I was not rich in those days, my dear. It was a hard struggle to feed eight hungry little mouths and it lined my face and strewed my hair with silver before my time; but, by and by, the years wore on, and I saw happiness beckoning to me again, and Angela and I took up our unfinished dream and began knitting together its dropped threads.

"Then—one of my sister's boys—a weak, foolish fellow, fell into bad company and got to drinking and gambling and robbed his employer of a large sum of money. I sat here all of one long night fighting out the battle between duty and love, and when the gray dawn broke duty had won, but it left me an old man. There was my sister's broken heart to consider, and—the old name that had never had a stain upon it—and I paid the money for the boy.

"At last, however, after middle life had passed, and long waiting had robbed Angela's cheek of its roses and her step of its lightness, when we knew that the fire and joy of youth had gone from us forever, it seemed that our happiness was coming to us. My sister had gone to live with her children, the business was prospering and Angela and I were planning once more for the home that was to be ours at last; but it was not to be. Angela sickened and died and all that was left me was the memory of the long, long years and this little heap of treasures.

"It is not much for a lifetime, but—I have my pleasures. I shall never know the clinging arms of a wife about me, but I send many a woman's husband home to her at night with his wages who would waste them at the corner saloon but for me. I shall never have a child, but many a boy listens to me when he would not to his own father, and many a girl has the lessons and the help that enable her to go out into the world and earn an honest living. They do not mind it from me, you know. I am just Uncle Jim, a crochety old bachelor who is not quite either a man or a woman, but who has his little place in the world for all that," he added, with a whimsical sigh.

Sometimes I hear important fathers of families or gay young boys ask banteringly:

"Uncle Jim, why didn't you ever marry?"

"Oh, I was not a handsome young fellow like you," he invariably replies, but I know that he is thinking of a withered rose and a dead romance and a grave where the grass is growing.

Dorothy Dix.

# The "Imperial"

100 CANDLE POWER  
GRAVITY GASOLINE  
LIGHT

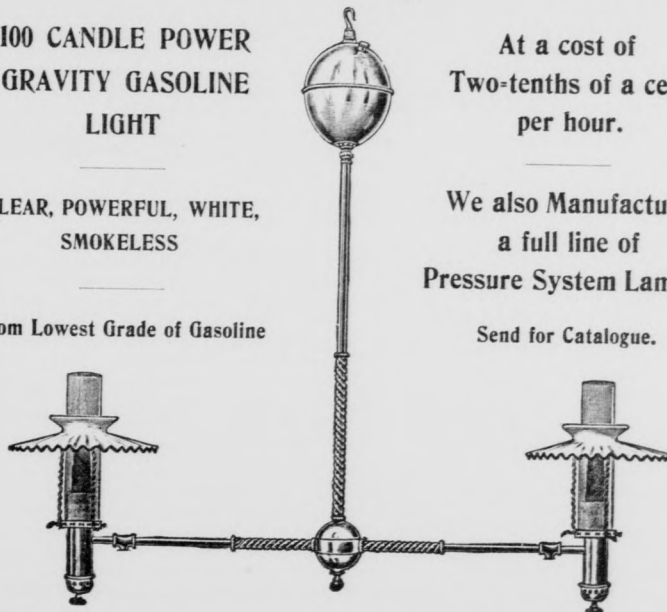
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SMOKELESS

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At a cost of  
Two-tenths of a cent  
per hour.

We also Manufacture  
a full line of  
Pressure System Lamps.

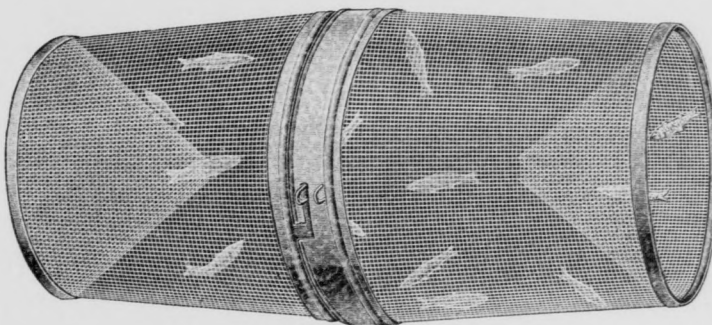
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## "Sure Catch" Minnow Trap



Length, 19½ inches. Diameter, 9½ inches.

Made from heavy, galvanized wire cloth, with all edges well protected. Can be taken apart at the middle in a moment and nested for convenience in carrying. Packed one-quarter dozen in a case.

Retails at \$1.25 each. Liberal discount to the trade.

Our line of Fishing Tackle is complete in every particular.

Mail orders solicited and satisfaction guaranteed.

**MILES HARDWARE CO.**

113-115 MONROE ST.

GRAND RAPIDS, MICH.

The Newest!

Just Out!

### Decorated Lamps

As usual, we are on top when it comes to lamps—always the latest style and always the lowest price. We are now issuing a catalogue showing you exactly what these lamps are in color, shape and style just the same as if you saw the lamps. Drop us a card and get one of these handsome catalogues promptly.

Geo. H. Wheelock & Co.

113 and 115 West Washington Street, South Bend, Ind.

BUY OF YOUR JOBBER

IMPERIAL COMPUTING SCALE

ONLY \$3.75

WARRANTED ACCURATE

WEIGHS 2 LBS. BY 2 OZS.

SAVES TIME & MONEY

COMPUTES COST OF CANDY FROM 5 TO 60 CENTS PER LB.

BEAUTIFULLY NICELY PLATED THROUGHOUT

PELOUZE SCALE & MFG. CO.

118-132 W. JACKSON BOULEVARD, CHICAGO.

ATTRACTIVE CATALOGUE 30 DIFFERENT KINDS OF SCALES

## Butter and Eggs

Manager of the Union Dairy Co. Disappears.

Toledo, Sept. 8.—Court judgments, protested checks, claims galore, a city court constable and a score of clamoring creditors anxiously await the return to Toledo of one E. J. Moore, who posed as the manager of the Toledo department of the Union Dairy Co., which did business for about two months at 42-44 Ottawa street.

The letterheads and other stationery of the Union Dairy Co. are elaborately printed in colors and the names of the officers are given as follows: George W. Ellis, President; William Rogers, Vice-President; Henry C. Ellis, Secretary and Treasurer, and E. J. Moore, manager of the Toledo department.

If the Union Dairy Co. did business in any city other than Toledo, that fact has not been ascertained by several Toledo attorneys who represent the creditors, although it is rumored that there is a St. Louis office. Moore and a female stenographer who maintains a Sphinx-like silence are the only persons who can be connected with the business in a definite manner. No one seems to know anything about the identity or residence of the officers. And Moore, the local manager—where is he?

The assets of the Union Dairy Co. in Toledo now consist principally of a desk and a few empty butter tubs. The Ottawa street place of business is in charge of Constable Becker, of the city court, and the creditors—whistle.

About one week ago, the Elkton Creamery Co., of Elkton, Mich., began two suits against the Union Dairy Co. in city court for claims aggregating \$302.89. Default judgments were taken this morning upon application of Attorney George A. Bassett, representing the plaintiff.

Mr. Bassett says that the Union Dairy Co. bought butter and cheese in large quantities from country producers and immediately converted the dairy products into cash, shipping the stuff to Eastern houses.

This morning's mail brought a bunch of letters directed to the Union Dairy Co. They were opened by the stenographer and Constable Becker took charge of them. Nearly every envelope contained a bill, a draft or a letter from some dealer insisting upon settlement and complaining that checks received from the Union Co. had been dishonored.

The largest individual creditors, it appears, are J. E. Smith & Co., of Clare, Mich. Their invoices for dairy products sent to the Toledo firm amount to \$636.62. Correspondence in the hands of the constable shows that the Union Co. ordered goods freely and in large quantities from the Michigan firm. In payment for the first invoices checks were sent, and more goods were ordered at the same time. The goods were forwarded by the Michigan house, which evidently believed that the checks were good. The checks were deposited, went the usual rounds and were finally presented to the Holcomb National Bank, upon which they were drawn, for payment; but the funds to the credit of the Union Dairy Co. had been exhausted and the checks went to protest.

Among the creditors, some of whom claim to have received worthless checks, are A. J. Mills & Co., Novesta, Mich.; P. C. and L. A. Russell, Columbia, Mich.; William Yeagley, Farmer, Ohio; C. E. Morrison, Williamston, Mich.; John Berger, West Bay City, Mich.; and the F. F. Vincke Co., Ottawa, Ohio. Attorney Elmer Davis represents the Vincke Co.

J. E. Smith & Co., of Clare, Mich., recently received a letter from the Union Dairy Co. explaining that the check sent to it had been dishonored because the bank account had been overdrawn to meet a "big draft made by an Eastern house, but that the claim would soon be paid.

A few days ago Constable Becker sold a small quantity of cheese, but the amount realized was only a few dollars, while, it is believed, the claims of credit-

ors will aggregate several thousand dollars.

Some tubs of butter that were to have been sold by the constable were returned to the shippers.

In connection with its business the Union Co. has advertised the Clover Leaf Creamery and the Clover Leaf brand of butter. There is a Clover Leaf dairy at the corner of Indiana avenue and Thirteenth street, which is a reliable concern, and which, Attorney Bassett says, has no connection with the defunct Toledo department of the Union Dairy Co.

### Oleomargarine Makers May Leave the Country.

Philadelphia, Sept. 4.—The recent ruling of the Internal Revenue Department in reference to the exportation of renovated butter has caused considerable comment among local firms engaged in the export of this product, and unless the Department makes some amendment to the new law, it is said, the export trade in butter and more particularly oleomargarine will shortly be demoralized.

As it is, there is some talk among the large dealers in oleomargarine of leaving this country and seeking a base of operations beyond the jurisdiction of the United States Government, where the provisions of the new ruling will have no effect upon their business. Several large firms in New York State, one of the principal butter centers of this country, have already removed their establishments to Canadian cities, while others have opened new agencies in that country for the exportation of their products.

The latter course is now under consideration by several local exporters, who, it is said, are ready to adopt these methods within a short time, should the Internal Revenue Department make no amendment to the ruling. There is some talk, also, among dealers here of petitioning the Department for relief in the situation, which, it is claimed, is already beginning to show its disastrous effects.

It is required by the new law that all exportations of renovated butter or oleomargarine be labeled or stamped "adulterated" or "process butter." The effect of this ruling upon the trade of tropical countries is disastrous to American exporters, dealers say.

"People of the tropical countries, particularly South America," said a well-known exporter yesterday, "want a cheap grade of butter. Up to the present time their wants have been satisfied by American exporters, but they are prejudiced against any product branded 'adulterated,' and a stamp of this sort absolutely prevents its entry.

"France," he continued, "is our chief competitor in this trade, and exporters in that country are reaping rich harvests as a result of the new oleo law here, which practically shuts out American exporters from that business. Unless some redress is obtained at an early date many American firms will be settled in other countries, mostly in Canada, and a good many more will be forced out of business altogether. Congress should take some action in reference to the matter at its next session, which undoubtedly it will be asked to do by those affected by the operation of the present law."

### Looking Back.

As down the busy street I walk,  
Intent on strenuous ways,  
I seem to hear the robin's song  
I heard in other days;  
I seem to see the orchard white,  
With blossoms bending low,  
And smell the lilac at the gate  
I loved so long ago.

I see again the old rail fence,  
The meadow green and fair,  
And hear the bobolink outpour  
His bubbling carol there;  
I see the upland fields, all white  
With daisies starred like snow,  
And watch the swallows circle round  
The old barn down below.

I hear the cowbell tinkle clear  
And see the lambs at play,  
While all the air is fragrant sweet  
With breath of new mown hay;  
I wander to the trysting place—  
Bless me! how time does flow!  
The girl is now a grandma, twice,  
I loved so long ago.

# Butter

I always  
want it.

## E. F. Dudley

Owosso, Mich.

SEND YOUR

## BUTTER AND EGGS

TO

## GRAND RAPIDS

And receive highest prices and quick returns.

C. D. CRITTENDEN, 98 South Division Street  
Successor to C. H. Libby  
Both Phones 1300

# SEEDS

Clover and Timothy—all kinds of Grass Seeds.

MOSELEY BROS., GRAND RAPIDS, MICH.  
26-28-30-32 OTTAWA ST.

## NEW CROP TIMOTHY

We are direct receivers and recleaners of choice  
Western grown Timothy Seed. We buy and sell

## Clover, Alsike, Beans, Pop Corn

ALFRED J. BROWN SEED CO., GRAND RAPIDS, MICH.

SEND YOUR

## POULTRY, BUTTER AND EGGS

to Year-Around Dealer and get Top Market and Prompt Returns.

GEO. N. HUFF & CO.

55 CADILLAC SQUARE

DETROIT, MICHIGAN

## JOHN H. HOLSTEN,

## Commission Merchant

75 Warren Street,

New York City

Specialties: EGGS AND BUTTER.

Special attention given to small shipments of eggs. Quick sales. Prompt returns. Consignments solicited. Stencils furnished on application.

References: N. Y. National Ex. Bank, Irving National Bank, N. Y., N. Y.  
Produce Review and American Creamery.



## The New York Market

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

New York, Sept. 6—There are lots of buyers here. The hotels are said to be so filled that cots have to be used for sleeping purposes everywhere. The jobbers are as busy as bees, and this applies to practically every line of trade.

Coffee had a few days of excitement again and, owing to various reports of damage to trees from frosts, there was a slight advance. At this writing it is all over and the market has sagged until there is nothing to record but the same old story of hand-to-mouth business. Neither jobbers nor roasters are seemingly much interested and the market moves on in just an average sort of way. At the close Rio No. 7 is held at 5½c. In store and afloat there are 2,955,026 bags, against 1,747,337 bags at the same time last year. Mild coffees are steady and the better grades of stock from the West Indies are meeting with a quite active movement. Offerings are light and the outlook seems to be in favor of the seller for some little time to come. Good Cucuta is worth 9c. East India coffees have been more and more in demand and the close of the week sees a very satisfactory trade.

Sugar refiners are from one to two weeks behind in filling orders and there is a great wailing. The trade is mighty active and likely to remain so for a month. Jobbers are taking supplies for thirty days' requirements—when they can get them—and prices are well sustained as a matter of course.

There seems to be an improvement in the tea market and this of a steady although slight character. Prices are firm and dealers seem to have reason to look for a satisfactory fall trade.

Fancy head rice, 5¼@6c. Sales are small, as to the individual buyer. Prices are well sustained and the outlook is not discouraging from any standpoint. A campaign for the purpose of educating people to eat more rice ought to be inaugurated in this country. That made prunes popular, and that is what it will do with rice. Not one in a dozen knows how to cook it properly.

There is a good jobbing demand for almost all articles in the spice line and, as a rule, prices are well maintained, pepper being especially strong. With supplies not at all excessive, the outlook is for a firm basis all the fall. Singapore black pepper in an invoice way is worth 12¼@13c.

Molasses offerings are comparatively light, but there seems to be enough to go around. The week has been rather quiet and sales have been of the smallest possible amounts. A change is altogether probable as soon as we have cooler weather and dealers anticipate an excellent fall.

In canned goods there is every indication that we shall have full if not high prices for many goods by reason of a supply that will not be equal to requirements. New York will have a half crop of corn and in Maine it is so late that frost will be likely to make a short pack. Salmon are short over 1,500,000 cases and so on to the end of the list. Fresh tomatoes are selling at some Delaware points at 80c per basket, while the usual rate at this season is 20c. New Jersey canned tomatoes, 3 lb. standards, are worth 95c@\$1.10 and the whole tendency is toward a higher plane. New York corn is worth 72½c and is probably a good purchase at that. There is a fair supply of canned apples, ranging for gallons at \$2@2.25.

Dried fruits are, as a rule, firm and the outlook favors sellers. It is estimated that, of currants, Greece will have, for export, 132,000 tons, which is not at all an excessive amount, and dealers think that we shall see higher rates. Prunes and raisins are both moving with some degree of activity at about unchanged prices. Nuts are firm.

Lemons are in light request and prices sag. The supply is larger than is needed and there can be little, if any, profit in prices now being paid. Oranges are doing fairly well. Fancy

California Valencias fetching \$7.50 per box. Bananas and other fruits are without special change.

Lighter arrivals at the close of the week have given strength to the butter market and an advance of about 1c has been made on best Western creamery. The rate of 20c is now seemingly pretty well fixed for a time. Seconds to firsts, 17@19½c. Imitation creamery, fair to good, 15½@16½c; Western factory, June make, 15½@16½c; seconds to firsts, 14@15c; renovated stock, 15@17c.

The egg market is steady at the advance. Best Western stock, 22c; fair to good, 21c, loss off. At mark, fancy candled goods are worth 20½@21c; uncandled, 18@20c; ungraded, 17@19c.

There has been little, if any, change in the cheese situation during the week. The home trade is doing very little and were it not for a fair export trade this week the prospect would not be especially encouraging. N. Y. State full cream is worth 10½c and possibly 10½c if very good.

### Don'ts For Merchants in Small Towns.

Don't labor under the opinion that goods a few seasons old are near enough to up to date.

Don't forget that there are young men in every town—yes, in your town—who want the latest.

Don't fail to have the latest for them if they want it.

Don't buy big lots of fads, but buy a few, often—you run less risk of getting stuck.

Don't think you are the only merchant in town when you are buying, hence buy closely, but not with the feeling that nothing new ever talks.

Don't set an example of Don't Care for your employees. Work, and see that they do the same. You are at the store for that purpose—so are they. The spirit of hustle spreads out to customers where the "store folks" hustle. Try it!

Don't fail to observe what your neighbor is doing that you may do just enough different from what he does to be distinctive in all things without being freaky.

### Aphorisms of Trade.

There is no virtue in "money back" if a scowl goes with it.

The window is the mirror of the shop—it reflects unerringly what is inside.

"How cheap!" is the cry of the tradesman; "How good!" is the maxim of the merchant.

The clerk who works with one eye on the clock is suffering from acute impairment of vision.

Advertising will not perform miracles, although it has often accomplished the seemingly impossible.

You would not kill a flea with a cannon ball. No more should you dignify envious attacks by retorting.

Calling a lie "a trade exaggeration" does not change its nature. Paint the weed another color and it is yet a weed. Business is like a coy maid. To be won it must be wooed with ardor and persistency. "Faint heart ne'er won fair maid"—or trade.

### The Evidence.

"Going away on vacation, old man? You need it, for you look all fagged out."

"Great Scott, isn't that proof enough that I've already been on my vacation and just got back?"

We respectfully solicit the correspondence and consignments of Michigan and Indiana Egg Shippers.

Est. 1849. LAMSON & CO.,  
13 Blackstone St., Boston, Mass.

## Why Not Try

L. O. SNEDECOR & SON,  
Egg Receivers, 36 Harrison St., N. Y.  
Est. 1865. Reference N. Y. Nat. Ex. Bank.

## EGGS WANTED

We want several thousand cases eggs for storage, and when you have any to offer write for prices or call us up by phone if we fail to quote you.

### Butter

We can handle all you send us.

WHEELOCK PRODUCE CO.  
106 SOUTH DIVISION STREET, GRAND RAPIDS, MICH.  
Citizens Phone 3232.

If you want the best results ship your

## Eggs and Butter

to Lloyd I. Seaman & Co.

148 Reade St., New York City

Established 1850

Reference: Irving National Bank

## Apples, Peaches, Pears, Plums

In carloads or less. Crop in this section the finest in years. We have twelve years experience in this market and the best shipping facilities. Shipments carefully inspected and packed by competent men. Telephone, write or wire for quotations.

The Vinkemulder Company,  
14 and 16 Ottawa Street, Grand Rapids, Mich.

## WE GUARANTEE

Our Vinegar to be an ABSOLUTELY PURE APPLE JUICE VINEGAR. To anyone who will analyze it and find any deleterious acids, or anything that is not produced from the apple, we will forfeit

## ONE HUNDRED DOLLARS

We also guarantee it to be of full strength as required by law. We will prosecute any person found using our packages for cider or vinegar without first removing all traces of our brands therefrom.

Robinson Cider & Vinegar Co.

J. ROBINSON, Manager.

Benton Harbor, Michigan.

SHIP YOUR

## BUTTER AND EGGS

—TO—

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

and be sure of getting the Highest Market Price.

## 15 Cents a Month

For lighting Residences, Stores, Churches, Halls, Streets, Etc., with our

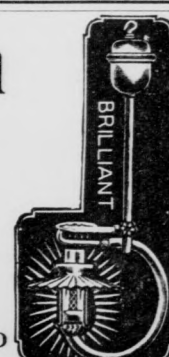
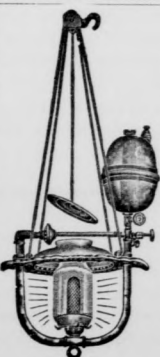
### BRILLIANT

Or 30 cents a month per light with our

### HALO GASOLINE LAMPS

A 15-foot room can be lighted by one Brilliant or a 40-foot hall by one Halo Lamp. Every lamp guaranteed. Agents wanted everywhere.

BRILLIANT GAS LAMP CO., 42 State Street, Chicago



## Clerks' Corner.

A Bit of Enterprise That Amounted to Something.  
Written for the Tradesman.

When the people of Spring Grove heard that Walt Manly was going to clerk for Hank Raymond there were a general headshaking and considerable guessing that that arrangement would not last long. It was too much like bringing extremes together. Hank had kept that store in just that way for the last twenty years exactly as his father and grandfather had kept it and there was no more changing than there was of changing his name or the sign that had hung and squeaked for three generations with an occasional forced repair. Even the "W. I. Goods" had to be touched up when sun and rain, conspiring together, had faded and washed it out of existence, Hank believing, as his ancestors had done, that the store would not amount to anything without that on the sign.

Young Manly did not believe it did anyway—nor Hank either, for that matter—but he did want to get in there and stay long enough to give things a whirl, and that done he would be ready to move on. That was just it. Do his best they would not whirl worth a cent and for the first time in his life Walt Manly found himself up against something that he could not stir. Instead of quitting as everybody thought he would his square jaw shut itself firmly against its mate, his lips followed suit and his two black eyes looked things unutterable whenever Hank sat down upon the various projects that had millions in them.

If his father and mother and everybody who knew the Raymonds had not told him how it would be, he would have left at the first setback; but he had gone in with his eyes wide open and here he was letting things go on in the same old way and sinking down into a barnacle like the rest of them. He talked and he urged and he reasoned, but all to no purpose. There wasn't any use in sweeping out too often. What if the shelves and counter were dirty—if you washed 'em they'd get dirty again. What if the sun did beat in at the front window; that's what 'twas made for and a curtain would make the store so dumbed dark you couldn't see your hand before you, letting alone trying to sell goods. No, the only way was to take things easy and not try to be too smart. There was a living there good enough for him and that was all he cared for. He wasn't going to have any window cleaning nor any window trimming. It was going to be just the same Raymond store that it had been for the last seventy years. If he, Walt Manly, didn't like that sort of store he could get out of it just as quickly as he wanted to and the quicker the better.

That was expected to settle things as it had times without number in that same establishment. On the contrary it instantly unsettled them, and the words were hardly out of old Raymond's mouth when the young fellow gave a spring over the counter, took the proprietor's chair with that gentleman in it and without a word carried it out and put it under the big elm a few feet from the door. Then the storm broke and Raymond had his first experience with a cyclone.

"Now, my man, you listen. I came here to stay and stay I will, mind that. I'm going to clean out that store and have it from front doorstep to back door a decent place to be in, you mind that.

You needn't help if you don't want to, but if you get in my way while I'm doing it, I'll crack every bone in your body. I'm going to wash the front window, and then I'm going to trim it, and there is a lot of other things I'm going to do and every one of 'em is going to pay, mind that; and this store is going to be a credit to this neighborhood in spite of you. You've somehow got the notion into your head that you have a right to keep a store here that is a disgrace to the community and you haven't. The folks of Spring Grove have rights and you've got to respect them. They want a decent store and they are going to have one and you're going to keep it and I'm going to see that it's done. Now you sit there and think it over and if you dare to answer me back or try to interfere with what I'm going to do I swear I'll pommel you until your best friends won't know you!"

His speech ended the young fellow waited a moment to see if violence was forthcoming and, there being no manifestations of that character, he went into the store and was at once at work.

The chief point of interest at this stage of the proceedings was Hank Raymond's face. His short but energetic chair ride had impressed upon him one fact: in physical strength he was no match for the youthful giant he was dealing with, and after he had gotten over the immediate effect of the tremendous jar and had taken a look into the determined face of his thoroughly aroused clerk, discretion, the characteristic of age, asserted itself. He saw the ludicrous side and laughed. In his whole life never had anything struck him as being so funny. Even the ride that for the time being had made him livid with wrath convulsed him now and he shook until, had he weighed less, his ribs would have rattled.

After his merriment had passed the thinking it over came with force. The boy, after all, was right. The shop—it was hardly more than that—wasn't a fit place to stay in, much less live in as he had lived in it for years, and there was truth in the statement that the public had a right to expect a better trading place than he had given it. It was a fact the store had met the requirements of his father's day, but the world had moved since then. His father had used

whale oil and dipped candles, but he didn't and in all other respects he was insisting that his father's day was still going on and that the folks to-day had got to live back there in the good old times with the old-time ways and means and be satisfied with them.

He might have gone on advantageously with that train of thought, but the rumpus had begun in the store and that brought the proprietor to the Manly side of the argument. Of the numberless clerks that had come and gone, this Walter Manly was the only one who had ever cared whether he sold anything or not. In his earlier days he used to think that cleanliness, in a store especially, was next to godliness and had insisted on a daily sweeping. There had been a time when soap and water were often called on to keep things inside clean and sweet, but he always had to suggest it. No clerk ever did as this one was doing to make the place respectable and here he was at it with might and main promising him, the owner, a lickin' if he dared to protest! That brought back the ride and the speech and he ended his "thinking it over" with another roar of laughter.

"Walt! Oh, Walt! See here! Walt, I say!"

It would have taken a good deal more noise than what was going on inside to drown an outcry like that shortly after two snaky eyes gleamed through the dust that was whirling about in the store and pouring through the doorway.

"What do you want?" growled a heavy voice with a tone that implied "On your peril you come in here!"

The glaring eyes, the brush-armed fist, the belligerent chin, ready to do battle in defense of his own against himself again awakened the storekeeper's mirth and the leaves above him shook with his uproarious laughter. The sight softened the dust-covered figure in the doorway and with a less vigorous "What?" but with still protruding chin he waited for Hank Raymond's ultimatum. Here it is:

"It's all right, Walt. Go ahead and do what you darn please. When I get over laughing at it I'll help you a little. The whole shebang is down a good deal lower than I thought it was and it's going to take something besides grit and drive to do it. There's where I come in. By the time you get through you'll

know what we want to bring us up with the times. It isn't the first case that I ever heard of a country store's getting up and dusting itself, but it is the first time in the memory of man where a clerk did the business and began his job with shaking up the old man!"

Richard Malcolm Strong.

An artist is not a success until he can draw a check on a bank.

You ought to sell

## LILY WHITE

"The flour the best cooks use"

VALLEY CITY MILLING CO.,  
GRAND RAPIDS, MICH.



Imported  
**HIOGO**  
JAPAN RICE

## Guardians

The Michigan Trust Co. fills all the requirements of a guardian both of person and estate. We are considered competent to pass upon all questions of education, training, accomplishments, etc., of the ward. We have an extended and successful experience in caring for the interests of minors, insane, intemperate, mentally incompetent persons, spend-thrifts, and all questions can be met with greater skill and economy than are likely to be found in the average individual guardian who meets such problems for the first time.

**The Michigan Trust Co.**  
Grand Rapids, Mich.

## DON'T Close Your Ears!

1,000 Candle Power

1 Hour for 33c

### IT WILL PROFIT YOU TO GIVE HEED

to our arguments for the Safety Gas Light System. Those who have tested its merits by actual use claim, as one man, that they would not be without it for twice the cost. This is true because COST CONSIDERATIONS are ideally met by the Safety Gas Light Machine. Its running expense saves 75 per cent. the "up-keep" of any other known method of lighting.

It is highly endorsed by BUSINESS MEN; simple in construction, easily operated, clean, odorless, non-explosive. A fair investigation can not fail to convince you that our claims are truly just.

We install a Lighting Plant on 5 days' trial, if satisfactory references are furnished, free of all charge. Write for Catalogue and Price Lists.

For Store and  
Office

For Hotel and  
Restaurant

**The Perfection Lighting Co.**

L. D. Phone 2090.

17 S. Division St.

Grand Rapids, Mich.



# Commercial Travelers

**Michigan Knights of the Grip**  
President, JOHN A. WESTON, Lansing; Secretary, M. S. BROWN, Saginaw; 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. S. BURNS; Secretary, Treasurer, L. F. BAKER.

## Gripsack Brigade.

If you stub your toe, cry, but for goodness' sake do not whine about it.

The still alarm—the night clerk who forgets to call a guest for the early train.

Dining room girls are entitled to civility and the guest who speaks harshly to them is a gorilla.

When you meet a woman, remember your sister and mother, and no one will find fault with your actions.

Purity is the shining star in every home, and he who would destroy it is a vagabond, a villain and a scoundrel.

A low-lived scoundrel that stares at a lady on the street is unfit to associate with the worthless curs in the city pound.

Byron S. Davenport was called to Paris last Friday by the fatal illness of his father. Death occurred the day following.

Relatives of great men make a mistake when they depend upon this fact in going on the road. Purchasers do not care anything about your relatives.

Did you ever give advice? Did no one in trouble ever come to you for sympathy and counsel? If not, you know nothing of the mysteries of this life.

Teach your children that the destroyer of purity is deserving of death on sight, and crime, misery, poverty, want, unhappiness and all that is bad will disappear.

People will soon know that traveling men are not the only sinners in the world. Others transgress, also, and the poor wandering salesman is not the blackest sheep in the flock.

M. M. Read has entered upon his nineteenth year with E. B. Millar & Co. in this State. He traveled for the house eighteen months in Illinois prior to his entering the Michigan field.

Traveling men are occasionally disgraced by the fresh young men, the sons of the firms, who act now and then like downright toughs, but "the old man" has money and they continue on the road.

Guy Hankey succeeds L. C. Hankey as traveling representative for Hankey & Sons, of Petoskey. L. C. has gone to Detroit to fulfill his new duties as Treasurer of the Thomas Forman Flooring Co., Ltd., in which concern he owns considerable stock.

Will Ephlin (Ball-Barnhart-Putman Co.) slipped and fell in attempting to pass from the passenger to the baggage coach of the G. R. & I. at the Union depot last Friday, breaking his left scapula and injuring his shoulder. He was taken to the Butterworth hospital and will probably be laid up six weeks or two months.

Petoskey Democrat: W. B. Scattergood, from Saginaw, has been placed in charge of the Cornell Beef Co.'s office here and has moved with his family into one of Thos. Quinlan's houses on Harvey street. Mr. Scattergood has been connected with the Cornell Co. in Saginaw and has a fine reputation as a business man. He expects to make Petoskey his permanent home.

Manley Jones, who carried sample cases for the Lemon & Wheeler Company many years, has engaged to cover a portion of Western Michigan for the Telfer Coffee Co. Manley is as enthusiastic over his new position as a boy with his first pair of top boots and the Tradesman gives its friends in the grocery trade of Manley's territory fair warning that if they permit themselves to be crowded into a corner by the irrepressible salesman they will either put in a line of Telfer coffees or die as the result of too copious conversation.

Did you ever stop to think that speaking a kind word for some one left you in a better frame of mind than scolding or criticizing? It is easy to find fault, and the habit once acquired is difficult to break. Something is always wrong, you become morose and cross and live in constant misery. How much better it is to look on the bright side of everything and treat reverses lightly. The criticism when deserved should be given openly and fearlessly, but to become an habitual fault-finder is unfortunate. It will pay you better by far to give your attention to kind words than to growling.

Nearly every hotel has a few double rooms. These rooms are provided with two beds, and when the house is full of guests, two are assigned to one of these rooms. Some landlords never consult guests about their likes and dislikes regarding this plan. Very often there are two men well acquainted who prefer such a room and would gladly accept it if assigned to it, but the thoughtless landlord always "knows his business" and marks two strangers for the double room. This custom is wrong. One man may belong to some snoring brigade and disturb his companion's rest. It is needless to argue this question. Every traveling salesman has had experience and knows the custom. Landlords should consult guests, and not ask them to forfeit a night's rest in order to accommodate him. Let them assign the double rooms to agreeable friends as early as possible and reserve the single rooms for later arrivals. Sometimes cots are required in order to "care for all. Guests should be entitled to rooms in the order in which they register, and the unfortunate late arrivals should slumber on the cots. Some hotels adopt this plan, but now and then the kicker, although among the late arrivals, slumbers sweetly on a bed of down, while his quiet companion, who arrived earlier, but never murmurs, gets a cot. Do not find fault unless you have cause to do so; but when you have reason, make a vigorous protest, and improvements will be the reward.

A novel way of settling the question of whether or not women shall vote has been adopted in New South Wales. The matter of woman suffrage has been under discussion there for some time, having able advocates and opponents. It is now proposed to submit the question to the women of legal age and the majority verdict will be affirmed by the Legislature. If more than half the New South Wales women want to exercise the elective franchise and say so at the test vote, that privilege will be accorded them. Some of the most earnest objectors and able opponents to political equality are among the women and in this instance they are to be permitted to settle the question for themselves, the men standing by as interested spectators pledged to abide by the judgment of the feminine majority.

## Serving the Writ.

She was a widow, graceful, young,  
And oh, so very neat,  
With swan-like neck and rosy lips  
And dainty little feet.  
An attachment issued from the court—  
She'd failed to pay her rent—  
And to her lodgings, with the writ,  
The constable was sent.

The constable—like all his ilk—  
Was a man of tender heart,  
Who strove as gently as he could  
His business to impart.  
He bowed and stammered: "Madame, dear,  
An attachment I've for you;  
It grieves me sore to tell you so,  
But ne'ertheless 'tis true."

"Pray do not grieve," the widow cried,  
"Tis very fortunate;  
For this same passion you avow  
I do reciprocate!"  
"But, madame, dear," he stammered forth,  
"You do not understand;  
You must proceed to court forthwith,  
For such is the command."

"But, my dear sir, I much prefer  
That you should take the lead,  
For women are so very shy,  
Oh, yes, they are, indeed.  
I will be frank: I'll not refuse  
If you the courting do.  
But, pray, do not exact from me  
The part which falls to you."

Amazement sat upon his brow,  
He gasped to catch his breath;  
And never will he paler grow,  
E'en in the hour of death.  
"Dear madame, you mistake my words,  
This paper will explain.  
You must, forthwith, accompany me  
To Squire David Blaine."

She threw her arms about his neck,  
And seemed about to faint,  
And on the collar of his coat  
Left copious streaks of paint;  
And clinging there, like ivy vine  
About the sturdy oak,  
'Twas full a moment ere again  
Her voice the silence broke.

"How could you be so very bold  
As to engage the squire,  
And even get the license, too,  
Without knowing my desire."  
With giant strength he tore away  
And ran like a gazelle,  
And swore he'd never serve that writ,  
No matter what befell.

The Prussian Poles are not among the devoted subjects of Emperor William. They do not enthuse over any of his schemes to Germanize them. He has changed the names of some of their towns, he has sought to obliterate their traditions and has endeavored to eradicate their language. Nearly 2,500,000 people in Prussian Poland still speak the Polish language and cling to Polish traditions. Emperor William is now visiting Posen, their chief city. It is not surprising that he has received no greeting except from his own officials and from Germans residing there. The state of popular feeling is illustrated by the fact that the Emperor is given credit for great courage for riding into the city at the head of his troops instead of surrounded by them.

An Italian town which happens to be long on art and short on hospitals proposes to sell several valuable objects reposing in its museum to procure the money to erect a building to house its sick and care for them in a modern way. Doubtless a bowl will go up in certain quarters, but the sensible men who have reached the conclusion that necessities are more desirable than luxuries, and that it is wise to sacrifice the latter to obtain the former, will be applauded by utilitarians. Their course will also be regarded approvingly by peoples already provided with hospitals and who can afford the luxury of maintaining art galleries.

Nowhere abroad, it is said, is the personality of President Roosevelt more admired than in France. The French people delight in strong, picturesque characters, and a prominent statesman is quoted as saying that he "has quite captured the Gallic heart, and the enthusiasm with which they would prove it, if ever President Roosevelt should come over here, would surprise the Old as well as the New World."

Slang is always inventing new epithets of opprobrium. They change as rapidly as the feminine fashions. One that has been some time in vogue is "lobster." Thus to designate a man is to make uncomplimentary comment. A case in Richmond, Va., has established a precedent to the effect that the use of this epithet is a serious offense. Lieutenant John W. Stark called a brother officer a "lobster" and for that reason has been dishonorably discharged from the Virginia militia and sentenced to spend two months in the city jail. Thus the legal status of the term is fixed and those in the habit of using it will do well to take notice thereof and govern themselves accordingly.

The Betterment of London Association has started a vigorous crusade against the practice of expectorating in public places in the British metropolis. This announcement smashes the charge which English authors have been wont to make since the days of Charles Dickens that spitting was a peculiarly American habit, growing out of the vice of tobacco chewing. As a matter of fact, every city in the world is afflicted with the habit, which is reasonably suspected of being responsible for the spreading of many contagious diseases.

The farmers read the newspapers and keep right up to date nowadays. The day after the accident at Pittsfield, a farmer's wagon was struck by a trolley car in Watertown. When he was pulled out of the wreck with only a few scratches the first thing the farmer said was: "Well, me and the President seem to be having the same kind of luck."

Traverse City Eagle: The Michigan Tradesman this week enters upon the twentieth year of its existence. It is a carefully edited paper, devoted to the interests of merchants and other business men. It is deserving of the support it receives. In the nineteen years since its inception it has seen ten contemporaries bud but die before they bloomed.

Geo. McOmber, general dealer, Vassar: Your statement of account at hand. Enclosed find check for \$1 in payment of same. Kindly continue sending us your valued paper. We look for it eagerly every week and would hate to do without it.

## Fair Visitors

Will be interested in knowing that the

LIVINGSTON HOTEL,

the modern fire-proof hotel of Grand Rapids—corner South Division and Fulton streets—is on the street car line that runs directly to the fair grounds without changing cars.

## 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, 1902  
**CLARENCE B. STODDARD, Monroe** Dec. 31, 1904  
**JOHN D. MUIR, Grand Rapids** Dec. 31, 1906  
**ARTHUR H. WEBBER, Cadillac** Dec. 31, 1906  
**President, HENRY HEIM, Saginaw**  
**Secretary, JOHN D. MUIR, Grand Rapids.**  
**Treasurer, W. F. DOTY, Detroit.**

### Examination Sessions.

Lansing, November 5 and 6.

### Mich. State Pharmaceutical Association.

**President—LOU G. MOORE, Saginaw.**  
**Secretary—W. H. BURKE, Detroit.**  
**Treasurer—C. F. HUBER, Port Huron.**

### Use of the Card System in Preserving Prescriptions.

Some business men look on innovations and improved methods of doing things with aversion and contempt because they entail a little time and expense to install, although when perfectly established they may save in a month sufficient time to have made up for that consumed in their installment and when installed they prevent mistakes and this makes possible better service.

There has always been a great deal of discussion as to the best method of filing prescriptions so that ready reference may be had to them. Every store has a system of its own and each possesses some good features, although I have never seen any which just met all the requirements.

There is probably no druggist who will say that so much time or trouble can be expended in properly caring for prescriptions. Whether one files them on a spindle or pastes them in a book or copies them into a book, the main object is to preserve them in a manner so that they can be referred to readily and quickly. Filing on a spindle is as unhandy as it can be, for frequent handling often causes the spindle hole to tear out and the prescription becomes lost or so torn and soiled as to be almost illegible. By pasting them in a book, one may be certain of preserving them, but this method certainly does not secure facility of reference as but one person can use the book at a time and it is often necessary for three or four to have access to back prescriptions at the same time; then, by this method, the prescriptions have to be stuck on a spindle for a day anyway—it is impossible and impractical to paste them in a book as fast as they come in. Writing prescriptions in a book serves no particular purpose except that the book used for reference is not as large as when they are pasted in; but the same objection arises as in the previous instance—but one person can use the book at a time.

I have given this matter a great deal of thought and attention, and being thoroughly equipped with the knowledge of what I wanted, it is not strange that I have succeeded in devising a system which I believe to be practical, and adaptable alike to every case with equal promise of satisfaction. The paraphernalia requisite for establishing this method I have devised, while simple in the extreme, will need detailed explanation to be thoroughly understood, as the drug business is not of a nature calculated to admit of its proprietor being familiar with card systems. He may have a general idea of them from glancing at advertisements in various magazines, but I am sure that his intimate knowledge of them is limited.

In my opinion the card system is superior to books for any purpose, even for book-keeping. A name is much

easier located and the card on which it is found may be taken out and carted around anywhere, which is sometimes convenient, while with a large, unwieldy book this is out of the question. Then a card system is flexible or elastic, so to speak, if one adds to it as he has to—he does not have to buy a large book in anticipation of future business and then handle it when a smaller book would really do. The card system expands with business or your requirements.

Now to apply the card system to the filing of prescriptions. Buy plain ruled cards of the large size, 4x6, and of good quality of bristol board; the cost will not in any case exceed \$3 for one thousand. The prescriptions are to be copied on these cards after this fashion: The original prescription can be filed in a very small box, as it is not likely that reference will ever be made to it again, but it is best to preserve it in case of emergency. By filing this in rotation compactly in a small box of sufficient capacity to hold a thousand, and by marking the outside, they will be very handy indeed and will take up very little room.

The cards themselves should be filed in a cabinet reserved for that purpose—1,000 in a drawer with a top card to denote each one hundred. Suitable cabinets can be purchased for the purpose at a very small cost. On the outside of the drawer should appear some guide to indicate the number therein.

By filing copies of prescriptions in this way the possibility of mistake from confusion is eliminated and facility and quickness of reference are assured. Any number of persons may use the prescription file at the same time. All it would be necessary to do would be to go to the cabinet, take the prescription wanted to the prescription counter until the prescription was compounded, and then return it to the cabinet.

I think it would pay any druggist to adopt this system—its cost is small and it is bound to be satisfactory to anyone who likes to have things just right. There are other points in which this plan excels that readily reveal themselves on a short trial but which do not suggest themselves in a brief resume of this character. Harry M. Graves.

### The Drug Market.

Opium—Is dull and unchanged.

Quinine—Is firm at the decline noted last week.

Morphine—Is unchanged.

Cocoa Butter—On account of lower prices at the last Amsterdam sale, has declined 2c.

Elm Bark—Is very scarce and has advanced.

Juniper Berries—Have again advanced on account of scarcity.

Oil Cassia—On account of higher prices in the primary markets, has advanced. Higher prices are looked for.

Oil Pennyroyal—Is in better supply and has declined.

Oil Peppermint—Is very firm and higher prices are looked for.

Oil Spearmint—Is in very small stock and has advanced.

Short Buchu Leaves—Continue firm with a higher tendency.

Senega Root—Is scarce and has advanced.

Ipecac Root—Is in fair supply and has declined.

Serpentaria Root—Has advanced.

Linseed Oil—Is unsettled and tending lower.

Life is full of trials—and the lawyers are glad of it.

### Keeping Track of the Doctors.

A card index of data pertaining to physicians should be established. On the face of the card, besides the name and address, should be noted such information as may from time to time be obtained regarding each physician, his school of practice and the size of his practice, whether a liberal prescriber or furnishing medicine himself, his credit and reputation, his peculiarities, likes and dislikes, the pharmaceuticals preferred by him, and so on. Not all of this information can be obtained at once, so that the pharmacist must be constantly on the lookout for pointers of this character and enter them in the index for future reference. Information of this kind will be found of the greatest value in future interviewing or in the distribution of advertising matter. An index that has been kept in this way for two or three years will come to embrace a mass of information and data that enables the right sort of a business man to skim the very cream of the physicians' trade in his vicinity and to laugh at the efforts of his competitors and the supply houses to get it away from him. All they will get will be what he leaves and that they will be certainly welcome to.

In addition to physicians, the index should contain the names of dentists and veterinary surgeons, each class of names being kept on cards of a different color, and after visiting the physicians, the dentists and veterinary surgeons should also be called upon personally.

### Household Disinfectant.

|                                 |         |
|---------------------------------|---------|
| Alum .....                      | 10 OZS. |
| Sal soda .....                  | 10 OZS. |
| Ammonium chloride .....         | 2 OZS.  |
| Sodium chloride .....           | 2 OZS.  |
| Zinc chloride .....             | 1 OZ.   |
| Hydrochloric acid .....         | q. s.   |
| Water, sufficient to make ..... | 1 gal.  |

Dissolve the alum in one-half gallon of boiling water, and add the sal soda, which will give a precipitate of aluminum hydrate; then add hydrochloric acid until the precipitate is dissolved. Dissolve the other salts in water and add to the previous solution. Finally, add enough water to make the whole measure one gallon, and filter.

In use, this is diluted with seven parts of water. The cost of pint bottles for the product, including label, bottle, and all, will not exceed five cents, and it can readily be retailed at fifteen or twenty cents, in view of the fact that a bottle makes one gallon of disinfectant.

### Customers' Suggestions.

I am personally acquainted with a merchant who is in the habit of requesting his customers to make suggestions covering certain points in his business. These questions include requests for ideas upon the location of showcases and general store arrangements. He asks them with a view of ascertaining public sentiment upon the minor details, which, although small they may be, are not to be despised. Aside from

the fact that the suggestions are valuable there is a certain amount of interest shown in the customer which will make him your friend. There are few people whose vanity may not be easily flattered by trivial little personalities like this. Of course I do not mean by this that you should be governed by the opinions of others; not so. I simply mean that it is a good idea to get the general consensus of opinion regarding store matters.

Take these opinions in the abstract and from them evolve a concrete idea of your own, which in addition to being your own idea will in many cases meet with the approval of others. This is one little illustration of the many different ways in which this idea may be utilized. Opportunities will come to you in your daily store life that I at present know nothing about. Take advantage of them.—Ad. Sense.

A. C.  
**McClurg & Co.**  
 CHICAGO

will display their

**Holiday**

lines at

**DETROIT**  
**Cadillac Hotel**

From Sept. 7th to Sept. 19th

**GRAND RAPIDS**  
 Kortlander Block  
 146 Fulton St.

Sept. 29th to Oct. 15th

T. J. Humble, Agent

## REMEMBER

We carry a complete line of

**School Supplies, Stationery,  
 Wrapping Paper and  
 Fancy Goods**

and will be pleased to receive your order.

G. R. STATIONERY CO.  
 29 N. Ionia St. Grand Rapids, Mich.

**FRED BRUNDAGE**  
 wholesale

**Drugs and Stationery**

32 & 34 Western Ave.,

MUSKEGON, MICH.

All Kinds  
 of  
 Solid

**PAPER BOXES**

All Kinds  
 of  
 Folding

Do you wish to put your goods up in neat, attractive packages? Then write us for estimates and samples.

**GRAND RAPIDS PAPER BOX CO.**  
 GRAND RAPIDS, MICHIGAN

Box Makers

Die Cutters

Printers



## WHOLESALE DRUG PRICE CURRENT

Advanced—Elm Bark, Juniper Berries, Senega Root.  
Declined—Ipecac Root, Cocoa Butter.

|                          |       |      |                        |       |      |                        |       |      |                          |       |      |                           |       |       |                        |       |       |
|--------------------------|-------|------|------------------------|-------|------|------------------------|-------|------|--------------------------|-------|------|---------------------------|-------|-------|------------------------|-------|-------|
| <b>Acidum</b>            |       |      | <b>Conium Mac.</b>     |       |      | <b>Sellae Co.</b>      |       |      | <b>Nux Vomica</b>        |       |      | <b>Soda, Boras</b>        |       |       | <b>Red Venetian</b>    |       |       |
| Aceticum                 | 60¢   | 8    | Copalba                | 1 15¢ | 25   | Tolutan                | 50¢   | 50   | Os Sepia                 | 35¢   | 37   | Soda et Potass Tart.      | 25¢   | 27    | Ochre, yellow Mars.    | 1 1/2 | 2 1/2 |
| Benzoleum, German.       | 70¢   | 75   | Cubebae                | 1 30¢ | 1 35 | Prunus virg.           | 50¢   | 50   | Pepsin Saac, H. & P.     | 1 00¢ | 1 00 | Soda, Carb.               | 1 1/2 | 2     | Ochre, yellow Ber.     | 1 1/2 | 2 1/2 |
| Boracic                  | 24¢   | 29   | Erechtithos            | 1 50¢ | 1 60 |                        |       |      | Piels Liq. N.N. 1/4 gal. | 2 00¢ | 2 00 | Soda, Bi-Carb.            | 3 1/2 | 5     | Putty, commercial      | 2 1/2 | 2 1/2 |
| Carbolicum               | 43¢   | 45   | Erigeron               | 1 00¢ | 1 10 | <b>Tinctures</b>       |       |      | doz                      | 2 00¢ | 2 00 | Soda, Ash                 | 3 1/2 | 5     | Putty, strictly pure   | 2 1/2 | 2 1/2 |
| Citricum                 | 32¢   | 5    | Gaultheria             | 2 00¢ | 2 10 | Aconitum Napellis R    | 60¢   | 60   | Piels Liq., quarts       | 2 00¢ | 2 00 | Soda, Sulphas             | 2 00¢ | 2 00  | Vermilion, Prime       | 1 1/2 | 1 5   |
| Hydrochlor.              | 32¢   | 5    | Geranium, ounce        | 2 00¢ | 2 10 | Aconitum Napellis F    | 50¢   | 50   | Piels Liq., pints        | 2 00¢ | 2 00 | Spts. Cologne             | 2 00¢ | 2 00  | American               | 1 1/2 | 1 5   |
| Nitrosum                 | 12¢   | 14   | Gossypil, Sem. gal.    | 50¢   | 60   | Aloes                  | 50¢   | 50   | Pil Hydarg.              | 2 00¢ | 2 00 | Spts. Ether Co.           | 50¢   | 55    | Vermilion, English     | 70¢   | 75    |
| Oxaleum                  | 12¢   | 14   | Hedeoma                | 1 80¢ | 1 85 | Aloes and Myrrh        | 50¢   | 50   | Piper Nigra              | 20¢   | 22   | Spts. Myrra Dom.          | 2 00¢ | 2 00  | Green, Paris           | 1 1/2 | 1 5   |
| Phosphoricum, dil.       | 12¢   | 14   | Junipera               | 1 50¢ | 2 00 | Arnica                 | 50¢   | 50   | Piper Alba               | 20¢   | 22   | Spts. Vini Rect. bbl.     | 2 00¢ | 2 00  | Green, Peninsular      | 1 1/2 | 1 5   |
| Salicylicum              | 50¢   | 53   | Lavendula              | 90¢   | 2 00 | Assafetida             | 50¢   | 50   | Pilx Burgun              | 10¢   | 12   | Spts. Vini Rect. 1/2 bbl. | 2 00¢ | 2 00  | Lead, red              | 3     | 6 1/2 |
| Sulphuricum              | 1 1/2 | 1 20 | Limonis                | 1 15¢ | 1 25 | Aurant Belladonna      | 50¢   | 50   | Plumbi Acet.             | 10¢   | 12   | Spts. Vini Rect. 10 gal   | 2 00¢ | 2 00  | Lead, white            | 6     | 6 1/2 |
| Tannicum                 | 1 10¢ | 1 20 | Mentha Piper           | 2 50¢ | 2 60 | Aurant Cortex          | 50¢   | 50   | Pulvis Ipecac et Opil    | 1 30¢ | 1 50 | Spts. Vini Rect. 5 gal    | 2 00¢ | 2 00  | Whiting, white Span    | 90    | 95    |
| Tartaricum               | 38¢   | 40   | Mentha Verid           | 2 10¢ | 2 20 | Benzoin Co.            | 50¢   | 50   | Pyrethrum, boxes H.      | 2 00¢ | 2 00 | Strychnia, Crystal        | 80¢   | 1 05  | Whiting, gliders       | 95    | 95    |
| <b>Ammonia</b>           |       |      | Morruhu, gal.          | 2 00¢ | 2 10 | Benzoin                | 50¢   | 50   | & P. D. Co., doz.        | 25¢   | 30   | Sulphur, Subl.            | 2 1/2 | 4     | White, Paris, Amer.    | 1 25  | 1 25  |
| Aqua, 16 deg.            | 40¢   | 6    | Myrra                  | 4 00¢ | 4 50 | Barosma                | 50¢   | 50   | Pyrethrum, pv.           | 25¢   | 30   | Sulphur, Roll.            | 2 1/2 | 3 1/2 | Whiting, Paris, Eng.   | 1 25  | 1 25  |
| Aqua, 20 deg.            | 60¢   | 8    | Olive                  | 75¢   | 3 00 | Cantharides            | 50¢   | 50   | Quassia                  | 80¢   | 10   | Tamarinds                 | 80¢   | 10    | cliff                  | 2     | 1 40  |
| Carbonas                 | 13¢   | 15   | Piels Liquida          | 10¢   | 12   | Cardamon               | 50¢   | 50   | Quina, S. P. & W.        | 22¢   | 32   | Terebenth Venice          | 28¢   | 30    | Universal Prepared     | 1 10¢ | 1 20  |
| Chloridum                | 12¢   | 14   | Piels Liquida, gal.    | 10¢   | 12   | Cardamon Co.           | 50¢   | 50   | Quina, S. German         | 22¢   | 32   | Theobroma                 | 48¢   | 50    | <b>Varnishes</b>       |       |       |
| <b>Aniline</b>           |       |      | Ricina                 | 9¢    | 98   | Castor                 | 50¢   | 50   | Quina, N. Y.             | 22¢   | 32   | Vanilla                   | 9 00¢ | 16 00 | No. 1 Turp Coach       | 1 10¢ | 1 20  |
| Black                    | 2 00¢ | 2 25 | Rosmarini              | 1 00¢ | 1 00 | Catechu                | 50¢   | 50   | Rubia Tinctorum          | 12¢   | 14   | Zinc Sulph.               | 70¢   | 80    | Extra Turp             | 1 60¢ | 1 70  |
| Brown                    | 80¢   | 1 00 | Rose, ounce            | 6 50¢ | 7 00 | Cinchona               | 50¢   | 50   | Saacharum Lactis pv      | 20¢   | 22   | <b>Oils</b>               |       |       | Coach Body             | 2 75¢ | 3 00  |
| Red                      | 45¢   | 50   | Succinl                | 40¢   | 45   | Cinchona Co.           | 50¢   | 50   | Salach                   | 4 50¢ | 4 75 | Whale, winter             | 70    | 70    | No. 1 Turp Furn.       | 1 00¢ | 1 10  |
| Yellow                   | 2 50¢ | 3 00 | Sabina                 | 90¢   | 1 00 | Guaiac                 | 50¢   | 50   | Sangulus Draconis        | 40¢   | 50   | Lard, extra               | 85    | 90    | Extra Turk Damar       | 1 55¢ | 1 60  |
| <b>Bacca</b>             |       |      | Santal                 | 2 75¢ | 7 00 | Hyoscyamus             | 50¢   | 50   | Sapo W.                  | 12¢   | 14   | Lard, No. 1               | 60    | 65    | Jap. Dryer, No. 1 Turp | 70¢   | 79    |
| Cubebae                  | 2 1/2 | 24   | Carb                   | 12¢   | 15   | Iodine                 | 75¢   | 75   | Sapo M.                  | 10¢   | 12   |                           |       |       |                        |       |       |
| Juniperus                | 50¢   | 9    | Chlorate, po. 17@19    | 12¢   | 15   | Iodine, colorless      | 75¢   | 75   | Sapo G.                  | 10¢   | 12   |                           |       |       |                        |       |       |
| Xanthoxylum              | 1 50¢ | 1 60 | Cyanide                | 34¢   | 38   | Kino                   | 50¢   | 50   | <b>Miscellaneous</b>     |       |      |                           |       |       |                        |       |       |
| <b>Balsamum</b>          |       |      | Iodide                 | 2 30¢ | 2 40 | Lobelia                | 50¢   | 50   | Aether, Spts. Nit. 2 F   | 30¢   | 35   |                           |       |       |                        |       |       |
| Copalba                  | 50¢   | 55   | Potassa, Bitart, pure  | 28¢   | 30   | Myrrh                  | 50¢   | 50   | Aether, Spts. Nit. 4 F   | 34¢   | 38   |                           |       |       |                        |       |       |
| Peru                     | 60¢   | 65   | Potass Nitras, opt.    | 7¢    | 10   | Nux Vomica             | 50¢   | 50   | Alumen                   | 2 1/2 | 3    |                           |       |       |                        |       |       |
| Terabin, Canada          | 60¢   | 65   | Potass Nitras          | 6¢    | 8    | Opil, comphorated      | 50¢   | 50   | Alumen, gro'd. po. 7     | 3 1/2 | 4    |                           |       |       |                        |       |       |
| Tolutan                  | 45¢   | 50   | Prussiate              | 23¢   | 26   | Opil, deodorized       | 50¢   | 50   | Annato                   | 40¢   | 50   |                           |       |       |                        |       |       |
| <b>Cortex</b>            |       |      | Sulphate po.           | 15¢   | 18   | Quassia                | 50¢   | 50   | Antimoni                 | 40¢   | 50   |                           |       |       |                        |       |       |
| Ables, Canadian          | 18    |      | <b>Radix</b>           |       |      | Rhatany                | 50¢   | 50   | Antimoniet Potass T      | 40¢   | 50   |                           |       |       |                        |       |       |
| Cassia                   | 12    |      | Aconitum               | 20¢   | 25   | Rhel                   | 50¢   | 50   | Antipyrin                | 25¢   | 25   |                           |       |       |                        |       |       |
| Cinchona Flava           | 18    |      | Althae                 | 30¢   | 33   | Rhel, cut              | 75¢   | 1 00 | Antifebrin               | 20¢   | 20   |                           |       |       |                        |       |       |
| Euonymus atropurp.       | 30    |      | Anchusa                | 10¢   | 12   | Rhel, pv               | 75¢   | 1 35 | Argenti Nitras, oz.      | 46¢   | 46   |                           |       |       |                        |       |       |
| Myrica Cerifera, po.     | 30    |      | Arum po.               | 20¢   | 25   | Spigella               | 35¢   | 38   | Arsenicum                | 10¢   | 12   |                           |       |       |                        |       |       |
| Prunus Virgin            | 12    |      | Calamus                | 20¢   | 40   | Sanguinaria            | 50¢   | 50   | Balm Gilead Buds         | 45¢   | 50   |                           |       |       |                        |       |       |
| Quillaja, gr'd           | 12    |      | Gentiana, po. 15       | 12¢   | 15   | Serpentaria            | 50¢   | 50   | Bismuth S. N.            | 1 65¢ | 1 70 |                           |       |       |                        |       |       |
| Sassafras, po. 15        | 12    |      | Glycyrrhiza, pv. 15    | 16¢   | 18   | Senega                 | 80¢   | 85   | Calcium Chlor., 1s.      | 9¢    | 9    |                           |       |       |                        |       |       |
| Ulmus, po. 18, gr'd      | 25    |      | Hydrastis Canaden.     | 75¢   | 75   | Smilax, officinalis H. | 40¢   | 40   | Calcium Chlor., 1/4s.    | 10¢   | 10   |                           |       |       |                        |       |       |
| <b>Extractum</b>         |       |      | Hydrastis Can., po.    | 80¢   | 80   | Smilax, M.             | 40¢   | 40   | Calcium Chlor., 1/2s.    | 12¢   | 12   |                           |       |       |                        |       |       |
| Glycyrrhiza Glabra       | 24¢   | 25   | Heliolebo, Alba, po.   | 12¢   | 15   | Sellae                 | 10¢   | 12   | Cantharides, Rus         | 80¢   | 80   |                           |       |       |                        |       |       |
| Glycyrrhiza, po.         | 28¢   | 30   | Insula, po.            | 18¢   | 22   | Symplocarpus, Foeti-   | 10¢   | 12   | Capsel Fructus, af.      | 15¢   | 15   |                           |       |       |                        |       |       |
| Hematox, 15 lb. box      | 11¢   | 12   | Ipecac, po.            | 2 75¢ | 2 80 | lus, po.               | 25¢   | 30   | Capsel Fructus, po.      | 15¢   | 15   |                           |       |       |                        |       |       |
| Hematox, 1s.             | 13¢   | 14   | Iris plox, po. 35@38   | 35¢   | 40   | Valeriana, Eng. po. 30 | 25¢   | 30   | Caryophyllus, po. 15     | 12¢   | 14   |                           |       |       |                        |       |       |
| Hematox, 1/4s.           | 14¢   | 15   | Jalapa, pr.            | 25¢   | 30   | Valeriana, German.     | 15¢   | 20   | Carmin, No. 40           | 15¢   | 15   |                           |       |       |                        |       |       |
| Hematox, 1/8s.           | 16¢   | 17   | Maranta, 1/4s.         | 25¢   | 30   | Zingiber a             | 14¢   | 16   | Cera Alba                | 55¢   | 60   |                           |       |       |                        |       |       |
| <b>Ferru</b>             |       |      | Podophyllum, po.       | 22¢   | 25   | Zingiber j.            | 25¢   | 27   | Cera Flava               | 40¢   | 40   |                           |       |       |                        |       |       |
| Carbonate Precip.        | 15    |      | Rhel                   | 75¢   | 1 00 | <b>Semen</b>           |       |      | Coccus                   | 40¢   | 40   |                           |       |       |                        |       |       |
| Citrate and Quinla.      | 2 25  |      | Rhel, cut              | 75¢   | 1 25 | Anisum                 | 10¢   | 15   | Cassia Fructus           | 35¢   | 35   |                           |       |       |                        |       |       |
| Citrate Soluble          | 75    |      | Rhel, pv               | 75¢   | 1 35 | Apium (graveleons).    | 13¢   | 15   | Centraria                | 10¢   | 10   |                           |       |       |                        |       |       |
| Ferrocyanidum Sol.       | 15    |      | Spigella               | 35¢   | 38   | Bird, 1s.              | 40¢   | 6    | Cetaceum                 | 45¢   | 45   |                           |       |       |                        |       |       |
| Solut. Chloride          | 15    |      | Sanguinaria            | 50¢   | 55   | Carul.                 | 10¢   | 11   | Chloroform               | 55¢   | 60   |                           |       |       |                        |       |       |
| Sulphate, com'l.         | 2     |      | Serpentaria            | 50¢   | 55   | Cardamon               | 1 25¢ | 1 75 | Chloroform, squibbs      | 1 35¢ | 1 60 |                           |       |       |                        |       |       |
| Sulphate, com'l, by      | 80    |      | Senega                 | 80¢   | 85   | Coriandrum             | 80¢   | 10   | Chloral Hyd Crst.        | 1 35¢ | 1 60 |                           |       |       |                        |       |       |
| bbl, per cwt.            | 80    |      | Smilax, officinalis H. | 40¢   | 40   | Cannabis Sativa        | 50¢   | 6    | Chondrus                 | 20¢   | 25   |                           |       |       |                        |       |       |
| Sulphate, pure           | 7     |      | Smilax, M.             | 40¢   | 40   | Cydonium               | 75¢   | 1 00 | Cinchonidine, P. & W     | 38¢   | 48   |                           |       |       |                        |       |       |
| <b>Flora</b>             |       |      | Sellae                 | 10¢   | 12   | Chenopodium            | 15¢   | 18   | Cinchonidine, Germ.      | 38¢   | 48   |                           |       |       |                        |       |       |
| Arnica                   | 15¢   | 18   | Symplocarpus, Foeti-   | 10¢   | 12   | Dipterix Odorata       | 1 00¢ | 1 10 | Cocaine                  | 4 05¢ | 4 75 |                           |       |       |                        |       |       |
| Anthemils                | 22¢   | 25   | lus, po.               | 25¢   | 30   | Foenugreek, po.        | 70¢   | 9    | Corks, 1st, dis. pr. ct. | 75¢   | 75   |                           |       |       |                        |       |       |
| Matricaria               | 30¢   | 35   | Valeriana, Eng. po. 30 | 25¢   | 30   | Lini                   | 4¢    | 6    | Creosotum                | 45¢   | 45   |                           |       |       |                        |       |       |
| <b>Folia</b>             |       |      | Valeriana, German.     | 15¢   | 20   | Lini, gr'd.            | 4¢    | 6    | Creta, bbl. 75           | 2     | 2    |                           |       |       |                        |       |       |
| Barosma                  | 35¢   | 40   | Zingiber a             | 14¢   | 16   | Lobelia                | 1 50¢ | 1 55 | Creta, prep.             | 90¢   | 11   |                           |       |       |                        |       |       |
| Cassia Acutifol, Tin-    | 20¢   | 25   | Zingiber j.            | 25¢   | 27   | Pharlaris Canarian.    | 5¢    | 6    | Creta, rubra             | 20¢   | 25   |                           |       |       |                        |       |       |
| nevelly                  | 20¢   | 25   | <b>Semen</b>           |       |      | Rapa                   | 5¢    | 6    | Crocus                   | 20¢   | 25   |                           |       |       |                        |       |       |
| Cassia, Acutifol, Alx.   | 25¢   | 30   | Anisum                 | 10¢   | 15   | Sinapis Alba           | 9¢    | 10   | Cudbear                  | 24¢   | 24   |                           |       |       |                        |       |       |
| Salvia officinalis, 1/4s | 12¢   | 20   | Apium                  | 10¢   | 15   | Sinapis Nigra          | 11¢   | 12   | Cupri Sulph.             | 6 1/2 | 8    |                           |       |       |                        |       |       |
| and 1/8s.                | 12¢   | 20   | Bird, 1s.              | 40¢   | 6    | <b>Spiritus</b>        |       |      | Dextrine                 | 70¢   | 70   |                           |       |       |                        |       |       |
| Uva Ursi                 | 80¢   | 10   | Carul.                 | 10¢   | 11   | Frument, W. D. Co.     | 2 00¢ | 2 50 | Ether Sulph.             | 78¢   | 92   |                           |       |       |                        |       |       |
| <b>Gummi</b>             |       |      | Cardamon               | 1 25¢ | 1 75 | Frument, D. F. R.      | 2 00¢ | 2 25 | Emery, all numbers       | 8¢    | 8    |                           |       |       |                        |       |       |
| Acacia, 1st picked       | 65¢   | 65   | Coriandrum             | 80¢   | 10   | Frument                | 1 25¢ | 1 50 | Emery, po.               | 8¢    | 8    |                           |       |       |                        |       |       |
| Acacia, 2d picked        | 65¢   | 65   | Cannabis Sativa        | 50¢   | 6    | Juniperis Co. O. T.    | 1 65¢ | 2 00 | Ergota                   | 85¢   | 90   |                           |       |       |                        |       |       |
| Acacia, 3d picked        | 65¢   | 65   | Cydonium               | 75¢   | 1 00 | Juniperis Co.          | 1 75¢ | 3 50 | Flake White              | 12¢   | 15   |                           |       |       |                        |       |       |
| Acacia, sifted sorts.    | 65¢   | 65   | Chenopodium            | 15¢   | 18   | Saacharum N. E.        | 1 90¢ | 2 10 | Galla                    | 23¢   | 23   |                           |       |       |                        |       |       |
| Acacia, po.              | 45¢   | 65   | Dipterix Odorata       | 1 00¢ | 1 10 | Spt. Vini Gall.        | 1 75¢ | 6 50 | Gambler                  | 80¢   | 9    |                           |       |       |                        |       |       |
| Aloe, Barb. po. 18@20    | 12¢   | 14   | Foenugreek, po.        | 70¢   | 9    | Vini Oporto.           | 1 25¢ | 2 00 | Gelatn, Cooper.          |       |      |                           |       |       |                        |       |       |

## 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

Some Trust Tobaccos  
Lamp Wick

## DECLINED

Spring Wheat Flour  
Holland Herring  
Lard Compound

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## 1

## AXLE GREASE

|                          |    |      |
|--------------------------|----|------|
| Aurora.....              | 55 | 6 00 |
| Castor Oil.....          | 60 | 7 00 |
| Diamond.....             | 50 | 4 25 |
| Frazer's.....            | 75 | 9 00 |
| IXL Golden, tin boxes 75 |    | 9 00 |



|                      |    |      |
|----------------------|----|------|
| Mica, tin boxes..... | 75 | 9 00 |
| Paragon.....         | 55 | 6 00 |

## BAKING POWDER

| Egg                            |      |
|--------------------------------|------|
| 1 lb. cans, 4 doz. case.....   | 3 75 |
| 1 lb. cans, 2 doz. case.....   | 3 75 |
| 1 lb. cans, 1 doz. case.....   | 3 75 |
| 5 lb. cans, 1/2 doz. case..... | 8 00 |
| JAXON                          |      |
| 1 lb. cans, 4 doz. case.....   | 45   |
| 1 lb. cans, 4 doz. case.....   | 85   |
| 1 lb. cans, 2 doz. case.....   | 1 60 |

## Royal

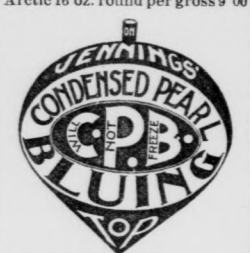
|                   |    |
|-------------------|----|
| 100 size.....     | 90 |
| 1/4 lb. cans 1 35 |    |
| 1/2 lb. cans 1 90 |    |
| 3/4 lb. cans 2 50 |    |
| 1 lb. cans 4 80   |    |
| 3 lb. cans 13 00  |    |
| 5 lb. cans 21 50  |    |

## BATH BRICK

|               |    |
|---------------|----|
| American..... | 70 |
| English.....  | 80 |

## BLUING

|                                     |  |
|-------------------------------------|--|
| Arctic, 4 oz. ovals, per gross 4 00 |  |
| Arctic, 8 oz. ovals, per gross 6 00 |  |
| Arctic 16 oz. round per gross 9 00  |  |



|                          |    |
|--------------------------|----|
| Small size, per doz..... | 40 |
| Large size, per doz..... | 75 |

## BREAKFAST FOOD

## CERA NUT FLAKES

|                         |      |
|-------------------------|------|
| Cases, 36 packages..... | 4 50 |
| Five case lots.....     | 4 40 |

## BROOMS

|                   |      |
|-------------------|------|
| No. 1 Carpet..... | 2 70 |
| No. 2 Carpet..... | 2 25 |
| No. 3 Carpet..... | 2 15 |
| No. 4 Carpet..... | 1 75 |
| Parlor Gem.....   | 2 40 |
| Common Whisk..... | 1 10 |
| Fancy Whisk.....  | 1 10 |
| Warehouse.....    | 3 80 |

## BRUSHES

|                        |    |
|------------------------|----|
| Solid Back, 8 in.....  | 45 |
| Solid Back, 11 in..... | 95 |
| Pointed Ends.....      | 85 |

## Shoe

|            |      |
|------------|------|
| No. 8..... | 1 00 |
| No. 7..... | 1 30 |
| No. 4..... | 1 70 |
| No. 3..... | 1 90 |

## Stove

|            |      |
|------------|------|
| No. 3..... | 75   |
| No. 2..... | 1 10 |
| No. 1..... | 1 75 |

## BUTTER COLOR

|                               |      |
|-------------------------------|------|
| W., R. & Co.'s, 15c size..... | 1 25 |
| W., R. & Co.'s, 25c size..... | 2 00 |

## 2

## CANDLES

|                          |        |
|--------------------------|--------|
| Electric Light, 88.....  | 12     |
| Electric Light, 168..... | 12 1/2 |
| Paraffine, 6s.....       | 10 1/2 |
| Paraffine, 12s.....      | 11     |
| Wickless.....            | 17     |

## CANNED GOODS

|                         |      |
|-------------------------|------|
| 3 lb. Standards.....    | 1 10 |
| Gallons, standards..... | 3 35 |

## Blackberries

|                |    |
|----------------|----|
| Standards..... | 80 |
|----------------|----|

## Beans

|                 |      |
|-----------------|------|
| Baked.....      | 1 00 |
| Red Kidney..... | 75   |
| String.....     | 70   |
| Wax.....        | 75   |

## Blueberries

|               |    |
|---------------|----|
| Standard..... | 90 |
|---------------|----|

## Brook Trout

|                         |      |
|-------------------------|------|
| 2 lb. cans, Spiced..... | 1 90 |
|-------------------------|------|

## Clams

|                        |      |
|------------------------|------|
| Little Neck, 1 lb..... | 1 00 |
| Little Neck, 2 lb..... | 1 50 |

## Clam Bouillon

|                          |      |
|--------------------------|------|
| Burnham's, 1/2 pint..... | 1 92 |
| Burnham's, pints.....    | 3 60 |
| Burnham's, quarts.....   | 7 20 |

## Cherries

|                    |  |
|--------------------|--|
| Red Standards..... |  |
| White.....         |  |

## Corn

|            |      |
|------------|------|
| Fair.....  | 80   |
| Good.....  | 85   |
| Fancy..... | 1 00 |

## French Peas

|                     |    |
|---------------------|----|
| Sur Extra Fine..... | 22 |
| Extra Fine.....     | 19 |
| Fine.....           | 15 |
| Moyen.....          | 11 |

## Gooseberries

|               |    |
|---------------|----|
| Standard..... | 90 |
|---------------|----|

## Hominy

|               |    |
|---------------|----|
| Standard..... | 85 |
|---------------|----|

## Lobster

|                   |      |
|-------------------|------|
| Star, 1/4 lb..... | 2 15 |
| Star, 1 lb.....   | 3 60 |
| Pie in Tails..... | 2 40 |

## Mackerel

|                    |      |
|--------------------|------|
| Mustard, 1 lb..... | 1 75 |
| Mustard, 2 lb..... | 2 80 |
| Soused, 1 lb.....  | 1 75 |
| Soused, 2 lb.....  | 2 80 |
| Tomato, 1 lb.....  | 1 75 |
| Tomato, 2 lb.....  | 2 80 |

## Mushrooms

|              |    |
|--------------|----|
| Hotels.....  | 18 |
| Buttons..... | 22 |

## Oysters

|                      |      |
|----------------------|------|
| Cove, 1 lb.....      | 85   |
| Cove, 2 lb.....      | 1 85 |
| Cove, 1 lb Oval..... | 95   |

## Peaches

|             |      |
|-------------|------|
| Pie.....    | 85   |
| Yellow..... | 1 65 |

## Pears

|               |      |
|---------------|------|
| Standard..... | 1 00 |
| Fancy.....    | 1 25 |

## Peas

|                        |      |
|------------------------|------|
| Marrowfat.....         | 1 00 |
| Early June.....        | 1 00 |
| Early June Sifted..... | 1 60 |

## Plums

|            |    |
|------------|----|
| Plums..... | 85 |
|------------|----|

## Pineapple

|             |      |
|-------------|------|
| Grated..... | 1 25 |
| Sliced..... | 1 35 |

## Pumpkin

|            |  |
|------------|--|
| Fair.....  |  |
| Good.....  |  |
| Fancy..... |  |

## Raspberries

|               |      |
|---------------|------|
| Standard..... | 1 15 |
|---------------|------|

## Russian Caviar

|                   |       |
|-------------------|-------|
| 1/4 lb. cans..... | 3 75  |
| 1/2 lb. cans..... | 7 00  |
| 1 lb. can.....    | 12 00 |

## Salmon

|                            |        |
|----------------------------|--------|
| Columbia River, talls..... | @ 1 85 |
| Columbia River, flats..... | @ 1 80 |
| Red Alaska.....            | @ 1 30 |
| Pink Alaska.....           | @ 90   |

## Shrimps

|               |      |
|---------------|------|
| Standard..... | 1 40 |
|---------------|------|

## Sardines

|                        |           |
|------------------------|-----------|
| Domestic, 1/4s.....    | 3 1/2     |
| Domestic, 1/2s.....    | 5         |
| Domestic, Mustard..... | 6         |
| California, 1/4s.....  | 11 62 1/2 |
| California, 1/2s.....  | 17 24 1/2 |
| French, 1/4s.....      | 7 21 1/2  |
| French, 1/2s.....      | 18 22 1/2 |

## Strawberries

|               |      |
|---------------|------|
| Standard..... | 1 10 |
| Fancy.....    | 1 40 |

## 3

## Succotash

|            |      |
|------------|------|
| Fair.....  | 95   |
| Good.....  | 1 00 |
| Fancy..... | 1 20 |

## Tomatoes

|              |      |
|--------------|------|
| Fair.....    | 1 10 |
| Good.....    | 1 15 |
| Fancy.....   | 1 25 |
| Gallons..... | 3 00 |

## CARBON OILS

| Barrels                 |          |
|-------------------------|----------|
| Eocene.....             | @ 11     |
| Perfection.....         | @ 10     |
| Diamond White.....      | @ 9 1/2  |
| D. S. Gasoline.....     | @ 14 1/2 |
| Deodorized Naphtha..... | @ 12     |
| Cylinder.....           | @ 29     |
| Engine.....             | @ 22     |
| Black, winter.....      | @ 10 1/2 |

## CATSUP

|                          |      |
|--------------------------|------|
| Columbia, pints.....     | 2 00 |
| Columbia, 1/2 pints..... | 1 25 |

## CHEESE

|                  |          |
|------------------|----------|
| Acme.....        | @ 11 1/2 |
| Amboy.....       | @ 11 1/2 |
| Carson City..... | @ 11 1/2 |
| Elsie.....       | @ 11 1/2 |
| Emblem.....      | @ 12     |
| Gem.....         | @ 12     |
| Gold Medal.....  | @ 11     |
| Ideal.....       | @ 11 1/2 |
| Jersey.....      | @ 12     |
| Riverside.....   | @ 11 1/2 |
| Brick.....       | 14 1/2   |
| Edam.....        | @ 20     |
| Lelden.....      | @ 17     |
| Lumber.....      | 13 1/2   |
| Pineapple.....   | 50 1/2   |
| Sap Sago.....    | 19 1/2   |

## CHEWING GUM

|                             |      |
|-----------------------------|------|
| American Flag Spruce.....   | 55   |
| Reynolds's Peppin.....      | 60   |
| Black Jack.....             | 60   |
| Largest Gum Made.....       | 60   |
| Sen Sen.....                | 55   |
| Sen Sen Breath Perfume..... | 1 00 |
| Sugar Loaf.....             | 55   |
| Yucatan.....                | 55   |

## CHICORY

|                |   |
|----------------|---|
| Bulk.....      | 5 |
| Red.....       | 7 |
| Eagle.....     | 4 |
| Frank's.....   | 7 |
| Schener's..... | 6 |

## CHOCOLATE

|                           |    |
|---------------------------|----|
| Walter Baker & Co.'s..... |    |
| German Sweet.....         | 23 |
| Premium.....              | 31 |
| Breakfast Cocoa.....      | 46 |

## Hunkel Bros.

|                   |    |
|-------------------|----|
| Vienna Sweet..... | 21 |
| Vanilla.....      | 28 |
| Premium.....      | 31 |

## CLOTHES LINES

| Sisal                       |      |
|-----------------------------|------|
| 60 ft. 3 thread, extra..... | 1 00 |
| 72 ft. 3 thread, extra..... | 1 40 |
| 90 ft. 3 thread, extra..... | 1 70 |
| 60 ft. 6 thread, extra..... | 1 29 |
| 72 ft. 6 thread, extra..... |      |
| Jute                        |      |
| 60 ft.....                  | 75   |
| 72 ft.....                  | 90   |
| 90 ft.....                  | 1 05 |
| 120 ft.....                 | 1 50 |

## Cotton Victor

|            |      |
|------------|------|
| 50 ft..... | 80   |
| 60 ft..... | 95   |
| 70 ft..... | 1 10 |

## Cotton Windsor

|            |      |
|------------|------|
| 50 ft..... | 1 20 |
| 60 ft..... | 1 40 |
| 70 ft..... | 1 65 |
| 80 ft..... | 1 85 |

## Cotton Braided

|            |    |
|------------|----|
| 40 ft..... | 55 |
| 50 ft..... | 70 |
| 60 ft..... | 80 |

## Galvanized Wire

|                               |      |
|-------------------------------|------|
| No. 20, each 100 ft long..... | 1 90 |
| No. 19, each 100 ft long..... | 2 10 |

## COCOA

|                       |    |
|-----------------------|----|
| Cleveland.....        | 41 |
| Colonial, 1/4s.....   | 35 |
| Colonial, 1/2s.....   | 35 |
| Epps.....             | 42 |
| Huyler.....           | 45 |
| Van Houten, 1/4s..... | 12 |
| Van Houten, 1/2s..... | 20 |
| Van Houten, 1s.....   | 70 |
| Webb.....             | 30 |
| Wilbur, 1/4s.....     | 41 |
| Wilbur, 1/2s.....     | 42 |

## COCOANUT

|                             |        |
|-----------------------------|--------|
| Dunham's 1/4s.....          | 26     |
| Dunham's 1/2s and 1/4s..... | 26 1/2 |
| Dunham's 1/2s.....          | 27     |
| Dunham's 1/4s.....          | 28     |
| Bulk.....                   | 13     |

## COCOA SHELLS



6

| Pearl Barley             |      |
|--------------------------|------|
| Common                   | 3 00 |
| Chester                  | 2 75 |
| Empire                   | 3 65 |
| Peas                     |      |
| Green, Wisconsin, bu.    | 1 90 |
| Green, Scotch, bu.       | 2 10 |
| Split, lb.               | 4    |
| Rolled Oats              |      |
| Rolled Avena, bbl.       | 5 25 |
| Steel Cut, 100 lb. sacks | 2 75 |
| Monarch, 1/2 bbl.        | 5 00 |
| Monarch, 90 lb. sacks    | 2 45 |
| Quaker, cases            | 3 20 |
| Grits                    |      |
| Walsh-DeRoo Co.'s Brand. |      |



| Cases, 24 2 lb. packages | 2 00  |
|--------------------------|-------|
| Sago                     |       |
| East India               | 3 3/4 |
| German, sacks            | 3 3/4 |
| German, broken package   | 4     |
| Tapioca                  |       |
| Flake, 110 lb. sacks     | 4 3/4 |
| Pearl, 130 lb. sacks     | 3 3/4 |
| Pearl, 24 1 lb. packages | 6 3/4 |
| Wheat                    |       |
| Cracked, bulk            | 3 3/4 |
| 24 2 lb. packages        | 2 50  |

| FISHING TACKLE    |    |
|-------------------|----|
| 1/2 to 1 inch     | 6  |
| 1 1/2 to 2 inches | 7  |
| 2 to 2 1/2 inches | 9  |
| 2 1/2 to 3 inches | 11 |
| 3 to 3 1/2 inches | 15 |
| 3 1/2 to 4 inches | 30 |

| Cotton Lines   |    |
|----------------|----|
| No. 1, 10 feet | 5  |
| No. 2, 15 feet | 7  |
| No. 3, 15 feet | 9  |
| No. 4, 15 feet | 10 |
| No. 5, 15 feet | 11 |
| No. 6, 15 feet | 12 |
| No. 7, 15 feet | 15 |
| No. 8, 15 feet | 18 |
| No. 9, 15 feet | 20 |

| Linen Lines             |    |
|-------------------------|----|
| Small                   | 20 |
| Medium                  | 26 |
| Large                   | 34 |
| Poles                   |    |
| Bamboo, 14 ft. per doz. | 50 |
| Bamboo, 16 ft. per doz. | 65 |
| Bamboo, 18 ft. per doz. | 80 |

| FLAVORING EXTRACTS     |                  |
|------------------------|------------------|
| FOOTE & JENKS' JAXON   |                  |
| Highest Grade Extracts |                  |
| Vanilla                | Lemon            |
| 1 oz full m 1 20       | 1 oz full m 80   |
| 2 oz full m 2 10       | 2 oz full m 1 25 |
| No. 3 fan's 2 15       | No. 3 fan's 1 75 |

| COLEMAN'S EXTRACTS |                 |
|--------------------|-----------------|
| Vanilla            | Lemon           |
| 2 oz panel 1 20    | 2 oz panel 75   |
| 3 oz taper 2 00    | 4 oz taper 1 50 |

| JENNINGS' FLAVORING EXTRACTS |               |
|------------------------------|---------------|
| Folding Boxes                |               |
| D. C. Lemon                  | D. C. Vanilla |
| 2 oz.                        | 75            |
| 4 oz.                        | 1 50          |
| 6 oz.                        | 2 00          |
| Taper Bottles                |               |
| D. C. Lemon                  | D. C. Vanilla |
| 2 oz.                        | 75            |
| 3 oz.                        | 1 25          |
| 4 oz.                        | 1 50          |
| 6 oz.                        | 2 00          |
| Full Measure                 |               |
| D. C. Lemon                  | D. C. Vanilla |
| 1 oz.                        | 65            |
| 2 oz.                        | 1 10          |
| 4 oz.                        | 2 00          |
| 8 oz.                        | 3 00          |
| Tropical Extracts            |               |
| 2 oz. full measure, Lemon    | 75            |
| 2 oz. full measure, Vanilla  | 90            |
| 4 oz. full measure, Vanilla  | 1 80          |
| FLY PAPER                    |               |
| Tanglefoot, per box          | 35            |
| Tanglefoot, per case         | 30            |

| FRESH MEATS  |               |
|--------------|---------------|
| Beef         |               |
| Carcases     | 5 1/2 @ 8 1/2 |
| Forequarters | 8 @ 6         |
| Hindquarters | 8 @ 10        |
| Loins        | 9 @ 14        |
| Ribs         | 7 @ 12        |
| Rounds       | 7 @ 8 1/2     |
| Chucks       | 5 @ 6 1/2     |
| Plates       | 5 @           |
| Pork         |               |
| Dressed      | 8 @ 8 1/2     |
| Loins        | 11 @ 13       |
| Boston Butts | 11 @ 14       |
| Shoulders    | 11 @ 14       |
| Leaf Lard    | 11 @ 17       |
| Mutton       |               |
| Carcases     | 5 @ 8         |
| Lambs        | 7 1/2 @ 9 1/2 |
| Veal         |               |
| Carcases     | 6 1/2 @ 8     |

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

| OLIVES            |      |
|-------------------|------|
| Bulk, 1 gal. kegs | 1 35 |
| Bulk, 3 gal. kegs | 1 20 |
| Bulk, 5 gal. kegs | 1 15 |
| Manzanilla, 7 oz. | 80   |
| Queen, pints      | 2 35 |
| Queen, 18 oz.     | 4 50 |
| Queen, 28 oz.     | 7 00 |
| Stuffed, 5 oz.    | 90   |
| Stuffed, 8 oz.    | 1 45 |
| Stuffed, 10 oz.   | 2 30 |

| PIPPES                 |      |
|------------------------|------|
| Lay, No. 216           | 1 70 |
| Lay, T. D., full count | 65   |
| ob, No. 2              | 85   |

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

| OLIVES            |      |
|-------------------|------|
| Bulk, 1 gal. kegs | 1 35 |
| Bulk, 3 gal. kegs | 1 20 |
| Bulk, 5 gal. kegs | 1 15 |
| Manzanilla, 7 oz. | 80   |
| Queen, pints      | 2 35 |
| Queen, 18 oz.     | 4 50 |
| Queen, 28 oz.     | 7 00 |
| Stuffed, 5 oz.    | 90   |
| Stuffed, 8 oz.    | 1 45 |
| Stuffed, 10 oz.   | 2 30 |

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| GELATINE                    |       |
|-----------------------------|-------|
| Knox's Sparkling            | 1 20  |
| Knox's Sparkling, pr gross  | 14 00 |
| Knox's Acidulated           | 1 20  |
| Knox's Acidulated, pr gross | 14 00 |
| Oxford                      | 75    |
| Plymouth Rock               | 1 20  |
| Nelson's                    | 1 50  |
| Cox's, 2 qt size            | 1 61  |
| Cox's, 1 qt size            | 1 10  |

| GRAIN BAGS               |        |
|--------------------------|--------|
| Amoskeag, 100 in bale    | 15 1/2 |
| Amoskeag, less than bale | 15 3/4 |

| GRAINS AND FLOUR               |      |
|--------------------------------|------|
| Wheat                          |      |
| Winter Wheat Flour             | 67   |
| Local Brands                   |      |
| Patents                        | 4 20 |
| Second Patent                  | 3 70 |
| Straight                       | 3 50 |
| Second Straight                | 3 20 |
| Clear                          | 3 10 |
| Graham                         | 3 30 |
| Huckwheat                      | 4 80 |
| Rye                            | 3 00 |
| Subject to usual cash discount |      |

| Flour in bbls, 25c per bbl. additional |      |
|--|------|
| Spring Wheat Flour                     |      |
| Diamond 1/2s                           | 3 60 |
| Diamond 3/4s                           | 3 60 |
| Diamond 1s                             | 3 60 |
| Worden Grocer Co.'s Brand              |      |
| Quaker 1/2s                            | 3 80 |
| Quaker 3/4s                            | 3 80 |
| Quaker 1s                              | 3 80 |

| Clark-Jewell-Well's Co.'s Brand |      |
|---------------------------------|------|
| Pillsbury's Best 1/2s           | 4 50 |
| Pillsbury's Best 3/4s           | 4 40 |
| Pillsbury's Best 1s             | 4 30 |
| Pillsbury's Best 1 1/2s paper   | 4 30 |
| Pillsbury's Best 1 1/2s paper   | 4 30 |
| Pillsbury's Best 1 1/2s paper   | 4 30 |
| Pillsbury's Best 1 1/2s paper   | 4 30 |
| Pillsbury's Best 1 1/2s paper   | 4 30 |
| Pillsbury's Best 1 1/2s paper   | 4 30 |

| Lard                  |        |
|-----------------------|--------|
| Compound              | 7 1/2  |
| Pure                  | 11 1/2 |
| 60 lb. Tubs, advance  | 1 1/2  |
| 80 lb. Tubs, advance  | 1 1/2  |
| 50 lb. Tins, advance  | 1 1/2  |
| 20 lb. Pails, advance | 1 1/2  |
| 10 lb. Pails, advance | 1 1/2  |
| 5 lb. Pails, advance  | 1 1/2  |
| Vegetable             | 8 1/2  |

| Sausages   |       |
|------------|-------|
| Bologna    | 6     |
| Liver      | 6 1/2 |
| Frankfort  | 7 1/2 |
| Pork       | 8     |
| Blood      | 8     |
| Tongue     | 8 1/2 |
| Headcheese | 8 1/2 |

| Beef        |        |
|-------------|--------|
| Extra Mess. | 13 1/2 |
| Romless     | 13 1/2 |
| Bump, New   | 13 1/2 |

| Pigs' Feet        |      |
|-------------------|------|
| 1/2 bbls, 40 lbs. | 1 75 |
| 1/2 bbls, 40 lbs. | 3 25 |
| 1 bbls, 40 lbs.   | 7 50 |

| Tripe             |       |
|-------------------|-------|
| Kits, 15 lbs.     | 8 1/2 |
| 1/2 bbls, 40 lbs. | 1 60  |
| 1/2 bbls, 80 lbs. | 3 00  |

| Casings      |    |
|--------------|----|
| Pork         | 26 |
| Beef rounds  | 5  |
| Beef middles | 12 |
| Sheep        | 65 |

| Uncolored Butterine |        |
|---------------------|--------|
| Solid, dairy        | 21 1/2 |
| Rolls, dairy        | 18 1/2 |
| Rolls, creamery     | 16     |
| Solid, creamery     | 16     |

| Canned Meats        |       |
|---------------------|-------|
| Corned beef, 2 lb.  | 2 50  |
| Corned beef, 1 lb.  | 18 00 |
| Roast beef, 2 lb.   | 2 50  |
| Potted ham, 1/2s    | 50    |
| Potted ham, 1/4s    | 50    |
| Deviled ham, 1/2s   | 50    |
| Potted tongue, 1/2s | 50    |
| Potted tongue, 1/4s | 50    |

| RICE           |       |
|----------------|-------|
| Domestic       |       |
| Carolina head  | 7     |
| Carolina No. 1 | 6 1/2 |
| Carolina No. 2 | 6     |
| Broken         | 3 1/2 |

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

| OLIVES            |      |
|-------------------|------|
| Bulk, 1 gal. kegs | 1 35 |
| Bulk, 3 gal. kegs | 1 20 |
| Bulk, 5 gal. kegs | 1 15 |
| Manzanilla, 7 oz. | 80   |
| Queen, pints      | 2 35 |
| Queen, 18 oz.     | 4 50 |
| Queen, 28 oz.     | 7 00 |
| Stuffed, 5 oz.    | 90   |
| Stuffed, 8 oz.    | 1 45 |
| Stuffed, 10 oz.   | 2 30 |

| PIPPES                 |      |
|------------------------|------|
| Lay, No. 216           | 1 70 |
| Lay, T. D., full count | 65   |
| ob, No. 2              | 85   |

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| PICKLES                |      |
|------------------------|------|
| Medium                 |      |
| Barrels, 1,200 count   | 8 00 |
| Half bbls, 600 count   | 4 50 |
| Small                  |      |
| Barrels, 2,400 count   | 9 50 |
| Half bbls, 1,200 count | 5 25 |

| PLAYING CARDS              |      |
|----------------------------|------|
| No. 90, Steamboat          | 90   |
| No. 15, Rival, assorted    | 1 20 |
| No. 20, Rover, enameled    | 1 60 |
| N5, 572, Special           | 1 75 |
| No. 98, Golf, satin finish | 2 00 |
| No. 808, Bicycle           | 2 00 |
| No. 632, Tourment Whist    | 2 25 |

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

| PROVISIONS       |       |
|------------------|-------|
| Barreled Pork    |       |
| Mess             | 17 50 |
| Back             | 19 50 |
| Clear back       | 20 50 |
| Short cut        | 19 50 |
| Pig              | 22 00 |
| Beef             | 21 70 |
| Family Mess Loin | 21 00 |
| Clear            | 19 50 |

| Dry Salt Meats |        |
|----------------|--------|
| Belles         | 11 1/2 |
| S P Belles     | 12 1/2 |
| Extra shorts   | 11 1/2 |

| Smoked Meats         |            |
|----------------------|------------|
| Hams, 12 lb. average | 12 1/2     |
| Hams, 14 lb. average | 12 1/2     |
| Hams, 16 lb. average | 12 1/2     |
| Hams, 20 lb. average | 12 1/2     |
| Ham dried beef       | 12 1/2     |
| Shoulders (N.Y. cut) | 12 1/2     |
| Bacon, clear         | 14 1/2     |
| California hams      | 9 1/2      |
| Bolled Hams          | 18 1/2     |
| Picnic Bolled Hams   | 14 1/2     |
| Berlin Ham pr's'd    | 9 1/2      |
| Mince Hams           | 9 1/2 @ 10 |

| Lard                  |        |
|-----------------------|--------|
| Compound              | 7 1/2  |
| Pure                  | 11 1/2 |
| 60 lb. Tubs, advance  | 1 1/2  |
| 80 lb. Tubs, advance  | 1 1/2  |
| 50 lb. Tins, advance  | 1 1/2  |
| 20 lb. Pails, advance | 1 1/2  |
| 10 lb. Pails, advance | 1 1/2  |
| 5 lb. Pails, advance  | 1 1/2  |
| Vegetable             | 8 1/2  |

| Sausages   |       |
|------------|-------|
| Bologna    | 6     |
| Liver      | 6 1/2 |
| Frankfort  | 7 1/2 |
| Pork       | 8     |
| Blood      | 8     |
| Tongue     | 8 1/2 |
| Headcheese | 8 1/2 |

| Beef        |        |
|-------------|--------|
| Extra Mess. | 13 1/2 |
| Romless     | 13 1/2 |
| Bump, New   | 13 1/2 |

| Pigs' Feet        |      |
|-------------------|------|
| 1/2 bbls, 40 lbs. | 1 75 |
| 1/2 bbls, 40 lbs. | 3 25 |
| 1 bbls, 40 lbs.   | 7 50 |

| Tripe             |       |
|-------------------|-------|
| Kits, 15 lbs.     | 8 1/2 |
| 1/2 bbls, 40 lbs. | 1 60  |
| 1/2 bbls, 80 lbs. | 3 00  |

| Casings      |    |
|--------------|----|
| Pork         | 26 |
| Beef rounds  | 5  |
| Beef middles | 12 |
| Sheep        | 65 |

| Uncolored Butterine |        |
|---------------------|--------|
| Solid, dairy        | 21 1/2 |
| Rolls, dairy        | 18 1/2 |
| Rolls, creamery     | 16     |
| Solid, creamery     | 16     |

| Canned Meats        |       |
|---------------------|-------|
| Corned beef, 2 lb.  | 2 50  |
| Corned beef, 1 lb.  | 18 00 |
| Roast beef, 2 lb.   | 2 50  |
| Potted ham, 1/2s    | 50    |
| Potted ham, 1/4s    | 50    |
| Deviled ham, 1/2s   | 50    |
| Potted tongue, 1/2s | 50    |
| Potted tongue, 1/4s | 50    |

| RICE           |       |
|----------------|-------|
| Domestic       |       |
| Carolina head  | 7     |
| Carolina No. 1 | 6 1/2 |
| Carolina No. 2 | 6     |
| Broken         | 3 1/2 |

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

| OLIVES            |      |
|-------------------|------|
| Bulk, 1 gal. kegs | 1 35 |
| Bulk, 3 gal. kegs | 1 20 |
| Bulk, 5 gal. kegs | 1 15 |
| Manzanilla, 7 oz. | 80   |
| Queen, pints      | 2 35 |
| Queen, 18 oz.     | 4 50 |
| Queen, 28 oz.     | 7 00 |
| Stuffed, 5 oz.    | 90   |
| Stuffed, 8 oz.    | 1 45 |
| Stuffed, 10 oz.   | 2 30 |

9

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



|  |  |
|--|--|
| Best grade Imported Japan, 3 pound pockets, 33 to the bale |  |
| Cost of packing in cotton pockets only 1/2c more than bulk |  |

| SALAD DRESSING             |      |
|----------------------------|------|
| Alpha Cream, large, 2 doz. | 1 85 |
| Alpha Cream, large, 1 doz. | 1 90 |
| Alpha Cream, small, 3 doz. | 95   |
| Durkee's, large, 1 doz.    | 4 15 |
| Durkee's, small, 2 doz.    | 4 85 |

| SAL SODA                       |      |
|--------------------------------|------|
| Granulated, bbls.....          | 95   |
| Granulated, 100 lb. cases..... | 1 00 |
| Lump, bbls.....                | 90   |
| Lump, 145 lb. kegs.....        | 95   |
| SALT                           |      |
| Diamond Brand                  |      |

| 12                                 |  | 13                                     |  | 14   |  | Hardware Price Current                         |  | Stanley Rule and Level Co.'s.....dls |  | Levels        |  |
|------------------------------------|--|--|--|--|--|--|--|--------------------------------------|--|---------------|--|
| Lubetsky Bros. brands              |  | Faucets                                |  | Mixed Candy  |  | Ammunition                                     |  | Mattocks                             |  | 65            |  |
| B. L. .... 35 00                   |  | Cork lined, 8 in. .... 65              |  | Grocers. .... 6 7                                      |  | Caps   |  | Adze Eye.....\$17 00..dls            |  |               |  |
| Daily Mail, 5c edition. .... 35 00 |  | Cork lined, 9 in. .... 75              |  | Competition. .... 7 7                                  |  | G. D., full count, per m. .... 40              |  | Metals—Zinc                          |  | 7 1/2         |  |
| Fine Cut                           |  | Cork lined, 10 in. .... 85             |  | Special. .... 7 7                                      |  | Hicks' Waterproof, per m. .... 50              |  | Per pound. .... 8                    |  | Miscellaneous |  |
| Cadillac. .... 54                  |  | Cedar, 8 in. .... 65                   |  | Conserve. .... 8 8                                     |  | Musket, per m. .... 75                         |  | Bird Cages..... 40                   |  | 40            |  |
| Sweet Loma. .... 33                |  | Mop Sticks                             |  | Royal. .... 8 8  |  | Ely's Waterproof, per m. .... 60               |  | Pumps, Clstern..... 75 10            |  | 85 20         |  |
| Hawatha, 5 lb. pails. .... 76      |  | Trojan spring. .... 90                 |  | Broken. .... 8 8                                       |  | Cartridges                                     |  | Screws, New List..... 50 10          |  | 50 10 80      |  |
| Hawatha, 10 lb. pails. .... 54     |  | Eclipse patent spring. .... 85         |  | Cut Leaf. .... 8 8                                     |  | No. 22 short, per m. .... 2 50                 |  | Casters, Bed and Plate..... 50 10    |  | 50            |  |
| Telegram. .... 22                  |  | No. 1 common. .... 85                  |  | English Rock. .... 9 9                                 |  | No. 22 long, per m. .... 3 00                  |  | Dampers, American..... 50            |  |               |  |
| Pay Car. .... 31                   |  | No. 2 patent brush holder. .... 85     |  | Kindergarten. .... 9 9                                 |  | No. 32 short, per m. .... 5 00                 |  |                                      |  |               |  |
| Prairie Rose. .... 49              |  | 12 lb. cotton mop heads. .... 1 25     |  | Bon Ton Cream. .... 8 8                                |  | No. 32 long, per m. .... 5 75                  |  |                                      |  |               |  |
| Protection. .... 37                |  | Ideal No. 7. .... 90                   |  | French Cream. .... 9 9                                 |  | Primers  |  |                                      |  |               |  |
| Sweet Burley. .... 38              |  | Pails                                  |  | Handy Pan. .... 10 10                                  |  | No. 2 U. M. C., boxes 250, per m. .... 1 40    |  |                                      |  |               |  |
| Tiger. .... 37                     |  | 2-hoop Standard. .... 1 50             |  | Hand Made Cream  |  | No. 2 Winchester, boxes 250, per m. .... 1 40  |  |                                      |  |               |  |
| Plug                               |  | 3-hoop Standard. .... 1 65             |  | mixed  |  | Gun Wads                                       |  |                                      |  |               |  |
| Red Cross. .... 82                 |  | 2-wire, Cable. .... 1 60               |  | Crystal Cream mix. .... 13 13                          |  | Black edge, Nos. 11 and 12 U. M. C. .... 60    |  |                                      |  |               |  |
| Palo. .... 31                      |  | 3-wire, Cable. .... 1 80               |  | Fancy-In Pails   |  | Black edge, Nos. 9 and 10, per m. .... 70      |  |                                      |  |               |  |
| Kyro. .... 33                      |  | Cedar, all red, brass bound. .... 1 25 |  | Champ. Crys. Gums. .... 8 8                            |  | Black edge, No. 7, per m. .... 80              |  |                                      |  |               |  |
| Hiawatha. .... 41                  |  | Paper, Eureka. .... 2 25               |  | Pony Hearts. .... 15 15                                |  | Loaded Shells                                  |  |                                      |  |               |  |
| Battle Axe. .... 33                |  | Fibre. .... 2 40                       |  | Fairy Cream Squares. .... 12 12                        |  | New Rival-For Shotguns                         |  |                                      |  |               |  |
| American Eagle. .... 31            |  | Toothpicks                             |  | Fudge Squares. .... 12 12                              |  | No. Drs. of oz. of Shot Gauge Per 100          |  |                                      |  |               |  |
| Standard Navy. .... 35             |  | Hardwood. .... 2 50                    |  | Peanut Squares. .... 9 9                               |  | 120 4 1 1/2 10 10 \$2 90                       |  |                                      |  |               |  |
| Spear Head, 16 oz. .... 40         |  | Softwood. .... 2 75                    |  | Sugared Peanuts. .... 11 11                            |  | 129 4 1 1/2 9 10 2 90                          |  |                                      |  |               |  |
| Spear Head, 8 oz. .... 42          |  | Banquet. .... 1 80                     |  | Starlight Kisses. .... 10 10                           |  | 128 4 1 1/2 8 10 2 90                          |  |                                      |  |               |  |
| Nobbb Twist. .... 47               |  | Ideal. .... 1 50                       |  | San Blas Goodies. .... 12 12                           |  | 126 4 1 1/2 8 10 2 90                          |  |                                      |  |               |  |
| Jolly Tar. .... 35                 |  | Traps                                  |  | Lozenges, plain. .... 10 10                            |  | 135 4 1/4 1 1/2 5 10 2 95                      |  |                                      |  |               |  |
| Old Honesty. .... 41               |  | Mouse, wood, 2 holes. .... 22          |  | Lozenges, printed. .... 10 10                          |  | 154 4 1/4 1 1/2 4 10 3 00                      |  |                                      |  |               |  |
| Toddy. .... 32                     |  | Mouse, wood, 6 holes. .... 45          |  | Champion Chocolate. .... 11 11                         |  | 200 3 1 10 12 2 50                             |  |                                      |  |               |  |
| J. T. .... 35                      |  | Rat, wood. .... 80                     |  | Keeps Chocolate. .... 12 12                            |  | 208 3 1 8 12 2 50                              |  |                                      |  |               |  |
| Piper Heldick. .... 60             |  | Rat, spring. .... 75                   |  | Quintette Choc. .... 12 12                             |  | 236 3 1/2 1 1/2 6 12 2 65                      |  |                                      |  |               |  |
| Boot Jack. .... 82                 |  | Tubs                                   |  | Gum Drops. .... 5 5                                    |  | 265 3 1/2 1 1/2 5 12 2 70                      |  |                                      |  |               |  |
| Honey Dip Twist. .... 37           |  | 20-inch, Standard, No. 1. .... 7 00    |  | Moss Drops. .... 5 5                                   |  | 264 3 1/2 1 1/2 5 12 2 70                      |  |                                      |  |               |  |
| Black Standard. .... 38            |  | 18-inch, Standard, No. 2. .... 6 00    |  | Lemon Sours. .... 9 9                                  |  | Discount 40 per cent.                          |  |                                      |  |               |  |
| Cadillac. .... 38                  |  | 16-inch, Standard, No. 3. .... 5 00    |  | Imperial. .... 9 9                                     |  | Paper Shells-Not Loaded                        |  |                                      |  |               |  |
| Forge. .... 30                     |  | 10-inch, Cable, No. 1. .... 7 50       |  | Ital. Cream Opera. .... 12 12                          |  | No. 10, pasteboard boxes 100, per 100. .... 72 |  |                                      |  |               |  |
| Nickel Twist. .... 50              |  | 18-inch, Cable, No. 2. .... 6 50       |  | 20 lb. pails. .... 11 11                               |  | No. 12, pasteboard boxes 100, per 100. .... 64 |  |                                      |  |               |  |
| Smoking                            |  | 16-inch, Cable, No. 3. .... 5 45       |  | Molasses Chews, 15 lb. balls. .... 13 13               |  | Gunpowder                                      |  |                                      |  |               |  |
| Sweet Core. .... 34                |  | No. 1 Fibre. .... 7 95                 |  | Golden Waffles. .... 12 12                             |  | Kegs, 25 lbs., per keg. .... 4 00              |  |                                      |  |               |  |
| Flat Car. .... 37                  |  | No. 2 Fibre. .... 7 95                 |  | Fancy-In 5 lb. Boxes                                   |  | 1/2 kegs, 12 1/2 lbs., per 1/2 keg. .... 2 25  |  |                                      |  |               |  |
| Great Navy. .... 34                |  | No. 3 Fibre. .... 7 20                 |  | Lemon Sours. .... 5 50                                 |  | 1/4 kegs, 6 1/2 lbs., per 1/4 keg. .... 1 25   |  |                                      |  |               |  |
| Warpath. .... 24                   |  | Wash Boards                            |  | Peppermint Drops. .... 5 50                            |  | Shot   |  |                                      |  |               |  |
| Bamboo, 16 oz. .... 24             |  | Bronze Globe. .... 2 50                |  | Chocolate Drops. .... 5 50                             |  | In sacks containing 25 lbs.                    |  |                                      |  |               |  |
| 1 X L, 8 lb. .... 25               |  | Dewey. .... 1 75                       |  | H. M. Choc. Drops. .... 5 50                           |  | Drop, all sizes smaller than B. .... 1 50      |  |                                      |  |               |  |
| 1 X L, 16 oz. pails. .... 29       |  | Double Acme. .... 2 75                 |  | H. M. Choc. Lt. and Dk. No. 12. .... 1 00              |  | Augurs and Bits                                |  |                                      |  |               |  |
| Honey Dew. .... 34                 |  | Single Acme. .... 2 25                 |  | Gum Drops. .... 5 50                                   |  | Snell's. .... 60                               |  |                                      |  |               |  |
| Gold Block. .... 34                |  | Double Peerless. .... 3 25             |  | Licorice Drops. .... 5 50                              |  | Jennings genuine. .... 25                      |  |                                      |  |               |  |
| Flagman. .... 37                   |  | Single Peerless. .... 2 50             |  | Lozenges, plain. .... 5 50                             |  | Jennings' imitation. .... 50                   |  |                                      |  |               |  |
| Chips. .... 31                     |  | Northern Queen. .... 3 00              |  | Lozenges, printed. .... 5 50                           |  | Axes   |  |                                      |  |               |  |
| Kiln Dried. .... 21                |  | Double Duplex. .... 3 75               |  | Imperial. .... 5 50                                    |  | First Quality, S. B. Bronze. .... 6 50         |  |                                      |  |               |  |
| Duke's Mixture. .... 37            |  | Good Luck. .... 2 75                   |  | Mottoes. .... 5 50                                     |  | First Quality, D. B. Bronze. .... 9 00         |  |                                      |  |               |  |
| Duke's Cameo. .... 41              |  | Universal. .... 2 25                   |  | Cream Bar. .... 5 50                                   |  | First Quality, S. B. S. Steel. .... 6 00       |  |                                      |  |               |  |
| Myrtle Navy. .... 39               |  | Window Cleaners                        |  | Molasses Bar. .... 5 50                                |  | First Quality, D. B. Steel. .... 10 50         |  |                                      |  |               |  |
| Yum Yum, 1 1/2 oz. .... 33         |  | 12 in. .... 1 65                       |  | Hand Made Creams. .... 80 90                           |  | Barrows  |  |                                      |  |               |  |
| Yum Yum, 1 lb. pails. .... 33      |  | 14 in. .... 1 85                       |  | Cream Buttons, Pep. and Wint. .... 5 50                |  | Railroad. .... 12 00                           |  |                                      |  |               |  |
| Cream. .... 35                     |  | 16 in. .... 2 30                       |  | String Rock. .... 5 50                                 |  | Garden. .... net 29 00                         |  |                                      |  |               |  |
| Corn Cake, 2 1/2 oz. .... 22       |  | Wood Bowls                             |  | Wintergreen Berries. .... 5 50                         |  | Bolts  |  |                                      |  |               |  |
| Corn Cake, 1 lb. .... 20           |  | 11 in. Butter. .... 7 50               |  | Caramels   |  | Stove. .... 70                                 |  |                                      |  |               |  |
| Plow Boy, 1 1/2 oz. .... 37        |  | 13 in. Butter. .... 1 10               |  | Clipper, 20 lb. pails. .... 8 8                        |  | Carriage, new list. .... 60                    |  |                                      |  |               |  |
| Plow Boy, 3 1/2 oz. .... 38        |  | 15 in. Butter. .... 1 75               |  | Perfection, 20 lb. pls. .... 12 12                     |  | Flow. .... 50                                  |  |                                      |  |               |  |
| Peerless, 3 1/2 oz. .... 32        |  | 17 lb. Butter. .... 2 75               |  | Korker 2 for 10 pr bx Big 3, 3 for 10 pr bx. .... 5 50 |  | Buckets  |  |                                      |  |               |  |
| Peerless, 1 1/2 oz. .... 34        |  | 19 in. Butter. .... 4 00               |  | Dukes, 2 for 10 pr bx. .... 5 50                       |  | Well, plain. .... \$4 00                       |  |                                      |  |               |  |
| Air Brake. .... 36                 |  | Assorted 13-15-17. .... 1 75           |  | Favorite, 4 for 10 pr bx. .... 5 50                    |  | Butts, Cast                                    |  |                                      |  |               |  |
| Cant Hook. .... 30                 |  | Assorted 15-17-19. .... 2 50           |  | AA Cream Car's 3 lb. .... 5 50                         |  | Cast Loose Pin, figured. .... 70               |  |                                      |  |               |  |
| Country Club. .... 32 34           |  | WRAPPING PAPER                         |  | FRUITS   |  | Wrought Narrow. .... 60                        |  |                                      |  |               |  |
| Forex-XXXX. .... 28                |  | Common Straw. .... 1 1/4               |  | Oranges  |  | Chain  |  |                                      |  |               |  |
| Good Indian. .... 23               |  | Fiber Manila, white. .... 3 1/4        |  | Florida Russell. .... 2 2                              |  | 1/4 in. 5-16 in. 1/2 in. 3/4 in.               |  |                                      |  |               |  |
| Self Binder. .... 30 32            |  | Fiber Manila, colored. .... 4 1/4      |  | Florida Bright. .... 2 2                               |  | Com. .... 7 c. 6 c. 5 c. 4 1/2 c.              |  |                                      |  |               |  |
| Silver Foam. .... 34               |  | No. 1 Manila. .... 3 1/4               |  | Fancy Navels. .... 2 2                                 |  | BB. .... 8 1/2 7 1/2 6 1/2 5 1/2               |  |                                      |  |               |  |
| TWIN                               |  | Butcher's Manila. .... 2 3/4           |  | Extra Choice. .... 5 50 26 00                          |  | BBB. .... 8 1/2 7 1/2 6 1/2 5 1/2              |  |                                      |  |               |  |
| Cotton, 3 ply. .... 16             |  | Cream Manila. .... 3                   |  | Late Valencia. .... 5 50 26 00                         |  | Crowbars                                       |  |                                      |  |               |  |
| Cotton, 4 ply. .... 16             |  | Wax Butter, short count. .... 13       |  | Seedlings. .... 2 2                                    |  | Cast Steel, per lb. .... 8                     |  |                                      |  |               |  |
| Jute, 2 ply. .... 12               |  | Wax Butter, full count. .... 20        |  | Medt. Sweets. .... 2 2                                 |  | Chisels  |  |                                      |  |               |  |
| Hemp, 6 ply. .... 12               |  | Wax Butter, rolls. .... 15             |  | Jamaicas. .... 2 2                                     |  | Socket Firmer. .... 65                         |  |                                      |  |               |  |
| Flax, medium. .... 20              |  | YEAST CAKE                             |  | Lemons   |  | Socket Framing. .... 65                        |  |                                      |  |               |  |
| Wool, 1 lb. balls. .... 7 1/2      |  | Magic, 3 doz. .... 1 00                |  | Verdell, ex foy 300. .... 2 2                          |  | Socket Corner. .... 65                         |  |                                      |  |               |  |
| VINEGAR                            |  | Sunlight, 3 doz. .... 1 00             |  | Verdell, ex foy 300. .... 2 2                          |  | Socket Sicks. .... 65                          |  |                                      |  |               |  |
| Malt White Wine, 40 grain. .... 8  |  | Sunlight, 1 1/2 doz. .... 50           |  | Verdell, ex chco 300 .... 2 2                          |  | Elbows   |  |                                      |  |               |  |
| Malt White Wine, 80 grain. .... 11 |  | Yeast Cream, 3 doz. .... 1 00          |  | Verdell, ex chco 300 .... 2 2                          |  | Com. 4 piece, 6 in., per doz. .... net 75      |  |                                      |  |               |  |
| Pure Cider, B. & B. brand. .... 11 |  | Yeast Foam, 3 doz. .... 1 00           |  | Verdell, ex chco 300 .... 2 2                          |  | Corrugated, per doz. .... 1 25                 |  |                                      |  |               |  |
| Pure Cider, Red Star. .... 11      |  | Yeast Foam, 1 1/2 doz. .... 50         |  | Verdell, ex chco 300 .... 2 2                          |  | Adjustable. .... dis 40 10                     |  |                                      |  |               |  |
| Pure Cider, Robinson. .... 11      |  | FRESH FISH                             |  | Verdell, ex chco 300 .... 2 2                          |  | Expansive Bits                                 |  |                                      |  |               |  |
| Pure Cider, Silver. .... 11        |  | Per lb.                                |  | Verdell, ex chco 300 .... 2 2                          |  | Clark's small, \$18; large, \$25. .... 40      |  |                                      |  |               |  |
| WASHING POWDER                     |  | White fish. .... 10 10                 |  | Verdell, ex chco 300 .... 2 2                          |  | Ives' 1, \$18; 2, \$24; 3, \$30. .... 25       |  |                                      |  |               |  |
| Diamond Flake. .... 2 75           |  | Trout. .... 9 9                        |  | Verdell, ex chco 300 .... 2 2                          |  | Files-New List                                 |  |                                      |  |               |  |
| Gold Brick. .... 3 25              |  | Black Bass. .... 10 10                 |  | Verdell, ex chco 300 .... 2 2                          |  | New American. .... 70 10                       |  |                                      |  |               |  |
| Gold Dust, regular. .... 4 50      |  | Halibut. .... 14 14                    |  | Verdell, ex chco 300 .... 2 2                          |  | Nicholson's. .... 70                           |  |                                      |  |               |  |
| Gold Dust, 5c. .... 4 00           |  | Ciscos or Herring. .... 11             |  | Verdell, ex chco 300 .... 2 2                          |  | Heiler's Horse Rasp. .... 70                   |  |                                      |  |               |  |
| Kirkoline, 24 1/2 lb. .... 3 80    |  | Bluefish. .... 14                      |  | Verdell, ex chco 300 .... 2 2                          |  | Galvanized Iron                                |  |                                      |  |               |  |
| Pearline. .... 2 75                |  | Live Lobster. .... 20                  |  | Verdell, ex chco 300 .... 2 2                          |  | Nos. 16 to 20; 22 and 24; 25 and 26; 27, 28    |  |                                      |  |               |  |
| Scourline. .... 4 10               |  | Rolled Lobster. .... 22                |  | Verdell, ex chco 300 .... 2 2                          |  | List 12 13 14 15 16.                           |  |                                      |  |               |  |
| Babbitt's 1776. .... 3 75          |  | Cod. .... 10                           |  | Verdell, ex chco 300 .... 2 2                          |  | Discount, 65                                   |  |                                      |  |               |  |
| Roseline. .... 3 50                |  | Haddock. .... 8                        |  | Verdell, ex chco 300 .... 2 2                          |  | Gauges   |  |                                      |  |               |  |
| Armour's. .... 3 70                |  | No. 1 Pickerel. .... 8 1/2             |  | Verdell, ex chco 300 .... 2 2                          |  | Stanley Rule and Level Co.'s..... 60 10        |  |                                      |  |               |  |
| Nine O'clock. .... 3 35            |  | Pike. .... 7                           |  | Verdell, ex chco 300 .... 2 2                          |  | Single Strength, by box. .... dis 85 20        |  |                                      |  |               |  |
| Wisdom. .... 3 80                  |  | Perch. .... 5                          |  | Verdell, ex chco 300 .... 2 2                          |  | Double Strength, by box. .... dis 85 20        |  |                                      |  |               |  |
| Scourline. .... 3 50               |  | Smoked White. .... 11                  |  | Verdell, ex chco 300 .... 2 2                          |  | By the Light. .... dis 85 20                   |  |                                      |  |               |  |
| Rub-No-More. .... 3 75             |  | Ret. Snapper. .... 13                  |  | Verdell, ex chco 300 .... 2 2                          |  | Hammers  |  |                                      |  |               |  |
| WICKING                            |  | Cold River Salmon. .... 12 1/2 13      |  | Verdell, ex chco 300 .... 2 2                          |  | Maydole & Co.'s, new list. .... dis 33 1/2     |  |                                      |  |               |  |
| No. 0, per gross. .... 25          |  | Mackerel. .... 18                      |  | Verdell, ex chco 300 .... 2 2                          |  | Yerkes & Plumb's. .... dis 40 10               |  |                                      |  |               |  |
| No. 1, per gross. .... 30          |  | HIDES AND PELTS                        |  | Verdell, ex chco 300 .... 2 2                          |  | Mason's Solid Cast Steel. .... 300 list 70     |  |                                      |  |               |  |
| No. 2, per gross. .... 40          |  | Hides                                  |  | Verdell, ex chco 300 .... 2 2                          |  | Gate, Clark's 1, 2, 3. .... dis 60 10          |  |                                      |  |               |  |
| No. 3, per gross. .... 55          |  | Green No. 1. .... 2 8                  |  | Verdell, ex chco 300 .... 2 2                          |  | Pots. .... 50 10                               |  |                                      |  |               |  |
| WOODENWARE                         |  | Green No. 2. .... 2 7                  |  | Verdell, ex chco 300 .... 2 2                          |  | Kettles. .... 50 10                            |  |                                      |  |               |  |
| Baskets                            |  | Cured No. 1. .... 2 8 1/2              |  | Verdell, ex chco 300 .... 2 2                          |  | Spiders. .... 50 10                            |  |                                      |  |               |  |
| Bushels. .... 85                   |  | Cured No. 2. .... 2 8 1/2              |  | Verdell, ex chco 300 .... 2 2                          |  | Horse Nails                                    |  |                                      |  |               |  |
| Bushels, wide band. .... 1 15      |  | Calfskins, green No. 1. .... 2 9 1/2   |  | Verdell, ex chco 300 .... 2 2                          |  | Au Sable. .... dis 40 10                       |  |                                      |  |               |  |
| Market. .... 30                    |  | Calfskins, green No. 2. .... 2 8       |  | Verdell, ex chco 300 .... 2 2                          |  | House Furnishing Goods                         |  |                                      |  |               |  |
| Splint, large. .... 6 00           |  | Calfskins, green No. 1. .... 2 8 1/2   |  | Verdell, ex chco 300 .... 2 2                          |  | Stamped Tinware, new list. .... 70             |  |                                      |  |               |  |
| Splint, medium. .... 5 00          |  | Calfskins, green No. 2. .... 2 8 1/2   |  | Verdell, ex chco 300 .... 2 2                          |  | Japanned Tinware. .... 20 10                   |  |                                      |  |               |  |
| Splint, small. .... 4 00           |  | Calfskins, cured No. 1. .... 2 10 1/2  |  | Verdell, ex chco 300 .... 2 2                          |  | Iron   |  |                                      |  |               |  |
| Willow Clothes, large. .... 5 00   |  | Calfskins, cured No. 2. .... 2 9       |  | Verdell, ex chco 300 .... 2 2                          |  | Bright. .... 2 25 c rates                      |  |                                      |  |               |  |
| Willow Clothes, medium. .... 5 00  |  | Old Wool. .... 50 21 50                |  | Verdell, ex chco 300 .... 2 2                          |  | Screw Eyes. .... 80                            |  |                                      |  |               |  |
| Willow Clothes, small. .... 4 75   |  | Lamb. .... 30 20 60                    |  | Verdell, ex chco 300 .... 2 2                          |  | Hooks. .... 80                                 |  |                                      |  |               |  |
| Bradley Butter Boxes               |  | Shearlings. .... 30 40                 |  | Verdell, ex chco 300 .... 2 2                          |  | Gate Hooks and Eyes. .... 80                   |  |                                      |  |               |  |
| 2 lb. size, 24 in case. .... 72    |  | Tallow                                 |  | Verdell, ex chco 300 .... 2 2                          |  | Wrenches                                       |  |                                      |  |               |  |
| 3 lb. size, 16 in case. .... 68    |  | No. 1. .... 2 6                        |  | Verdell, ex chco 300 .... 2 2                          |  | Baxter's Adjustable, Nickleled. .... 30        |  |                                      |  |               |  |
| 5 lb. size, 12 in case. .... 63    |  | No. 2. .... 2 5                        |  | Verdell, ex chco 300 .... 2 2                          |  | Coe's Genuine. .... 30                         |  |                                      |  |               |  |
| 10 lb. size, 6 in case. .... 60    |  | Wool                                   |  | Verdell, ex chco 300 .... 2 2                          |  | Coe's Patent Agricultural, Wrought. .... 30    |  |                                      |  |               |  |
| Butter Plates                      |  | Washed, fine. .... 2 20                |  | Verdell, ex chco 300 .... 2 2                          |  |  |  |                                      |  |               |  |
| No. 1 Oval, 250 in crate. .... 40  |  | Washed, medium. .... 2 23              |  | Verdell, ex chco 300 .... 2 2                          |  |  |  |                                      |  |               |  |
| No. 2 Oval, 250 in crate. .... 45  |  | Unwashed, fine. .... 2 15              |  | Verdell, ex chco 300 .... 2 2                          |  |  |  |                                      |  |               |  |
| No. 3 Oval, 250 in crate. .... 50  |  | Unwashed, medium. .... 2 16 1/2        |  | Verdell, ex chco 300 .... 2 2                          |  |  |  |                                      |  |               |  |
| No. 4 Oval, 250 in crate. .... 60  |  | CANDIES                                |  | Verdell, ex chco 300 .... 2 2                          |  |  |  |                                      |  |               |  |
| Churns                             |  | Stick Candy                            |  | Verdell, ex chco 300 .... 2 2                          |  |  |  |                                      |  |               |  |
| Barrel, 5 gals., each. .... 2 40   |  | bbis. pails                            |  | Verdell, ex chco 300 .... 2 2                          |  |  |  |                                      |  |               |  |
| Barrel, 10 gals., each. .... 2 55  |  | Standard. .... 2 7                     |  | Verdell, ex chco 300 .... 2 2                          |  |  |  |                                      |  |               |  |
| Barrel, 15 gals., each. .... 2 70  |  | Standard H. H. .... 2 8                |  | Verdell, ex chco 300 .... 2 2                          |  |  |  |                                      |  |               |  |
| Clothes Pins                       |  | Standard Twist. .... 2 9               |  | Verdell, ex chco 300 .... 2 2                          |  |  |  |                                      |  |               |  |
| Round head, 5 gross box. .... 50   |  | Cut Leaf. .... 2 9                     |  | Verdell, ex chco 300 .... 2 2                          |  |  |  |                                      |  |               |  |
| Round head, cartons. .... 75       |  | Jumbo,                                 |  |  |  |  |  |                                      |  |               |  |



# READY!

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**T**HE large unabridged edition of our fall catalogue is now being mailed, Mr. Merchant. It lists over forty thousand items in general merchandise and illustrates nearly every one. It should be an important part of your buying equipment, Mr. Merchant, for it is the standard by which close buyers gauge prices. If your name is not on our mailing list, it should be. Send for this catalogue and see if we can't save money for you. It is FREE to any merchant. Ask for catalogue J436.

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**Butler Brothers**

230 to 240 Adams St.

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CHICAGO

## The Woman and the Horse.

"Ah, there's nothing like a horse!" said the young woman, as she patted her favorite's glossy neck. "You can't get attached to a machine, and it can't respond to every touch and every mood. A sensitive animal is like a part of one's self."

"I knew you loved your horse personally," said the friend, who was about to drive with her, and who had already climbed into the trap, "because you have no check rein and you have left him his beautiful long tail."

"It was difficult to find a good carriage horse with a tail," said the owner. "They are usually mutilated before you get them, but I insisted upon buying a whole horse or none!"

"I wish you'd give me a lesson in driving," said the friend, as they started off. "I'm always nervous about it."

"Well, it isn't easy to describe. The horse could give you the best lesson, if he could only speak. I learned to drive almost in infancy; my father loved a good horse."

"I don't see how a small child could have strength enough to drive."

"It doesn't require strength. My father bought a handsome mare which had been spoiled by bad handling and had become a 'puller.' In a few months' time he was proud to show the former owner that I could drive that mare at the age of 6. Of course, no child should drive alone, for if a horse takes fright, a firm, strong hand is needed. But if he is bound to run, no one can stop him."

"But now, leaving out emergencies, what general rules would you give?"

"Well, in the first place, keep your horse in hand; feel his mouth," as they say. Don't let your lines hang, but make him conscious of your mastery by a firm, perceptible hold. And don't wobble! Don't jerk at him, or flop the reins, or keep slackening and gathering them up. If you make nervous movements, your horse will be nervous. The rein is like an electric wire; it brings him all your moods. Don't forget your horse, nor allow him to forget you; but don't tease or fret him. I drove a horse one summer which was frequently driven by another woman—a fidgety driver. It was a good horse and very responsive. That woman kept him tossing his head and going in spurts. He would be all in a latrine, and when I took him he would calm down and cool off and go like a clock."

"I've noticed that some people can't get any speed out of a horse. They make him jog along as if he were half asleep."

"That's the weak, undetermined hand. Such drivers are not fussy, but the horse feels that they lack power over him, and he quietly does as he pleases—hurries along only when he is headed homeward. I told you that the thing could not be described. The horse could tell, if he had the power. It's learned by practice, and by sympathy between yourself and your horse. It's like social intercourse—getting in rapport with people. You get in rapport with your horse, or your team, and you know what to do. That's all."

"It sounds very nice, but it's awfully vague! Be more explicit. How did your father cure the 'puller,' for example?"

"By not pulling at her. If you drag on a horse's mouth it will resist, and if the mouth is hard it will be like a game, trying who can pull the harder. Pulling either stops a horse or sets him to pulling in turn. You must feel the mouth, and yet yield to it. But a slack rein is dangerous in case of stumbling. It's hard to reform an ill trained animal, but to drive one like this is sheer joyful companionship."

## External Use of Olive Oil.

From the Vegetarian.

One of the most wholesome and nutritious articles of diet is olive oil, and it is as beneficial for external as for internal use. It was the custom of the ancients, who were most luxurious in their bathing habits, to anoint the body with vegetable oils after the bath. Athletes and gladiators anointed their

bodies with oils. Roman athletes were in the habit of using the freshly expressed oil of the olive to give agility and suppleness to their limbs. Some of the greatest beauties of whom history tells have also been prone to the use of oil. Mme. Recamier was in the habit of partaking freely of olive oil with her food and using it also after the bath. Her beautiful skin and clear complexion were doubtless due to this rather than to powders or paints. Tradition says that both Cleopatra and Zenobia partook freely of olive oil and used oils after the bath. In the countries where the olive flourishes, such as Italy, medical practitioners use the oil very freely for a host of ailments. It is maintained in the Levantine countries that the external use of oil prevents rheumatism, gout and other kindred maladies which are aggravated by external chills, and that the internal use of the oil removes the toxic condition of the blood which leads to the generation of these maladies.

## The Man Who Wins.

The man who wins is the man who works—  
The man who toils, while the next man shirks;  
The man who stands in his deep distress  
With his head held high in the deadly press—  
Yes, he is the man who wins.

The man who wins is the man who knows  
The value of pain and the worth of woes—  
Who a lesson learns from the man who fails  
And a moral finds in his mournful wails;  
Yes, he is the man who wins.

The man who wins is the man who stays  
In the unsought paths and the rocky ways;  
And perhaps, who lingers, now and then,  
To help some failure to rise again;  
Ah! he is the man who wins!

And the man who wins is the man who hears  
The curse of the envious in his ears,  
But who goes his way with his head held high  
And passes the weeks of the failures by—  
For he is the man who wins.  
—Henry Edward Warner.

## Business Wants

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

## BUSINESS CHANCES.

**FOR SALE—STOCK OF GENERAL MERCHANDISE**, consisting of dry goods, shoes, groceries and queensware; situated in one of the most flourishing little towns in Northern Indiana; stock is clean and salable and will invoice about \$4,500; can be reduced to suit purchaser; nice brick building to do business in; rent and all other expenses are low; is considered the most central and up-to-date store in town; average daily sales, \$50; cleared over \$2,000 last year above all expenses; nice class of people to deal with; three churches, one graded school; more produce and stock shipped from this place by actual figures than any other town of its size in the State; do very little credit business; our reasons for selling are poor health and wish to retire from business; this is a genuine money maker for the right person and will bear investigation; no speculators need apply. Address No. 712, care Michigan Tradesman. 712

**FOR SALE—BAKERY, GOOD LOCATION** in Central Michigan; will invoice from \$800 to \$1,000; have the lead in catering and party orders; must sell at once on account of health. For particulars address No. 723, care Michigan Tradesman. 723

**FOR SALE—WHOLESALE AND RETAIL** bakery, confectionery and ice cream factory business. Will stand the closest inspection. Price about \$1,800 without stock. Present owner must retire permanently. Jos. Holt, 607 State St., Milwaukee, Wis. 725

**FOR SALE—CLEAN STOCK OF GROCERIES** in business part of Cedar Rapids, Iowa. Stock and fixtures will invoice about \$1,500. Sales \$12,000 a year. Address No. 724, care Michigan Tradesman. 724

**MERCHANTS, MANUFACTURERS, LAWYERS** using stenographers can save from \$600 per year and upwards if they correspond with W. B. Ferguson, Suffolk, Va., and send \$1.50 and a stamped envelope. 718

**FOR SALE—FURNITURE AND UNDER-TAKING** stock in good Iowa town of about 900; stock new and up to date; room may be leased; doing good business; good reasons given for selling. Address Lock Box C, Wyoming, Iowa. 717

**FOR SALE—DRUG STOCK DOING GOOD** business. No cut rate. Address No. 716, care Michigan Tradesman. 716

**WILL PAY SPOT CASH FOR STOCKS** dry goods, boots and shoes, hardware, furniture or groceries. Lock Box 74, Ypsilanti, Mich. 715

**MR. CLERK—HERE IT IS, A WELL-** founded shoe, clothing and men's furnishing goods store; town of 1,500; brick room; \$12 rent per month; stock invoices \$4,500; annual sales, \$10,000. Better write us to-day, as this will sell. Address No. 714, care Michigan Tradesman. 714

**FINE FAST DRIVING MARE, WITH LOTS** of speed, for sale cheap; gentle, sound and extremely kind. Further particulars enquire of A. R. Hensler, Battle Creek, Mich. 713

**FOR SALE—STOCK OF GENERAL MER-** chandise invoicing from \$1,000 to \$1,200, consisting of millinery (\$125 to \$150), crockery and glassware (less than \$100), dry goods, dress trimmings, notions; stock in splendid condition; also store fixtures for sale and store building for rent; stock located in hustling little town of 700 in southern part of State; splendid opening for a general store. Reason for selling, ill health. Address No. 720, care Michigan Tradesman. 720

**FOR SALE—A CLEAN UP-TO-DATE STOCK** general merchandise in a city of 3,500 inhabitants; good established trade, which is strictly cash; will invoice about \$9,000; will give a liberal discount for spot cash; only one other store of this kind in city; a splendid opening for an up-to-date dry goods man. Address No. 721, care Michigan Tradesman. 721

**\$450 TAKES NEAT GROCERY; NEW STOCK;** centrally located; doing good business. Address J. E. Berg, Saugatuck, Mich. 722

**FOR SALE—BRICK STORE BUILDING, 22** x60 feet, with frame addition on back, 22x40 feet, two stories, with living rooms above. For particulars address J. L. Farnham, Mancelona, Mich. 707

**FOR EXCHANGE AT A BARGAIN—1,000** acres heavy hardwood timber land—oak, ash, hickory, black walnut, etc.—for stock general merchandise. Address No. 706, care Michigan Tradesman. 706

**FOR SALE—A CLEAN STOCK OF DRY** goods, shoes and groceries. Well-established paying business. Will sell right. Reason, other business. Clarence A. Fox, Flushing, Mich. 703

**FOR SALE—HARDWARE BUSINESS LO-** cated in prosperous farming and manufacturing center; the shop in connection; stock clean and well assorted; will invoice \$3,000; must sell on account of sickness; a rare opportunity. Address Hardware, 55 Stephenson St., Freeport, Ill. 702

**FOR SALE—CLEAN UP-TO-DATE STOCK** of groceries, china, crockery and glassware, located in a thriving village in Eastern Michigan; population about 700; stock will invoice about \$1,700. Address Grocer, care Michigan Tradesman. 696

**FOR SALE—GOOD CLEAN STOCK OF** groceries and fixtures; invoice about \$1,800; doing a \$1,200 business a month; terms cash. Address Box 654, Union City, Ind. 698

**FOR SALE—WELL ESTABLISHED JEW-** elry and crockery stock, \$2,000; also good bazaar stock, \$2,000; both in good farming towns. Clark's Business Exchange, Grand Rapids. 697

**HARD TO FIND—A FIRST CLASS DRUG** store in city of 50,000 people in Michigan for sale. Best of reasons for selling. Address Mrs. B. Room 801, 377-9 Broadway, New York City. 694

**FOR SALE—A GOOD CLEAN UP-TO-DATE** stock of general merchandise; will invoice about \$5,500, doing a good business; popular place to trade; a splendid chance to step into a money-making business; best corner location in a prosperous growing town of 1,500 in Northwest Iowa; large territory to draw trade from; will sell at a bargain and give time on part. Address J. Forbes, Fonda, Iowa. 692

**FOR SALE—DRUG STORE, PAYING OVER** \$100 month net on purely drug stock; other lines could be added; growing town of 800. Address 699, care Michigan Tradesman. 699

**FOR SALE AT A BARGAIN—A DRUG** store in a good location and doing a good business. Address No. 700, care Michigan Tradesman. 700

**WANTED—PURCHASER FOR MEAT** market; only stand in town of 450. Address No. 515, care Michigan Tradesman. 515

**FOR SALE—STOCK GENERAL MERCHANDISE** in small town; stock will invoice \$2,500 to \$3,000; good clean stock and doing good business. Address No. 685, care Michigan Tradesman. 685

**TO RENT—WE WILL RENT THE UP-** stairs over our planing mill, together with power, lights and heat; also dry kiln and warehouse room if desired; room is 5x70 feet and is well lighted; would be suitable for any kind of light manufacturing or sash and door work, for which there is most of the machinery already in, or for cabinet work. Call on or address Traverse City Manufacturing Co., Traverse City, Mich. 673

**FOR SALE—A CLOTHING AND FURNISH-** ing goods store in one of the best towns of Southern Michigan; established in 1893; yearly sales, \$12,000, all cash; not a dollar ever sold on credit; goods all brand new; stock cleaned out every season, rent, \$425; will be sold on easy payments to a responsible party; a reasonable down payment required; stock about \$8,000; reason for selling, dissolution of partnership. Address No. 676, care Michigan Tradesman. 676

**FOR SALE—A GOOD FIRST-CLASS** horse livery; only one in town of 900; good trade and everything in good order. Address Philip Taylor, Saranac, Mich. 676

**FOR SALE—MY GENERAL STORE STOCK** and fixtures for \$2,000 cash. Did \$15,000 worth of business last year. Best of reasons for selling. This is certainly the best bargain in the State. Call or write at once. J. E. C. Farnsworth, Wexford county, Mich. 668

**FOR SALE—A CLEAN \$6,500 STOCK OF** staple dry goods, ladies' and gents' furnishing goods and children's clothing; also store fixtures; stock only one year old. Best location in town. Long lease. Want cash or good paper. Address Max M. Savlan, Petoskey, Mich. 667

**WANTED—STOCKS OF GENERAL MER-** chandise, for which I will pay spot cash. Must be cheap enough to enable me to move them. F. L. Orutt, Benlah, Mich. 657

**FOR SALE—DRUG STOCK AND FIX-** tures; only one in good prosperous town on railroad; good business; stock about \$1,200; cash, no trades. Address George, care Hazeltine & Perkins Drug Co., Grand Rapids, Mich. 671

**FOR SALE—\$1,700 DRUG STOCK AND FIX-** tures; can be bought at great discount for cash. Address P. O. Box 222, Saginaw, Mich. 674

**FOR SALE—CLEAN DRUG AND GROCERY** stock which will prove good investment for live man, particularly registered pharmacist; located in thickly populated portion of Flint, about one-half mile from any competition in drug line; only one other grocery in the immediate vicinity; rent reasonable. Address No. 679, care Michigan Tradesman. 679

**FOR SALE—HOME IN FLORIDA; FOUR-** teen acres, eight acres bearing orange trees; good buildings; good neighbors; near railroad; healthy location; will sell for \$3,000 cash or take clean stock of merchandise (Northern Michigan or Wisconsin preferred) in exchange. Address No. 672, care Michigan Tradesman. 672

**ICE BUSINESS FOR SALE; EXCLUSIVE** trade. John Jeffrey, Union City, Mich. 655

**FOR SALE—WELL-ESTABLISHED, PRO-** sperous dry goods business in one of the best towns in State. Splendid opportunity for enterprising man. Stock new and fresh. Reputation for first class goods. Must retire on account of health. Write for particulars. Henry Wright, Harbor Springs, Mich. 705

**FOR SALE—CLEAN GROCERY AND** crockery stock and bakery plant in best location in rapidly growing city of 5,000 population; rent reasonable; trade mostly cash; reason for selling, ill health of manager; purchaser must have at least \$1,500 to pay half down. Address No. 644, care Michigan Tradesman. 644

**HELLO, BROTHER GROCER AND EVERY-** body using Liquid Measure. Write for circular on my Patent Lip. It will pour from full gallon Measure into Teaspoon and not waste a drop. Chas. Martin, Patentee and Grocer, Tiffin, Ohio. 631

**I HAVE FOUR VACANT LOTS IN GRAND** Rapids, free and clear; will trade for general stock; will pay balance cash. Address No. 583, care Michigan Tradesman. 583

**FOR SALE—DRUG FIXTURES—ELEGANT** wall cases, counters, show cases, prescription case; all light oak; will sell at half price. O. A. Fankboner, Grand Rapids. 534

**FOR SALE—GOOD DRUG STOCK, INVOIC-** ing \$2,800, in one of the best Southern Michigan towns. Terms on application. Address No. 521, care Michigan Tradesman. 521

**FOR SALE—FINE YIELDING 40 ACRE** farm in Kalamazoo county; buildings; all under cultivation; value, \$1,200. Address No. 522, care Michigan Tradesman. 522

**FOR SALE—FIRST-CLASS, EXCLUSIVE** millinery business in Grand Rapids; object for selling, parties leaving the city. Address Millner, care Michigan Tradesman. 507

**THREE VACANT LOTS IN GRAND** Rapids, free of incumbrance, to exchange for drug, grocery or notion stock. Address No. 485, care Michigan Tradesman. 485

**SAFES—NEW AND SECOND-HAND FIRE** and burglar proof safes. Geo. M. Smith Wood & Brick Building Moving Co., 376 South Ionia St., Grand Rapids. 321

**FOR SALE—MOSLER, BAHMANN & CO.** fire proof safe. Outside measurement—36 inches high, 27 inches wide and 24 inches deep. Inside measurement—16½ inches high, 14 inches wide and 10 inches deep. Will sell for \$50 cash. Tradesman Company, Grand Rapids. 368

**FOR SALE CHEAP—SECONDHAND NO. 4** Bar-Lock typewriter, in good condition. Specimen of work done on machine on application. Tradesman Company, Grand Rapids. 465

**FOR SALE—DRUG STOCK AND FIXTURES,** invoicing about \$2,000. Situated in center of Michigan Fruit Belt, one-half mile from Lake Michigan. Good resort trade. Living rooms over store; water inside building. Rent, \$12.50 per month. Good reason for selling. Address No. 334, care Michigan Tradesman. 334

## MISCELLANEOUS

**WANTED—SPECIALTY SALESMAN WHO** visits mill supply houses, to carry a line of Square Flax Packing. For particulars address Box 547, Charleston, S. C. 711

**REGISTERED PHARMACIST OF LONG** experience wants position. Practical ginseng grower. References furnished. Arthur L. Haight, Woodland, Mich. 710

**CLERK WANTED—WANTED A YOUNG** man of good habits to clerk in a general store. Good opportunities for advancement. Address Haak Lumber Co., Haakwood, Mich. 708

**MEAT CUTTER WANTED—WANTED A** young man to cut meat and assist as clerk in a general store. Address Haak Lumber Co., Haakwood, Mich. 709

**PHARMACIST, GRADUATE UNIVERSITY** of Michigan, desires position, Grand Rapids preferred. Address No. 686, care Michigan Tradesman. 686

F. M. C.

COFFEES

are always

Fresh Roasted