

MICHIGAN TRADESMAN

Twentieth Year

GRAND RAPIDS, WEDNESDAY, OCTOBER, 8, 1902.

Number 994

CURRIE & FORSYTH,

1023 Michigan Trust Bdg.

Grand Rapids, Mich.

Branch Managers for

Douglas, Lacey & Co.

Mining, Oil and Smelter Stocks

We do not know of a dissatisfied customer out of eleven thousand. We have 21 companies, most of them paying dividends in three months to a year from the time they were capitalized, all being worked and developed as fast as money and modern means can develop them. All stocks protected against loss.

Citizens Phone 1651.

Commercial Credit Co., Ltd.

Widdicomb Building, Grand Rapids
Detroit Opera House Block, Detroit

Good but slow debtors pay upon receipt of our direct demand letters. Send all other accounts to our offices for collection.

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. McCORNE, 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.

You ought to sell

LILY WHITE

"The flour the best cooks use"

VALLEY CITY MILLING CO.,
GRAND RAPIDS, MICH.

How speculators in April eggs may come out is still an open question which time only will answer. Just now we are more interested in the current production and want liberal consignments of the best we can get.

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

Tradesman Coupons

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GENERAL TRADE REVIEW.

Every Monday seems to bring a sharp decline in the stock market, to be followed by recovery in most leading shares. Last Monday's flurry seemed to be caused by disappointment as to the effect of Secretary Shaw's action on the money market. Evidently there was little relieving influence exerted and as the fact became apparent there was a sharp decline involving most leading stocks. Under ordinary conditions such a flurry would be expected to reach a panic, but as it is there is little uneasiness and prompt recovery seems certain.

Disappointment as to the strike outlook and the seriousness of the fuel situation are naturally disturbing factors of wide influence, but there is no apparent diminution of business in any leading lines. Merchandise distribution continues at the greatest for the season. Railway traffic is only limited by facilities and increased earnings are universal. With this condition it seems almost impossible that there should be a material reaction in railway securities. Speculation may interpose temporary hindrances, but their operation must be short.

Importation of raw materials serves to keep up the supply and railway and structural forms of steel are eagerly sought. The fuel question is becoming a serious one and there is naturally hesitation in such lines as are not under stress of immediate demand as are the transportation and building branches of the trade.

Cotton is moving freely, both for domestic use and export, at good prices. Wool sales are phenomenal. More reasonable prices for hides operate to make leather dull, but shipments of shoes from Boston are the largest this year.

According to his own figures, Andrew Carnegie has given away very nearly \$45,000,000 in his effort to avoid the sin of dying rich. The enterprise which appeals to him most successfully is that of giving libraries and his average has been for some time eight a day, the average donation being \$15,000 to each. Nor does he give any sign or symptom of stopping the good work. Apparently he proposes to keep it up indefinitely, for he has millions yet at his disposal.

Now and then some one is found willing publicly to criticize Mr. Carnegie, but the attempt is as unworthy as it is unsuccessful. Rather should he and all other millionaires be commended for making such good use of their money. Better far give it to libraries or some other such enterprise than to hoard it. Different objects appeal differently to different people. Some are interested in libraries, some in hospitals and some in educational institutions. Whatever the channel and whatever the object, they are all commendable and such contributions are certainly a good example. The money thus donated does more good than if deposited in a bank or invested in bonds for the owner's personal use and benefit.

Every great exposition finds it necessary or at least desirable to have a midway. These concessions have proved very valuable to the managers of these enterprises. That at the Pan-American, for example, held the biggest crowds from the opening until the closing of the gates, and without it the deficit would have been even larger than it was. Some of these midway shows, especially at Chicago, were not such as could be easily commended or honestly approved. Those at Buffalo were not so bad, although more than one fakir lived in that city from the beginning to the end of the exhibition. Miss Helen Gould and the Board of Lady Managers for the St. Louis exposition have already taken the matter in hand, and propose to have no questionable shows on the midway there if they can prevent it. They intend to keep a sharp eye out on the concessions, and are determined that the performances shall at least be clean and wholesome. That is a step in the right direction and does them credit. It is to be hoped that their influence will be sufficient to govern.

The coal strike is responsible for a proposal that the Government own and operate the mines. In Australia, a suggestion for operation of the coal mines is under consideration. In this country the idea has been endorsed not only by labor bodies, but by many public-spirited citizens, including the Rev. Dr. Edward Everett Hale, and it is certain to gain headway with the first cold wave. The chief objection is that the whole business would inevitably become involved in politics, as other Government departments are. There is no doubt that coal would be sold at low prices and that the miners would get good pay and short hours. If there were any deficit, as there probably would be, Congress would make appropriations out of the Government treasury to cancel it.

Every American situation nowadays produces an immediate effect in the British Isles. When we send our goods over there the British fear that their markets will be swamped. When we send over there for supplies of coal to make good the deficiency on account of the strike, they fear that we will not leave them enough for their own needs.

The Grain Market.

Wheat has been rather easy. Nothing seems to disturb the price since the September deal is out of the way. Receipts at initial points have been restricted, owing to the inclemency of the weather. Exports have been large. The visible was of very medium size, as there was an increase of only 800,000 bushels, which would in former years be construed what is termed "bullish," but, as wheat has not many friends, prices will remain steady for both spring and winter wheat. Contract grade is scarce, as only about 10 per cent. of receipts grades. This is one reason why short interests are timid in putting out new lines, as they fear they will not be able to get the contract wheat to fill their sales when delivery time comes. Our visible is 11,000,000 bushels less than at the corresponding time last year.

Corn is very strong. December corn is about 3c up. The damp weather is very injurious to ripening it. In the corn belt late corn is claimed to be moulding. Contract corn is being shipped East very fast and, unless there is more back in farmers' hands than what is reported, prices will probably go as high as before. A couple of houses in Chicago seem to be holding all the merchantable corn. It is a dangerous article to handle, especially on the short side.

Oats are very steady. The visible is only 600,000 bushels, being less than three-fifths of what it was last year and only one-third of what it was two years ago. Should these small receipts continue, prices will be advanced to 40c per bushel before long.

Rye is moving very slowly at former prices. The reason has been stated several times—distillers are not in the market and exporters are holding off.

Beans seem to be beans at present, as cash or spot beans have advanced 60c per bushel since one week ago. The short sellers are buying up to fill contracts, as all were expecting a large harvest, which failed to materialize, owing to weather conditions. With beans at \$2.50 per bushel the amount usually consumed will be very much curtailed and beans will likely be imported, as they certainly can be at a good margin should present high prices prevail.

Flour is very firm, with an upward tendency. Millers are well sold ahead. Mill feed is also firm and present prices will be maintained.

Receipts of grain have been as follows: Wheat, 81 cars; corn, 6 cars; oats, 9 cars; rye, 1 car; flour, 1 car; malt, 1 car; hay, 1 car; potatoes, 5 cars.

For the month of September the receipts were as follows: wheat, 328 cars; corn, 10 cars; oats, 43 cars; rye, 3 cars; flour, 11 cars; beans, 1 car; malt, 5 cars; hay, 7 cars; potatoes, 6 cars.

Millers are paying 68c for wheat.

C. G. A. Voigt.

Some men vote as they pray—and they never pray unless it is to ask a personal favor.

ANTRIM COUNTY.

As the Timber Goes Out the Fruit Comes In.

Written for the Tradesman.

F. A. Smith, of the Petoskey Grocery Co., is the greatest entertainer in this Northern territory. He always has something new to relate and never springs the same story twice. He has a breezy way of telling things that catches the hearer, and when he gets started on one of his episodes, business in his vicinity stops until he gets through. Everybody has to listen, you know. Fred has been accused of perverting facts, although he has never really been caught in an untruth. And his stories are of such a harmless nature that I can not see how it would make a particle of difference whether they are so or not. Take, for instance, his latest—his dog story. The narrative runs that some one at the Beaver Islands stole an Indian dog and shipped it to Fred's Charlevoix address—C. O. D., of course. Fred happened to get next, swiped the dog from the boat that brought it over and got it to his house without much expense. He brought it to the Central Lake street fair—"wild dog from Borneo" sort of a freak—and it is certainly the homeliest and in some respects the most unfortunate looking canine that ever struck this neck of the woods. It is of enormous size, has a superabundance of long hair that stands on end and hides its eyes and its color is not far from that of a Michigan goat. Fred nearly lost it to the manager of one of the side shows that were then here in operation, and it must have scared him, for he now carries its photograph and leaves the real thing at home. A man with any name but Smith would think long before allowing such a piece of property to come into his possession. But Fred is very proud of his acquisition, and we are all glad of it, for no one else in this end of the State could begin to do the animal justice.

* * *

Business used to take me to Bellaire very often and there was a time when I felt pretty well acquainted with the village and most of its residents. But of late I have been there so little that when last week I happened there I was much astonished at the changes for the better that have been taking place on its main street. Bellaire has one of the best systems of water works in the State, and probably to that, more than to any other one reason, may be attributed the dilatoriness of her business men in putting up good fire proof buildings. Bellaire is one of the comparatively new towns of Antrim county and when a man starts a store in a new town he usually has small means and thinks that any old thing is good enough. If the town lives and the merchant prospers, he is apt to build something better right after the first big fire that takes place. Early in Bellaire's career, however, she possessed herself of a water works system with a strong pressure and an abundance of the necessary fluid, so that owing to this and the efficacy of her fire department, she postponed her big fire until less than two years ago. When it did come it was a hot one and wiped out a lot of buildings. Now the vacant places are all or nearly all filled with brick structures that would be a credit to any town, and her old plank sidewalks are being rapidly replaced with cement. Bellaire and Central Lake have grown up side by side and have led each other a merry race for supremacy. Just why

there should ever have been any unpleasantness between the two villages is a little difficult for a man up a tree to decide, for it each has an abundance of territory that the other can never hope to encroach upon, and the interests of each are in a manner identical.

* * *

It is only a matter of a few years before our timber supply will be a dream of the past. We have all profited by it, I hope, but we must soon turn our faces toward something else. While we have been subduing the magnificent hardwood forests of Antrim county, some of us may have lost sight of the fact that we have been coincidentally developing an industry that is permanent and will in time bring in greater returns and a more lasting and steady income than any sane man could hope to derive from a business that maintains its activity only while exhausting the resources of the country. The lumberman will soon have had his day in Antrim county, but the farmer is here and to him, in the near future, either directly or indirectly, must we look for the greater measure of the support of our villages.

* * *

The soil of Northern Michigan is largely composed of what is known as "sandy loam." This land is easily worked, is very productive, and has the advantage over heavy clay soil of being "warm." It can be cultivated as soon as the snow leaves in the spring, regardless of frequent rains, and it does not cling to the plowshare nor to the feet of the agriculturist. It was formerly urged against this soil that it was not "strong" and would soon "run out." But that criticism has been set aside. There are farms near Central Lake that have been worked for the past forty years and more that are better now than when first tilled, and I know of no farm in this neighborhood that has been properly cared for that is not now at least as productive as it was at first.

* * *

It used to be said that, as soon as the timber of Antrim county had been cut off, the country would be so frosty that a farmer could raise no crops. But this was an error. We are more free from late frosts here than you folks are around Grand Rapids. And we grow anything that is ordinarily raised in Southern Michigan. Corn is supposed to be a Southern crop, and yet it is and has been for years a better one than oats for Antrim county farmers. Nearly surrounded as we are by the Great Lakes that act as a regulator to our climate, we do not suffer much from sudden changes of weather, and the numerous smaller bodies of water that are scattered the length and breadth of the Grand Traverse region serve as a great protection from extremes of heat and cold.

* * *

We have known for a long time that our county produced a superior grade of apples and small fruits, but it is only within the last three or four years that we realized what nice peaches can be grown here. The finest peaches brought to the Central Lake market this season were home grown and we naturally feel rather proud of the fact. Large orchards of peach and other fruit trees are coming into bearing here year by year, and "you'uns up South" will hear more about Grand Traverse fruit in the time to come than you ever have in the past.

* * *

No farmer in Antrim county is now situated more than a very few miles from a rail shipping point, and many

can easily market their produce at the lake ports. Looking at the matter from what may possibly be considered a biased standpoint, I see no good reason why the farmers of this section should not in the future contribute to the great markets a just proportion of the staple products of the soil. And all of this ought to make business for Central Lake and for Bellaire, each according to its deserts.

Geo. L. Thurston.

What Vigilance May Sometimes Save the Merchant.

Changes in freight classification frequently occur. So do errors in freight bills.

There are hundreds of merchants in the Northwest who do not keep close check on freight items enough to know whether they are paying too much or not.

It is not the purpose here to say that the railroads are cheats. They do not mean to make mistakes. But mistakes will occur.

If the man who bills freight puts a pail of spice in a freight class too high, the merchant pays for the mistake.

The Classification Committee of the various roads belonging to the Association issue a book giving the classification of every item of merchandise, a copy of which can be secured by every merchant.

He should study this religiously. It may save him money.

There are more merchants who can not detect errors in their freight bills than there are who can.

As changes in classification occur the merchant should keep track of them. This week several have been announced as a result of the efforts of the Western Freight Committee.

The Interstate Commerce Commission says that the changes in classification have been made in large number in the past five years, netting a big result in freight rates.

Opposed to that there have been some direct reductions in merchandise rates on Western roads.

One reduction came last fall.

Freight rates are a vital element in every business.

Many merchants fail to realize this. They are careful to follow out every item on their invoices and note advances or declines over previous purchases.

Why don't they keep as well posted on their freight bills which are just as important?

Margins are being ground nearer the dead line every year.

What vigilance may save the merchant in freight is not appreciated by those who do not exercise it.

In most of the smaller towns the drayman pays the freight bill and collects of the merchant.

Many merchants take the drayman's figures without investigation. He, too, is likely to make mistakes.

Discussing this subject one merchant in a recent letter to the Commercial Bulletin says he has saved a neat sum by closely watching his freight bills. He frequently finds merchandise billed in the wrong class. It takes some time to get the returns back from the road, but it is worth keeping after. There is much discussion about claims against railroads. Who should collect them, the jobber or retailer?

The jobber sells goods f. o. b. cars at the distributing point. His liability ceases when the railroad receipts for the merchandise.

If breakage or loss occurs many re-

tailers immediately fall back on the jobber.

This has become so general that some jobbers have been forced to notify their trade that they can not pay further attention to these complaints without adding largely to office force.

Some retailers have made complaints and insist that the jobbers should take care of their trade to that extent.

To some extent this is unreasonable. The jobber has troubles of his own.

Fighting it out with a railroad must be expected by any man who launches into the merchandise business.

It is aggravating to follow a claim through the numerous highways and byways of a general freight office of the average railroad. Some of the railroads seem to make it as unpleasant as they can.

But this must be done.

The average retailer realizes that he is a long ways from the general freight office and his claim for damage or loss is often forced to wait the pleasure of some young man who takes his time.

He naturally thinks that the jobber with his prestige can force the claim through faster.

There are times when the jobber can be of assistance and will undoubtedly lend a hand.

But in most cases the retailer must expect to look out for himself. It is one of the rules of trade.

The retailer should make it a point to get in touch with the district freight agents of the roads with which he does business.

They are often willing and in a position to do more and go farther on putting a claim through than the agent.

At the best the average railroad agent has little authority and his recommendations are frequently passed up by prejudiced minds at the general office.

The district freight agent has general supervision over a large territory and his recommendations go further.

There is much that is unpleasant in all of these negotiations with a railroad, and much that will warp the patience of any man, but it is not the only thing in the merchandise business that warps patience.—Commercial Bulletin.

Recent Business Changes in Indiana.

Arcola—Colter & Co. have removed their sawmill plant and stock of lumber to Bucyrus, Ohio.

Brownstown—H. H. Buening has purchased the grocery stock of O. S. Brooks.

Lebanon—Morrison & Rigsby, grocers, have dissolved partnership, Morrison & Sanders succeeding.

Marshfield—Wm. S. Nail has purchased the general merchandise stock of Cadwallader & Nail.

Muncie—The Hickson Manufacturing Co. succeeds E. J. Hickson in the manufacture of bedsteads.

Topeka—Miller & Portner, furniture dealers and undertakers, are closing out their stock.

Union City—Julius Lewis has taken a partner in the dry goods business under the style of Lewis & Wolf.

Conundrums and Answers.

What has only one foot?—A stocking. How do bees dispose of their honey?—They cell it.

What soup would cannibals prefer?—A broth of a boy.

Who is the oldest lunatic on record?—Time out of mind.

What is a muff?—Something that holds a lady's hand and does not squeeze it. When is a clock on the stair dangerous?—When it runs down and strikes one.

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

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

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

Around the State

Movements of Merchants.

Luther—Homer Cutler has purchased the grist mill of S. R. Gee.

Hudson—J. F. Brooks has purchased the jewelry stock of E. P. Clark.

Coloma—Nichols Bros., meat dealers, have sold out to Elze Chorpeneing.

Petoskey—E. D. Ellis has sold the Star meat market to Edward Feily.

Linden—Ed. Wrigglesworth has sold his grocery stock to Mrs. M. E. Hartwell.

Marshall—Miss M. Gidley succeeds Watson & Watson in the millinery business.

Butler—Wolcott Bros. have sold their general merchandise stock to McCoon & Stroh.

Holly—S. E. Trott, dealer in coal, wood and tile, has sold out to C. C. Seeley.

East Jordan—Supernau Bros. have sold their grocery stock to Morrisey & Turner.

Adrian—Smith, Michaels & Son succeed Michaels & Son in the grocery business.

Petoskey—Fleming & Martin have purchased the grocery stock of B. F. Donovan.

Beebe—Seaman & Braden have purchased the general merchandise stock of Robert Gamble.

Addison—J. M. Jones & Co. succeed C. M. (Mrs. J. M.) Jones in the dry goods business.

Lapeer—Eugene Alt's clothing store was closed Tuesday on a chattel mortgage for nearly \$7,000.

East Jordan—Louis A. Goss, meat dealer, has taken a partner under the style of Bennett & Goss.

Saginaw—E. P. Austin has engaged in the grocery business, having purchased the stock of John Dice.

Elk Rapids—J. H. Bennett has moved into his own store building, which is 25x70 feet in dimensions.

Thompsonville—C. L. Bennett has purchased the grocery stock of Mrs. L. Beeman and will continue the business.

Middleton—C. L. Entreen has purchased the grocery stock of W. S. Sleight and has removed it to the O'Neill building.

Lapeer—Elmer E. Mix has taken a partner in the wall paper, stationery and novelty business under the style of Mix & Myers.

Falmouth—John Bunning is erecting a two-story addition to his store building which increases his floor space from 20x60 to 40x60 feet.

Battle Creek—Chas. M. Wiseman has removed his stock of books, stationery, wall paper, paints and oils from Big Rapids to this place.

Detroit—The F. A. Goodrich Iron & Steel Co., dealer in pig iron and steel, has filed articles of incorporation. The capital stock is \$50,000.

Hancock—Albert Lieblein, brother of Ed. Lieblein, the wholesale grocer, is soon to embark in the wholesale confectionery business. He will cater to the copper country trade.

Elk Rapids—S. H. Beach, of the Antrim Hardware Co., together with two of his former business associates, has purchased the hardware stock formerly owned by the Elk Rapids Iron Co.

Detroit—President Alex. McPherson, of the Detroit National Bank, has returned from his trip abroad and is now engaged in preparing for the reorganization of the bank as soon as its charter

expires. The capital will be increased and it will be the largest financial institution in Detroit, if the present plans are carried out.

Stanton—Frank Holland, dealer in confectionery and cigars, has sold his store furniture and fixtures, including soda fountain, to Bert Stebbins, of Sheridan, who will store the stock until next spring, when he will engage in the business.

Benton Harbor—Stark & Abel have purchased the grocery stock of Edgumbe & Sons and will remove it to the corner of Pipestone and Britain streets as soon as repairs on the Mudge block are completed. Mr. Edgumbe has sold his wall paper stock to Judson E. Rice.

Crystal—C. DeYoung has removed his stock of hardware implements, vehicles and windmills to his new store building, which is 28x80 feet in dimensions, two stories high. The front of the store has plate glass windows and the interior of the first floor is finished in oak.

Kalamazoo—The stock and fixtures in the grocery store of Romine H. Buckhout were sold at auction by O. K. Buckhout Saturday to Robson Bros., of Lansing, for 48 cents on the dollar, stock and fixtures having been inventoried at cost. O. K. Buckhout bought the unsettled accounts at 11 cents on the dollar. It is not known whether the purchasers will continue the business or not. One of the members of the firm, J. Robson, was at one time a dry goods merchant in Kalamazoo.

Sault Ste. Marie—D. K. Moses & Co., proprietors of the Leader department store, have leased the two stores in the LaLonde block and will occupy them in the near future with a stock of crockery and household goods, notions, dry goods, shoes and clothing. The new store will be known as the Bargain Annex and will be under the management of Wm. Repp, who for the past two years has had charge of the Leader store. Mr. Repp's place will be filled by S. W. Smythe, of Escanaba, formerly manager of the Savings Bank store at that place.

Riverdale—A Business Men's Association has been organized here, with the following officers: President, V. P. Cash; Vice-Presidents, L. Houck and Chas. Going; Secretary, Jack Mablo; Treasurer, John Adams. It is the object of the Association to boom the town by offering inducements to manufacturers who will locate here. Through the efforts of the individual business men this town has grown considerably during the past two years; with an organization of business men, however, it is expected that great progress will be made. At the same meeting a Vigilance Committee was appointed and funds were raised to build a jail, which will prove a new feature for this town.

Detroit—Gray, Toynton & Fox, George C. Wetherbee & Co. and the Williams Bros. Co. have filed a petition in the United States District Court asking that C. W. Inslee & Co. be adjudicated bankrupts. The petitioners claim that C. W. Inslee & Co. owe them sums amounting to \$1,248.40 and that on Sept. 20 the said company executed a chattel mortgage in favor of Griffith Ogden Ellis, trustee, covering all its stock in trade. It is claimed by the petitioners that this mortgage constitutes an act of bankruptcy. They further asked that a receiver be appointed to take charge of C. W. Inslee & Co.'s

stock and effects. Judge Swan appointed H. J. Pearse receiver, fixing his bond at \$25,000.

Manufacturing Matters.

Caro—The Lacy Shoe Co. will begin operations in about a week.

Detroit—The Watson & Gordon Vinegar Co. has removed to Pontiac.

Utica—The Utica Co-operative Creamery has been organized with a capital stock of \$4,900.

Benton Harbor—The Mantello Cigar Co. succeeds James Ralston in the cigar manufacturing business.

Detroit—The G. Edward Baist Co. succeeds G. Edward Baist & Co. in the manufacture of women's garments.

Bay City—The style of Smalley Bros. & Co., founders and machinists, has been changed to Smalley Bros. & Co., Limited.

Big Rapids—Darrah Bros. & Co. have merged their flouring mill business into a corporation under the style of the Darrah Milling Co. The capital stock is \$40,000.

Holland—The old Vandyke mill site, on Holland harbor, has been sold to Smith & Taylor, of Chicago, who will spend \$75,000 in developing a gelatine factory here.

Chassell—C. H. Worcester & Co., successors to the Sturgeon River Lumber Co., will cut seven million feet of hemlock during the winter. Several million feet of additional timber will also be cut.

Jackson—The Imperial Skirt Co. has been re-organized with a capital stock of \$20,000. The directors are B. Stillson, John George, Jr., H. E. Edwards, H. S. Reynolds and C. Rutson. A new building and the employment of about 100 girls are contemplated.

Vicksburg—The Clark Bros. Co., manufacturer of steam specialties, has decided to remove its plant to either Sturgis, Three Rivers or Coldwater. A stock company will be formed in the town wherein the plant is located and the business will be made a purely local industry.

Flint—A movement is on foot to establish a pantaloon factory in this city to occupy the premises soon to be vacated by the Flint Pantaloon Co., which will remove to Port Huron. Local business men are backing the project and have appointed a committee to study the various phases of the situation.

Saginaw—E. A. Robertson & Co., who established a factory on South Hamilton street four years ago for the manufacture of silk waists and skirts, have dissolved partnership, E. A. Robertson purchasing the interest of his partner, Paul Bernhard, who, in company with his brother, Emil Bernhard, will establish a similar factory in the Jerome building.

Albion—The Albion Milling Co. property is now by foreclosure of mortgage the property of the Albion State Bank, the First National Bank of Albion, the Jackson City Bank and the Goodwin estate of Concord, the time for redemption having expired. By temporary arrangement the mill is at present operated by the management heretofore in possession.

St. Johns—The St. Johns Lumber Co. has been organized with a capital stock of \$50,000, of which \$35,000 is paid in. The company already owns about fifty million feet of stumpage in the neighborhood of Aberdeen, Washington, and may make further purchases. It is not intended immediately to lumber off the tract, but the land will be lumbered, leased or sold outright, as may seem best.

The Boys Behind the Counter.

Hancock—G. W. Heuman has resigned as prescription clerk in the City drug store. He is succeeded by George Blodgett, formerly clerk of the branch prison at Marquette.

Elk Rapids—Wm. Whitacre, formerly clerk in the general store of the Elk Rapids Iron Co., has taken a clerkship in the grocery store of J. H. Bennett.

Isbepeming—T. F. Follis, who has been with the Jochim Hardware Co. for the past nine months, has resigned his position to accept a place with the Delta Hardware Co., of Escanaba.

Hancock—E. G. Ziegler, at present in the employ of the Tamarack Co-operative Association, has resigned his position to accept a place with Ed. M. Lieblein at this place. He will assume his new duties the middle of this month.

Detroit—Frank P. Jennings has left his position as chief clerk of the Bradstreet agency to take a position with the Elysian Manufacturing Co., a perfumery establishment at 25 West Atwater street.

Grand Haven—John Balgooyen, for many years a resident of Grand Haven, and one of the valued employes of S. Kilbourn & Co., will shortly embark in the grocery business at Holland.

In Trade.

Ascum—I notice Mr. Kloseman has become a regular attendant at church. When did he get religion?

Browne—He didn't. It's just business with him. He loaned Rev. Mr. Gassaway a hundred dollars some time ago and he's had to take it out in pew rent.

The Clark-Rutka-Weaver Co. has secured the agency of the Buckeye Paint & Varnish Co. for Western Michigan and has received a carload of Buckeye mixed paint. This house will also carry a full line of the Buckeye varnishes, colors in oil, etc.

Want Peaches, Grapes, Potatoes

Your shipments solicited.

M. O. BAKER & CO.

Commission Merchants

119-121 Superior St., Toledo, Ohio

Bell and Home Phone 1870.

References: First National Bank, Toledo, Ohio
This paper.

The
Season
for Heat
Is Here



And we respectfully request your patronage for Wrought Iron Pipe, Iron Pipe Fittings, Radiators, Radiator Valves. Also Brass and Iron Body Valves.

We carry above in all styles and sizes.

Prompt shipment. Right prices.

Grand Rapids Supply Co.,
20 Pearl Street,
Grand Rapids, Mich

Grand Rapids Gossip

Hides, Pelts, Tallow and Wool.

The hide market has firmed up some the past week. Country stock can be said to be considerably stronger, while no advance has been obtained. Sales of packers' have been large and all lines strongly held, while sales have been stopped by asking advances.

Pelts are no higher. Receipts have been large. Offerings are ample for all demand. Prices are weaker.

Tallow is stronger on account of the advance in lard; also the advance in tallow in London last week. The lower grades are in more demand, there being light or no offerings of edible.

Wool sales the past two weeks have been extremely large in Eastern markets. Large blocks running into millions have changed hands, but at old prices. While this trading has firmed up the market, no higher prices have been obtained. Prices West do not tempt Eastern dealers to operate. There are no margins for them on prices at which it is held or offered. The situation is strongly held by dealers.

Wm. T. Hess.

Bank Values of Grand Rapids Bank Stocks.

The "bank values" of the different Grand Rapids bank stocks, as shown by the published statement of Sept. 15, are as follows for each \$100 par value:

Old National.....	\$143.52
National City.....	127.84
Grand Rapids National.....	125.53
Fourth National.....	144.13
Fifth National.....	119.06
Grand Rapids Savings.....	131.66
Kent Savings.....	387.81
Peoples Savings.....	131.66
State Bank of Michigan.....	162.88
Michigan Trust Co.....	160.37

One year ago the bank values were as follows:

Old National.....	\$138.85
National City.....	125.30
Grand Rapids National.....	123.95
Fourth National.....	134.50
Fifth National.....	123.05
Grand Rapids Savings.....	128.56
Kent Savings.....	349.06
Peoples Savings.....	140.41
State Bank of Michigan.....	143.00

The Produce Market.

Apples—Common, 25@75c per bu., fancy, \$2@2.25 per bbl.

Bananas—Good shipping stock, \$1.25 @2 per bunch.

Beeswax—Dealers pay 25c for prime yellow stock.

Beets—50c per bu.

Butter—Creamery is firm at 22c for fancy and 21c for choice. Pound prints from fancy command 23c. Dairy grades are stronger and higher, commanding 18 @19c for fancy, 16@17c for choice and 14@15c for packing stock.

Cabbage—Home grown command 40@50c per doz.

Carrots—35c per bu.

Cauliflower—\$1.50 per doz.

Crabapples—Late Transparents are in limited supply at \$1 per bu.

Cranberries—Cape Cods are in ample supply at \$2.30 per box and \$6.75 per bbl.

Celery—Home grown is in ample supply at 18c per doz.

Cucumbers—75c per bu. for garden grown and 25c per 100 for pickling stock.

Egg Plant—\$1.25 per doz.

Eggs—Receipts are small and many lots show that either farmer or buyer has held stock too long in anticipation of higher prices. Local dealers pay 18@19c for case count and 20@21c for candled. It is hardly thought that prices will go much higher, because the present basis enables cold storage holders to withdraw their supplies at a slight profit.

Figs—95c per 10 lb. box of California.

Grapes—Blue, 15c per 8 lb. basket; Niagaras, 16c per 8 lb. basket; Delawares, 15c per 4 lb. basket.

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—Californians, \$3.75; Messinas, \$3.75@4.

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; osage, 75c per crate.

Onions—Home grown stock is in ample supply at 60@65c. Pickling stock, \$2@3 per bu.

Oranges—Jamaicas, \$4 per box.

Parsley—20c per doz.

Peaches—Smocks and Solways command 65@85c; Old Mixons fetch 65@75c. This week practically closes the season, which has been the most satisfactory and profitable ever experienced by Western Michigan growers and shippers. The carlot shipments out of this market thus far aggregate 2,500 carloads of 300 bushels each, making a total of 750,000 bushels. It is estimated that the less than carlot shipments amount to 300,000 bushels, making total shipments of 1,050,000 bushels, which have probably netted the grower an average of 90c per bushel.

Pears—Sugar, \$1 per bu.; Flemish Beauties, \$1.35 per bu.; Keefer, \$1 per bu.

Potatoes—In ample supply at 40@45c per bu.

Poultry—Prices are firm, owing to small receipts. Live pigeons are in moderate demand at 60@75c and squabs at \$1.50@1.75. Spring broilers, 9@10c; small hens, 8@9c; large hens, 7@8c; turkey hens, 10½@11½c; gobblers, 9@10c; white spring ducks, 8@9c. Dressed stock commands the following: Spring chickens, 12@13c; small hens, 10@11c; spring ducks, 12@13c; spring turkeys, 13@14c.

Quinces—Scarce as hen's teeth, the crop having been almost a total failure. Receipts readily fetch \$2.80 per bu.

Radishes—10c per doz.

Spanish Onions—\$1.25 per crate.

Squash—2c per lb. for Hubbard.

Sweet Potatoes—Jerseys, \$3.25 per bbl.; Virginias, \$2.25.

Tomatoes—50c for ripe and 40c for green.

Turnips—50c per bu.

Watermelons—Home grown Sweethearts are in ample supply at 16c.

The Ideal Clothing Co. has leased the four-story and basement building on Louis streets, known as the Harvey & Heystek building, which it will occupy with the machinery and equipment now located in the second, third and fourth floors of the Kennedy building as soon as the present tenant of the Harvey & Heystek building vacates, which will probably be sometime next spring. The Ideal Co. will then connect its present factory in the Sligh building with its new location by means of door ways through the dividing walls. The Harvey & Heystek building has 30,000 feet floor space, which, with the 16,000 feet it now occupies in the Sligh building, will give it a combined floor space of 46,000 square feet.

Goods Delivered.

Miss Millyuns—I suppose you've heard of my engagement to Count Ded-broke?

Miss Wryvell—No. Oh! that's what Jack Bitterlee meant, I guess.

Miss Millyuns—Why, what did he say?

Miss Wryvell—He told me your father had bought you a fashionable puppy.

J. & G. Wyngarden have opened a grocery store at the corner of South Front and Pearl streets. The Clark-Jewell-Wells Co. furnished the stock.

The Grocery Market.

Sugars—The raw sugar market continues firm, with an advancing tendency. Refiners are ready buyers, but holders are very firm in their views and offer but very little stock, looking for higher prices soon. The demand for refined has abated somewhat, dealers having good sized stocks on hand and the most active season is now past. The market is somewhat unsettled and prices show a decline of five points on all grades. This decline came as somewhat of a surprise to most of the trade, as refiners are so badly oversold that no one expected a decline just yet. Refiners are working their plants to their fullest capacity, but are still from one to three weeks behind in deliveries. Owing to the rainy weather of the past week or two, which has interfered with the farmers gathering and hauling in the beets, the Michigan sugar factories have been delayed in starting and probably will not commence running until the first of next week.

Canned Goods—The canned goods situation in general is practically unchanged. There is quite a good demand for almost everything in the line, but orders, as a rule, are small. The situation in tomatoes is somewhat improved. More tomatoes were received last week by the canners than any week before this season. With the exception of a few packers in the northern part of the State, most of our Michigan packers will be able to fill at least 60 per cent. of their orders and a few will have some to sell, if the weather continues good a few days longer. While there is no material change in prices, the tendency of the market is somewhat lower and, if the pack turns out much larger than expected, will result in a decline. Corn is firmly held under a good demand. Interest in peas has again started up and a very strong market is noted on all offerings. The demand for succotash is very good, with some demand also for pumpkin. There has been an enormous demand for pie peaches the last week and a number of factories have sold their entire holdings and withdrawn from the market. This is particularly true of white peaches and yellows show considerable strength, with most packers holding at an advance of 2½c. Trade in salmon is of moderate volume, with no change in price. Sardines are steady and in good demand.

Dried Fruits—The dried fruit market is fairly active, with a good demand for new crop raisins, both loose muscatels and seeded. Very firm views are held regarding prices on raisins and it is claimed that the coast seeders have booked orders for 1,000 carloads. Many look for higher prices soon. Trade on prunes is very limited, as can be expected at this time of the year with so much fresh fruit on the market. There is no hope of the trade on prunes picking up to any extent until cold weather and until fresh fruits are out of the market. Currants are in fair demand, with prices steady. New Smyrna figs have just arrived in this country, but are meeting with rather slow sale at disappointing prices. The fruit is very fine, but the warm weather is against a good demand, and then, also, the California fig has taken the place of the foreign article to a great extent. Trade this fall on figs in cartons is very heavy and shows an increase over last year. Dates are expected to arrive very soon and a good trade is anticipated, as stocks of old goods are very light. The evap-

orated apple market shows no changes of note. The demand shows a little falling off, but is expected to increase very soon when the weather grows a little cooler. The goods are now being offered in 1 lb. cartons and the demand for this style package is very good, and is increasing every year.

Rice—The rice market is firm, with an increased demand looked for very shortly. Prices are firmly maintained and it is expected that the market will continue firm, as the general outlook now is for a much smaller output of rice than was at first estimated. Locally prices are firmly held with stocks very light.

Molasses and Syrups—In view of the continued steady demand for molasses and the small supplies now in the market, dealers were indifferent sellers. Prices are firm, with the demand mostly for medium grades. Trade for molasses in cans is good and is largely reducing the demand for the goods in barrels, as the cans are a much more convenient package for handling. Trade in corn syrup is dull, with prices remaining unchanged. Great improvement in this line is looked for very soon, as this is just the beginning of the syrup season.

Fish—The market is firm, with moderate demand for all grades. No speculative business is noted, but orders aggregate quite a satisfactory business.

Nuts—The market for nuts is strong on all lines and an active interest is shown. Filberts are more firmly held. Reports from primary market have not yet been made and dealers fear heavy damage from storms. Almonds and Brazils also show considerable strength, but no change in price. Peanuts are very dull, with absolutely no demand for them at present. Buyers are well stocked and are not interested in making any further purchases, but in moving what stocks they have on hand.

Rolled Oats—There is no change in the rolled oats market. Prices are firmly held, but offerings are very light.

The fair held under the auspices of the re-organized Western Michigan Society in Grand Rapids last week was a decided success in nearly every respect. The attendance was enormous, being the largest in point of numbers of any fair ever held in this city. The exhibits were complete in nearly every department. The races were fully up to expectation and the other features of the fair were above par. A notable innovation was the absence of all games of chance and gambling devices, which usually accompany exhibitions of this kind. The officers of the Association have reason to feel greatly encouraged over the success they have achieved and the fact that they have demonstrated that Grand Rapids is the most practical location in the State for a large general fair.

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

Piles Cured

By New Painless Dissolvent treatment; no chloroform or knife. Send for book.

Dr. Willard M. Burlison
Rectal Specialist
103 Monroe St., Grand Rapids, Mich.

Getting the People

Increasing Appreciation of the Value of Space.

Time was when the average country merchant considered that the assessment for his space in the weekly paper was substantially a tax for its support. Especially was this the case with the best established, the wealthiest, houses. Large corporations would frequently take an entire double column to announce the work of the village flouring mill, a branch only of their business. I remember one such advertisement I used to see, consisting of six lines of display type running without change year after year. The payment by the corporation was simply a tax; the paper must needs be supported. Then it was more common to find a space with a line indicating its ownership, both the advertiser and the publisher too indifferent to prepare copy and fill up the space.

But the days of this sort of advertising are happily past. Publishers are prosecuting their enterprises on a business basis—they do not have to be supported. There may have been some excuse in primitive days for requiring the assistance of those having large interests, but it was always a mistake that the space was not suitably filled; there was a lack of appreciation of its value even when circulation was necessarily small on account of sparse population.

Both merchant and publisher, and the community as well, have come to a knowledge of the value of space. When, therefore, slipshod methods of advertising are employed, spaces used carelessly and filled with makeshifts, not only are the principals cognizant of the neglect—the community understands the situation and the patronage of such a paper must suffer. The publication which keeps everything fresh and in order is the one whose subscription list is self supporting. The other kind must be kept up by solicitation.

Large spaces are employed in more instances to-day than were ever the case before. Thus the New York Herald gave eight pages to publicity of a certain food product recently. Involving many thousands of dollars such an undertaking is not pushed haphazard—the cost was counted and there was that put into the space which warranted its use. More and more in the great monthlies we see several pages taken for extended description of special enterprises when it is found that this method is more effective and cheaper than to catch the correspondence by a fractional page display and then use a costly follow-up system to secure the patronage.

It is not usual nowadays that spaces are made too large for the matter to fill them, although it occasionally occurs. Much more frequently the effect is sacrificed by crowding. It is still pertinent to preach large spaces, but these should be for a sufficient purpose and the contents should be something fresh and worth while. Large spaces carelessly filled look cheap and are a give-away for both publisher and advertiser.

The Hannah & Lay Mercantile Company shows a clothing advertisement in which the hand of a practiced writer is clearly apparent. The argument is complete and well sustained and is broken into paragraphs which tend to help out the rather large quantity of matter. The reference to the fall hat is well written, but it is a question whether the coat subject would not have been

Dressy Comfort in Men's Fall Coats

When it comes to comfort, men as a usual thing, don't care a fig what the cost is. They want the goods and if the comfort is there it is their's. Our Fall Overcoats include three things—comfort, quality and exceedingly low prices. Then men like this stock because of the great assortment—one is always sure of getting sizes—ordinary sizes and unusual sizes—both large and small.



The Nuovo

Is an elegant coat—as fine a coat as any tailor ever turned out—in fact an expert tailor did make this. All the workmen that make these goods are expert tailors, only difference they work for this firm instead of for themselves. We please everyone because we have the different prices that cannot help but please. You can spend \$10—(and get a dandy)—or go to \$42.00 for the very best.

What about that Fall Hat?

You've seen our display window, of course, but did you take time to step inside—that costs nothing. It's a pleasure to show the new \$3.00 and \$4.00 Longley Hat and you can get the extreme of style and a good fit. A hat for every head and a price for every pocketbook.

"We Sell The Best"



**THE HANNAH & LAY
MERCANTILE COMPANY**

TRAVERSE CITY, MICH.

BUILT TO SELL

Some furniture is built to sell. It looks substantial on the salesroom floor and has style in its lines. And some is

BUILT TO WEAR

The showy, flimsy kind will hardly last till you get home. Our furniture is all made from tested lumber. It is put together to stay PUT together. It always pays to buy it.

PUTNAM & EAMES, OVID, MICHIGAN.

Don't Come to My Place

When in Muskegon looking for harnesses, buggies, trunks and leather goods for you will likely find something you want.

I can save you money on a Harness, a Buggy, a Trunk, Fly nets or sheets. If you don't believe it call and see.

LINK RODGERS,

24 WEST WESTERN AVE.,

MUSKEGON, MICH.

BUGGIES.

We have the most complete line of buggies in St. Johns. The highest quality and the lowest prices.

HARNESS.

If you want to see the best line of harness that was ever carried in central Michigan, come in and look us over. All styles and prices that make you think you want the best.

Yours for trade.

Granger & Post

You Can't Avoid the Unforeseen

Because you cannot tell the nature of it nor can you tell when it will happen.

The best protection is a little fund of cold cash.

You can start a bank account with a few dollars and it grows like a weed.

MANISTEE COUNTY SAVINGS BANK.

Always Open Monday Evenings.

New Firm New Goods

Having purchased the stock of Drugs, Books, Wall Paper and Jewels from E. Liebhauser, we wish to assure our friends and patrons that the endeavors of the new firm will be to carry on the business in the same satisfactory manner as heretofore, and our best efforts will be made to serve and satisfy the public.

Yours very respectfully,

Foote & Furniss.

sufficient for the space and proportionately more effective. The printer shows good judgment in the display and treatment of the cut. The arrangement of rules is exceptionally good. The use of Bradley inside the panel is consistent. Taken all in all the sample is an unusually good one.

Another specimen of good writing and printing is that of Putnam & Eames. The writer gets right to the point in a convincing manner and adapts his wording to the rather limited space. The printer's work is attractive except that the heavy signature is hardly in keeping. Then this is another case where some display of a word indicating the line would catch more eyes likely to be interested.

Link Rodgers starts out with a facetious invitation which is calculated to cause many to glance again as to its meaning. Giving the word "harness" prominence enough to be seen would increase the number of those who would glance at it to some purpose. The proportion and display are good, but a De-Vinne address would have preserved unity.

Granger & Post seem to appreciate the value of display of the subject under consideration. The writing is conventional and the subject is handled in an unpretentious, businesslike manner. The printer has given good value for the space. I would omit the periods in the display, as there is none in the signature.

The display of the Manistee County Savings Bank is calculated to gain interested eyes and one does not have to look closely to find what it is all about. The writing is familiar and attractive and the handling of white space in the display is unusually good.

Foote & Furniss are somewhat formal in announcing that they are new candidates for public favor. I am never in favor of the stereotyped complimentary address in an advertisement. The writer has shown care to preserve unity, but I think doing so at the expense of the address, especially of a new firm, is a serious mistake. Old and well-established firms find it pays to put the address in the advertisement as, for example, the first shown on this page.

Monogram Stoves and Ranges.

The Local Branch of the Quincy Stove Manufacturing Co., Quincy, Illinois, makers of the popular Monogram Stoves and Ranges, had an exceptionally fine and complete line of their goods on exhibit at the Western Michigan State Fair last week. It was in charge of their State Manager, C. J. Wormnest, assisted by their local manager, C. C. Wormnest.

The exhibit included everything from the smallest stove to the largest Monogram range, which are meeting with popular favor everywhere.

The Messrs. Wormnest were kept very busy quoting prices and explaining the merits of their goods.

Lots of Energy.

The energy of a single discharge from a twelve inch gun is equal to that of nine forty-ton locomotives running sixty miles an hour. Taking only the battleships and cruisers of one modern fleet, their guns, if fired for only ten minutes, would develop at least 100,000,000 foot-tons of energy. If this were applied to the base of the great pyramid of Cheops it would in ten minutes lift that monumental mass of eight and a half million tons twelve feet above the Egyptian sands.

You can't be mean and happy any more than an apple can be sour and sweet.

Unique Office Combination

Every article useful every day and every hour.
Bank Check Protector Simple Envelope and Stamp Moistener



Retail Price 25 cents

We manufacture Office Specialties



Retail Price 10 cents

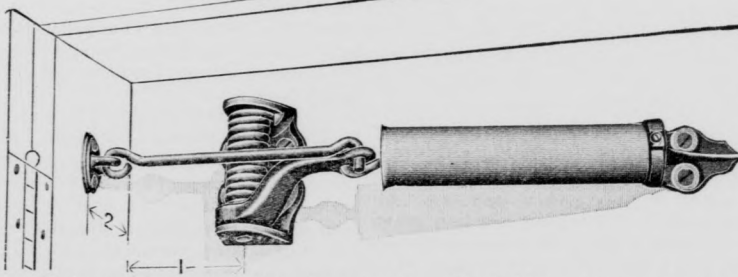
For One Little Dollar

We will send (carrying charges to destination prepaid) seven desirable, useful, high grade and well-finished articles, having the most universal demand in every well-equipped office in the land. Every busy office man will recognize the necessity and desire for these conveniences. All sent in one package. We manufacture our own goods. We own patents on our manufactures at home and abroad. We sell direct. Obtain our list. Agents wanted everywhere.

Columbia Specialty Manufacturing Co.
Room B. Loan and Trust Building, Washington, D. C.

The Larimer

Door Check and Screen Door Check and Spring



The best moderate priced check ever made. Needed by every merchant and manufacturer. It is what you have been looking for. All sizes and prices; \$1.25 upwards. Write for circulars and price list.

JOSEPH SCHURSCH, 280 Canal St., Grand Rapids, 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.

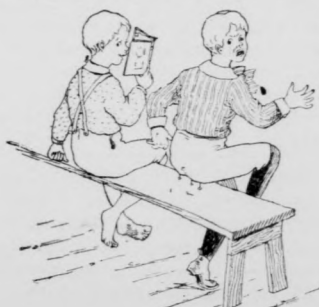
H. M. REYNOLDS ROOFING CO.
GRAND RAPIDS, MICH.

WHOLESALE

OYSTERS

CAN OR BULK

DETTENTHALER MARKET, Grand Rapids, Mich.



Get Points from Your Competitor

We can send you samples of our Patent Manifold Shipping Blanks, which we have made for parties in your own line of trade.

Barlow Bros.
Grand Rapids, Michigan

A NEW LINE OF Holiday Goods

Mirror novelties, new designs for many uses, hand and toilet mirrors, mirrors of all kinds and resilvering.

H. W. BOOZER
70 N. Front St., Grand Rapids, Mich.
Citizens Phone 75

We have the Largest Stock in Western Michigan of

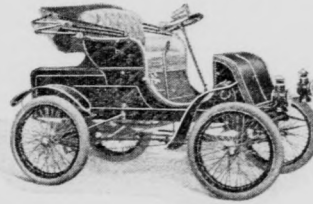
Sleigh Runners Convex and Flat Sleigh Shoe Steel Bar and Band Iron

Send us your orders.
Sherwood Hall Co., Ltd.
Grand Rapids, Michigan

Automobiles

All parties interested in

are requested to write us.



We are territorial agents for the Oldsmobile, Knox, Winton and White; also have some good bargains in second-hand autos.

Adams & Hart,
12 W. Bridge St. Grand Rapids

John Knappe Machine Co.

The new machine shop. Up-to-date machinery. Location central. Manufacturers of CLIPPER PARTS

and extra parts for all makes of BICYCLES

Full assortment extra Clipper parts carried in stock. Also manufacturers light machinery to order, models for patents, dies and tools of every description. Estimates given on each piece of work.

Office and Shop 87 Campau Street
Grand Rapids, Mich.
Citizens Telephone 1197.

Merchants

Have You Tried These

O & S

Pocket Rices

2 1/2 lbs.



Large Grain Carolina

Retail 25c

3 lbs.



Choicest Imported Japan

Retail 25c

Trade supplied by

- Phelps, Brace & Co., Detroit, Mich.
- Lee & Cady, Detroit, Mich.
- Taylor, McLeish & Co. Detroit, Mich.
- Musselman Grocer Co., Grand Rapids, Mich.
- Musselman Grocer Co., Traverse City, Mich.
- Musselman Grocer Co., Sault Ste. Marie, Mich.
- Worden Grocer Co., Grand Rapids, Mich.
- Phipps-Penoyer & Co. Saginaw Mich.
- R. A. Bartley, Toledo, Ohio.
- Huntington Grocery Co., Huntington, Indiana.
- Riddell Grocery Co., South Bend, Indiana.
- Moellering Bros. & Millard, Ft. Wayne, Indiana.

Rice Cook Book containing 200 recipes will be sent free to anyone sending us trade mark cut from any "O & S" rice pocket.

Orme & Sutton Rice Co.,
209 N. Peters St., New Orleans.
Branch Chicago.



Devoted to the Best Interests of Business Men

Published weekly by the
TRADESMAN COMPANY
Grand Rapids

Subscription Price

One dollar per year, payable in advance.
No subscription accepted unless accompanied by a signed order for the paper.
Without specific instructions to the contrary, all subscriptions are continued indefinitely. Orders to discontinue must be accompanied by payment to date.
Sample copies, 5 cents apiece.

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 - OCTOBER 8, 1902.

STATE OF MICHIGAN)
County of Kent) ss.

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 October 1, 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 fourth day of October, 1902.

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

LET US SAVE OUR NERVES.

A philosophic writer gives his opinion on the men "who break down," and declares that the men who collapse under the strain of business are not the heads of great establishments, but the men who have to deal with the deadly routine and whose business does not permit them to have capable assistance. The general impression is that the men who have enormous interests are the men who fail, and yet there is a plausibility in the reasoning of this writer which carries conviction.

The heads of our great concerns, railroads and trusts, have the means to buy brains, and brains are as merchantable a quality as any product of the human hands. When a man has brains to sell the fault lies solely with him whether he sells them cheaply or dearly. The employer secretly values brains, but is always desirous of buying them cheaply. The brain to him, when dealing with the man offering the commodity, is an unknown quantity, and he is as likely as not to deny any man the possession of brains. But the brain being, perhaps, the man's only asset, he is forced to sell at a discount. And what a discount! He simply sells that cheaply which in time will bring to him ruin. Mental wrecks, physical wrecks line our pathways in every direction, and the story of these wrecks is nearly always similar.

Take Mr. Schwab, for instance. He, however, sold his brains high. Although still a young man, he is reputed to be a physical wreck. Mr. Carnegie can live abroad, and the humbly born Scottish lad lives now in feudal state and entertains royalty. He is the exemplar of the man who will not break down.

The fear of men breaking down is gradually seizing the community and that is the real reason why holidays are being introduced into the country. Relaxation is necessary, and even a break of a day or so is sufficient to give a man renewed vigor. Constant work and

worry break a man down, and the quicker if there is no change of scenery; but in the past few years men are beginning to build out-of-town houses. The railroads are putting on cheap suburban trains and interurban railway lines are rapidly multiplying, all of which will, when well patronized, keep men from breaking down and save us from becoming a neurotic race.

It was to be expected that in consequence of the scarcity of hard coal there would be an advance in the price of soft coal, which is being used as a substitute, but many maintain that the advance is greater than circumstances justify. There is no strike among the miners of soft coal, there was never so much of it produced as to-day, and there is no legitimate reason why the price should be doubled to consumers. It is explained that the railroads usually handle the bulk of the coal supply in summer and that they are now busy with the heavy fall trade. There are not enough cars to keep up with the demand for shipments. The only remedy that has been suggested is that the coal carrying roads put their whole energy at hauling coal, letting other things go. It is strange that the cars ordinarily used in the anthracite trade are not filled with the bituminous product.

Business in the United States is booming as it never boomed before. There is no such thing as overproduction in any line. Manufacturers of all kinds of goods find ready markets for their products at profitable prices. A few years ago it was thought that manufacturing industries in this country had multiplied too rapidly and that unless foreign markets could be found, there would have to be a reduction in the number of such establishments. American manufacturers began to invade Europe with their wares. Some of them still keep the fields they won, but more have been obliged to confine their energies wholly to the demands of the home trade. It seems to be the fact that the American people have become rich in the past five years and that they are spending their money with the proverbial American freedom.

Emperor William, who has been likened to everything under the sun, from Meyerbeer to Nero, is now taking a leaf out of Napoleon's book, and declares that the highest position in the army is open to intelligence. Good for William! At the same time people can not help thinking that Germany, which claims to have more brains among her men than all other nationalities combined, had to have her armies led by a Dane. Moltke was a Dane, and planned three campaigns which made Germany a military power; but since noble birth will not avail, who knows what Germany will not accomplish under native leadership—in case she ever ventures upon a war!

American railroad employes receive much better wages than their fellows in Europe. According to figures obtained by United States Consul Gowdy, in France, the driver of a locomotive receives on an average \$36 per month, and he may earn \$14 more in rewards for the saving of fuel. Stokers receive \$25 per month, with a possibility of earning \$5.50 in extras. A foreman in a workshop receives as much as \$48.50 per month, an ordinary workman \$19.20 and an apprentice \$14. Americans would starve on such pay.

A MODERN APPLICATION.

For a number of years the commercial life of this country has been first the wonder and then the astonishment of Europe. Beginning with nothing it was at first ignored. Expecting that, because the condition of things warranted it, the American tradesman bided his time and patiently and industriously "kept at it." There was nothing else to do and for decades he watched and copied. Then a change came. The Old World life and methods were weighed in the American balance and found wanting. Then the balance and what was weighed by it were thrown aside as useless and a new commercial existence began. It met the common fate of the new. It was laughed at and tolerated as an example of what was to be expected of youth and inexperience. It was the old story of the hopelessly crude. An occasional bit of smartness was considered an accident that tended only to put off the inevitable. When this did not come and the country in spite of croaking continued to prosper we began to receive the attention that always centers in the novel. After that the shrewd American wit began to show itself and its success when brought into contact with the European article, created surprise.

The rest is a matter of modern history. The American millionaire was at first an accident. Then he became too numerous to be looked upon as a result of chance. We became a nation where boys with nothing but hands and brains in half a lifetime bought the spot where they were born, and covered it with a palace where lived, until a ripe old age, the possessor of untold millions.

From that time they have studied us and we and our methods are altogether too much for them. They can not attain unto us and there the wonder begins. They are constantly on the alert to see how we do it. The American merchant, country-trained, opens a department store and the European copies him. The Yankee studies the situation and develops it into a truth—the European follows suit. By and by the American by a stroke of genius gathers into his hands a business of the country and the European, astounded, wonders what is coming next, to be told by his morning paper that business does not recognize political lines and that the genius of commercialism has combined under one management an enterprise that covers the civilized world!

"The world is startled," says the press of the country, "at the undertaking;" but it was the thing to expect and in doing it the trading spirit of the age has only followed in the footsteps of what has gone before in other fields of effort. It is trying to do what the church did when the Roman Empire fell—to make itself mistress of the world; and the wonder is that the merchant has put off the attempt so long. The student of history does not need to be told what Charlemagne's dream was; and Czar and Kaiser are terms which to the nations adopting them are showing in their national spelling of Caesar's name what hopes of national life they are dreaming of. Louis XIV and Napoleon tried to do the same thing for France; and when the American business man with his greater opportunities and with his greater genius saw his chance and proceeded to make the most of it from the commercial point of view, he is only looking at affairs commercial through some well-worn spectacles with every hope of at least as much success as that

which followed other similar ventures. There has been a gradual upward leading to the final culmination. The organization of the iron and steel industries of the United States under the Morgan plan seemed the limit of daring conception. It was simply followed by another combination of hardly less proportions, the merger of the great ocean carrying companies, including some of the most important British lines, and a harmonious adjustment with the German shipowners.

Now then, while it is seemingly an attempt of the impossible to reconcile such vast interests on a practical working basis, it is after all only the application in the world's workshop of the same principle on which the American iron and steel industries have been combined and their management consolidated. Controlling these industries in all three of these great nations, controlling their shipping and adjusting in all markets the supply of iron and steel, the aim is to dominate the business of the world. It is a grand conception and fascinating as it is colossal, but it is only doing in the commercial world what has been often undertaken in the political and is, indeed, but the modern application of an idea as old as the earth itself.

The long-continued drought from which Australia has only recently emerged is causing an exodus from the new commonwealth to South Africa, which is said to be very disquieting to the Australian government. One of the Australian states has lost over a thousand adults in this way recently. As every one admitted to South Africa must be possessed of at least \$500 in cash, the migration from Australia is taking money as well as men out of the country, which is the disturbing element to the government of the new commonwealth, for it can ill afford to spare either at present.

Director Roberts, of the United States mint, is of the opinion that the world is just entering on another period of gold production which will equal, if it does not surpass, the remarkable record made in the decade which ended in 1860. He estimates the output of gold in the Transvaal mines this year at \$35,000,000 and asserts that in his belief this will soon increase until it is multiplied threefold. Not less than \$300,000,000 worth of the yellow metal, he asserts, will be dug out of the earth during the current twelve months, and this amount may be expected to increase in the near future to \$350,000,000 and "probably to \$400,000,000" per year.

The greatest pile of gold in the world is that which lies in the vaults of the United States Treasury. The latest official report shows that it is rapidly approaching \$600,000,000. Not much of it can be called idle money. More than half of it, or over \$300,000,000, is represented by certificates which are in circulation. This is in effect a circulation of the gold, while the certificates can be easily and cheaply renewed when they become worn out. More than a quarter of the mass, or \$150,000,000, is held for the redemption of Government notes or greenbacks.

A French millionaire named Michonis has bequeathed \$120,000 as a fund to enable French students to study philosophy and religious sciences in the German universities, which is another sign that the old-time animosities of the two nations are disappearing.

STRAINS OF MODERN EDUCATION.

A few years ago Max Nordau, a German pupil of Professor Lombroso, the noted Italian criminologist, published a volume entitled "Degeneration," which aroused a most furious discussion among savants throughout the civilized world and made the author's name known to thousands who never saw and never will see his book. In his dedication to Professor Lombroso, which is in the nature of a preface, the author remarks that "degenerates are not always criminals, prostitutes, anarchists and pronounced lunatics; they are often authors and artists," and as in the body of the work he specifies by name a large number of the most sacred names of modern literature as "degenerates"—Ibsen and Wagner, for example, not to say Zola and Whitman—he brought upon his head, as he predicted he should, the concentrated wrath of mankind.

There is no intention to renew here the discussion which raged over Max Nordau, but only to suggest that no book could ever have aroused such a storm of execration which did not contain sayings which come pretty close home. It is Nordau's belief that overstimulation of the senses is producing degeneration by physical causes, the manifestation of the degeneration being in abnormal emotionalism and neurotic and erotic conditions which, most marked in such minds as Rousseau, Ibsen and others to whom the world attributes "genius," react, through their writings, on a nervous and feverish race entirely predisposed to receive such impressions and be further demoralized by them. For the sake of Nordau's reputation we should remark right here that he is no pessimist, but regards this state of affairs merely as an acute disease superinduced by the rapidity of modern "progress" and the unavailing effort to keep up with it. He expects this, within a few generations, to pass away by the orderly operations of nature, which, by the systematic extinction of the unfit, will develop a healthy race which will either be able, without undue strain, to keep up with the procession or which will have too much common sense to endeavor to do so. He does not pretend to know which.

As the present object is to make an educational application of whatever of truth underlies Nordau's conception, it will be best to state the fundamental phenomena in his own words. After quoting the statistics showing the enormous increase, since 1840, in miles of railway, number of letters written, newspapers and books published, machines invented and articles manufactured, he says:

Let us now consider how these formidable figures arise. The 18,000 new publications, the 6,800 newspapers to be read; the 2,759,000,000 letters must be written; the larger commercial transactions, the numerous journeys, the increased marine intercourse, the correspondingly greater activity of individuals. The humble stillage inhabitant has to-day a wider geographical horizon, more numerous and complex intellectual interests, than the Prime Minister of a petty, or even a secondary state a century ago. * * * He takes part by a continuous and receptive curiosity in the thousand events which daily take place in all parts of the globe. * * * All these activities, even the simplest, involve an effort of the nervous system and a wearing of tissue. Every line we read or write, every face we see, every conversation we carry on, every scene we perceive through the window of the flying express, sets in activity our sensory nerves and our brain centers. * * * In the

last fifty years the population of Europe has not doubled, whereas the sum of its labors has increased ten fold, in some cases fifty fold. * * * This enormous increase in organic expenditure has not, and can not have a corresponding increase in supply. * * * Our stomachs can not keep pace with the brain and nervous system. The latter demand far more than the former are able to perform. And so there follows, as always, if great expenses coincide with small incomes: First, the savings are consumed and then comes bankruptcy.

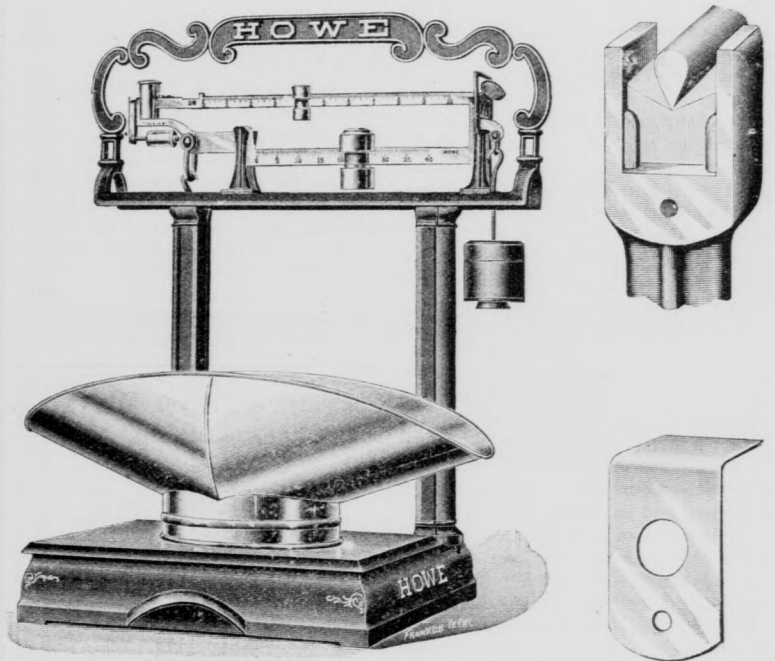
There are those who accuse the schools, and particularly the normal and high schools, of deliberately accelerating degeneration by knowingly pushing human powers beyond endurance. A man or woman under 40 who feels tired in the morning ought to be the rarest of phenomena. It is not necessary to concede that Wagner is a degenerate in order to recognize a physical truth in the description quoted. Every parent knows the description to be unexaggerated. We may concede that use is developing a greater capacity to cope with modern conditions in some without blinding our eyes to the innumerable number who fail in the ordeal. The mother of degeneracy is weariness which a night's sleep does not remove. The preventive of weariness is reasonable recreation according to age, strain imposed and physical condition. The school trustee, superintendent, principal or teacher who does not allow, and know that he allows, time for recreation to those from whom he has the power to demand service is a murderer in all but intent. He does not wish to kill, but he kills. No engineer would be intrusted with the building of a bridge who could not and did not first calculate the strain which the materials could bear. What "modern teacher" ever calculates the strain which his pupils can bear and do bear? What "up-to-date" principal or superintendent calculates the strain which his teachers can bear? In the old times we did not need to bother about these strains. The margin was always enough. It is rarely enough now in the "best" schools, and the breakdowns are continuous.

We hasten to say that we have not specially in mind the schools of this city. Happily, our invigorating climate, so conducive to endurance, and our traditional school methods, so conducive to moderation in demand, in a great measure protect our children and their instructors. Teachers who are appointed by a pull and who, once in, can not be turned out, may usually be trusted to protect themselves, and, incidentally, their pupils, from unreasonable strains. But there are schools, and the number is increasing, where the professional demands on teachers and the teachers' demands on pupils plainly indicate that what those responsible have in mind is not the development of a race whose reasonable common sense makes them willing to remain ignorant of most things, but a sturdier lot, the survivors of the struggle for knowledge of all things who shall proudly remain after the extinction of the unfit.

The Italian government is considering an electric postal scheme which, it is said, will revolutionize the postal service, if adopted. What we want, especially in this city, is something that will bring about prompt delivery of mail. As it is now, the new scheme of immediate delivery actually serves as a check to speed. If one has a postoffice box he can get letters more quickly without "immediate delivery" than with it.

"The Old Reliable" Howe Scale No. 594

Agate Bearings
Finely Finished



Multiplication 40 to 1, the lowest of any high arm scale manufactured.

We call your attention to our new Vermont Counter Scale, handsomely finished with agate bearings, double notched beam, nickel plated.

This scale can be used with or without scoop; has a large platform in proportion to counter room occupied. The beam, being set back, will not interfere with high packages; being placed above the cap, and marked on both sides, can be read by both merchant and customer.

Capacity, 1 ounce to 200 pounds. Platform, 15x12. With brass scoop.

Given free with 100 pounds strictly pure Spices, assorted to suit, of Pepper, Ginger, Mustard, Allspice, Cloves and Cinnamon, at

\$28

Spices guaranteed pure. Spices and scale f. o. b. Toledo.

Woolson Spice Co.
Toledo, Ohio

Clothing

Several Prices on the Same Line of Overcoats.

Written for the Tradesman.

It is the custom with many stores to insist that the clerks make a sale to every person coming into the place. If a salesman fails to sell anything he is reprimanded by the manager or proprietor, and if three or four such things happen to the young man he is paid off and told to look elsewhere for employment. This is the old-fashioned way of doing business, but, nevertheless, more stores are run on this plan than the average person is aware of.

I have in mind an occurrence that will, perhaps, illustrate the way business is done in such stores and to what ends the salespeople will go in order that a sale may be effected. In this store the goods are not marked in plain figures so that customers can tell the selling price. Only the cost mark is used and the salespeople are instructed to use their best judgment in selling the goods. If they can get a big price, so much the better, but if the customer is a hard one they have permission to offer all kinds of inducements so long as they do not go below cost.

One day an old gentleman came in from the rural districts and asked to see some young men's overcoats. His son was going to have a birthday pretty soon and the old man had made up his mind that he would give him a present. The boy needed a new coat and so he guessed he would buy him one if he could find anything that suited his fancy. The clerk hustled around and showed him several garments, but none of them seemed to suit the old fellow. The clerk had sized him up as an easy mark, but it looked as if he would lose the sale. The eye of the manager was upon him. If he failed to land his man he knew that he was in for it.

Of a sudden an idea struck him. In the back room was a new invoice of coats that had not been unpacked. He told the old man to wait a minute and he would show him the latest thing on the market. Rushing into the back room he grabbed the axe and hurriedly opened the box. He came across a pile of good looking coats which he thought might be what the farmer wanted. Looking on the bill he found that every coat in the bunch cost \$7 at wholesale. They were all alike, but he had planned a master stroke in the art of salesmanship which he hoped would bring things his way. So he grabbed all he could of the required size and rushed back to where the old man was waiting.

"Here's just what will suit your son," he said with a triumphant wave of the hand. "These coats are the latest out. We got 'em right from New York. Same kind the stylish fellows in the metropolis are wearing. I just unpacked 'em. If you buy one of 'em the boy will be the first fellow in these parts to wear one of these swell garments. They are all wool, the latest cut, fast color, will hold their shape and look well until they are worn out."

"How much be they?" queried the old man. "I kinder like the style uv the critters, but I can't afford tew blow in much money fer gewgaws."

"Well, uncle, I'll tell you what I'll do. Here's one you can have for \$7, another for \$9, one for \$11.50 and another for \$14. This last one is a hummer and don't you forget it."

The old gentleman looked them over carefully and seemed to be quite favor-

ably struck with the \$9 coat. He said he could see a difference in the quality of the goods, but he didn't think he could stand more than \$9. So the clerk wrapped up the coat and the old man went on his way rejoicing. The manager of the store was much pleased and raised the clerk's salary the next week.

As it happened, the old man probably got a coat worth what he paid for it, but, supposing he had bought the same thing for \$14, very likely when the coat began to show wear he would have discovered that he had been bunched a little. In that case he would have fostered a feeling against that store and that particular salesman and would, without doubt, have withdrawn his patronage. I know that in many cases the people have been given the worse end of the deal at this store. The clerks, after working under this system for a time, try to outstrip each other in volume of goods sold. They take pride in getting big prices for the articles they sell and only come down on the price as a last resort. In fact, after a clerk works under such a system he acquires a feeling that honesty is not the best policy and, when the people in a mercantile establishment feel that way, I doubt if they can have much confidence in each other.

I do not believe it is good policy to conduct a mercantile business along such lines. Confidence is a necessity to success in all lines of trade. The merchant who is the most successful, so far as I have been able to observe, is the one who has the confidence of the force in the store and the people who patronize him. The people are not all fools. They know when they are treated right. They know that when they enter a store and find all the goods marked in plain

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.

THE PAN-AMERICAN GUARANTEED CLOTHING



is always doing business. It spreads its own fame—makes mouth-to-mouth talk.

That's too slow for us though—we're advertising this year from the dealer to the consumer.

Write us for a salesman—he'll tell you what we're doing to help you make money from the Pan-American Clothing.

There's no sweat shop or tenement house work about Pan-American Guaranteed Clothing—it's made under proper sanitary conditions.

\$3.75 to \$15.00—with a special accent on the \$5.50, \$7.00, \$8.50 lines—that's the range.

Quality just a little better than all others.

Suits and Overcoats for Men, Boys and Children. That's all. Samples if you want to know more.

Detroit office—Room 19, Kauter Building in charge of M. J. Rogan.

WILE BROS & WEILL

BUFFALO, N.Y.

A New Suit for Every Unsatisfactory One

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

The Peerless Manufacturing Company

Manufacturers of Pants, Shirts, Corduroy and Mackinaw Coats.

Dealers in Underwear, Sweaters, Hosiery, Gloves, and Mitts.

Sample Room 28 South Ionia Street, Grand Rapids, Mich.
31 and 33 Larned Street East, Detroit, Mich.

figures the merchant is not afraid to put faith in his stock; but when they find everything marked in a manner that denotes nothing to them they feel that the merchant puts more faith in the craftiness of his clerks than he does in the good qualities of the articles he has to sell. And when the people mistrust the motives of a man he is apt to encounter hard sledding.

If the merchant will look around him he will find that the most successful stores in the country are the ones that let the public know a little of the inside of the business. They do not, of course, tell their patrons all the ins and outs of the business, but they strive to make the people their friends by inviting them to the store to see the new things, to rest when they are tired and to make it their headquarters when in town. This kind of store does not cause a person to feel like a criminal if he does not buy something, neither do the clerks conduct a series of bunco games throughout the establishment.

It is told of John Wanamaker that he discharged hundreds of clerks when he went into business in New York because they did not use good manners. Wanamaker is the king of merchants. He treats the people right, and, Mr. Merchant, if you follow his example of giving full value for the money you will succeed, also. The merchant who thinks he is so much smarter than the people finds in the end that he has builded on shifting sand. Raymond H. Merrill.

Taking Things Easy.

"I had business in a small town out West," said a Boston man, "and I left the address at home, so that some important letters could be forwarded to me. I figured out about when they ought to arrive and went down to the postoffice to enquire for them.

"No letters here for you," said the postmaster, who was also a Justice of the Peace.

"They ought to have been here yesterday," I said.

"Couldn't have got here yesterday, as old Brown, who carries the mail, was drunk and didn't go over to losco after it."

"And how about to-day?"

"Well, he's sober enough to-day, but his old woman has cut her foot."

"But there will be a mail to-morrow?" I queried.

"Skassly, sir. We don't have no mail on Thursdays."

"Then how about next day?"

"Fridays is sort of off days with the losco postmaster, and he generally goes fishing. If he don't, he sends the boy over. I never count on it, however."

"You seem to have a slipshod way of running postal affairs out in this country," I said as I turned away.

"Waal, I dunno but we have," he admitted as he looked at me over the top of his spectacles; "but as long as nobody but Uncle Bill Simpson ever gets any mail, and that's only a circular about how to kill cockroaches, we kinder take things easy, and let the United States run along without bustin' her biler."

Belated Sentiment.

June is the month when roses bloom and when we greet the bride and groom, the month in which the young corn grows and barefoot urchins snag their toes; the month in which the fishes shoal and Johnnie haunts the swimming hole. He may deny and cause a doubt, but, his shirt is wrong side out! The housefly comes and stays till fall and punctuates the kitchen wall, the June bug tells you he is here and dabs you in the other ear; the moth nests in your winter clothes and insects gambol up your nose. The picnic season is at hand and Sunday school's engaged the hand, the maiden dons a thin shirt waist and shocks her mother with her taste. The housewife makes gooseberry pie that is full of juice and bacilli.



Lot 125 Apron Overall
\$7.50 per doz

Lot 275 Overall Coat
\$7.75 per doz.

Made from 240 woven stripe, double cable, indigo blue cotton cheviot, stitched in white with ring buttons.

Lot 124 Apron Overall
\$5.00 per doz.

Lot 274 Overall Coat
\$5.50 per doz.

Made from 250 Otis woven stripe, indigo blue suitings, stitched in white.

We use no extract goods as they are tender and will not wear.

THE DEAL CLOTHING CO
TWO FACTORIES.
GRAND RAPIDS, MICH.

In Chicago? Sure!

Glad to see you there; show you our up-to-date plant—how we're able to turn out such correct "Correct Clothes." It'll be interesting and we'll give you a good time.

In Detroit, Too

At 131 Jefferson Ave., just a few steps from our old stand, we have a salesroom where we are showing our complete line with all the novelties just as soon as the Chicago plant turns 'em out. Drop in any old time.

We've some extra good things right now in Men's Winter Suits and Overcoats which we'll be glad to tell you about if you say so.

Heavenrich Bros.

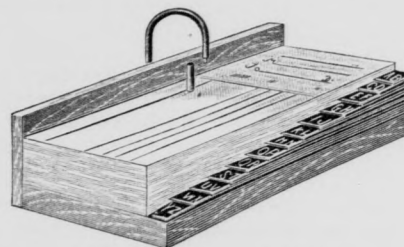
131 Jefferson Ave, Detroit
Corner Van Buren and Franklin Streets, Chicago

A Fool and his Money are soon Parted

The wise wear VINEBERG'S PATENT POCKET PANTS, the only pants in the world fitted with a safety pocket; nothing can drop out and are proof against pickpockets. Manufactured by

Vineberg's Patent Pocket Pants Co.

Detroit, Mich.



Account Files

DIFFERENT STYLES VARIOUS SIZES

We are the Oldest and Largest Manufacturers.

The Simple Account File Co., 500 Whittlesey Street, Fremont, Ohio

REPRESENTATIVE RETAILERS.

T. Frank Ireland, the Belding Hardware Dealer.

T. Frank Ireland was born on a farm near the village of Sublette, Ill., Sept. 18, 1857, his father being a West Virginian of Dutch ancestry. His mother was of Scotch origin, being descended in a direct line from John Knox. Mr. Ireland spent his boyhood on a farm, attending the district school, the high school at Sublette and taking a three years' course at the Northwestern College at Naperville, Ill. He then taught school two years near his home, when he went to Glenwood, Ia., and engaged in the grocery business under the style of Hibbs & Ireland. Eighteen months later he sold out to his partner and went to Amboy, Ill., where he took a clerkship in the hardware store of Geo. R. Keeling. Two years later he purchased the hardware and implement stock of F. A. Thompson, at Sublette, subse-

Mr. Ireland was married March 18, 1880, to Miss Nellie M. Wilder, of Sublette. They have three children, two boys and one girl. The oldest child, a son, is now engaged in acquiring the rudiments of the hardware business in his father's store. Mr. Ireland is Treasurer of the Spencer Electric Light & Power Co. and a director in the Belding Building & Loan Association. He was a charter member of the Michigan Retail Hardware Dealers' Association when it was organized in 1895 and at the last annual meeting, held in Detroit, he was elected President for the ensuing year. He is also President of the Washington Club, an organization of pioneers limited in membership to 100. He has been alderman of Belding two years and a member of the school board for six years. He is an attendant at the Baptist church, in which organization his wife is an active worker.

Mr. Ireland attributes his success to



quently forming a copartnership with Lauer Bros. under the style of Ireland & Lauer Bros. This copartnership continued five years, when he sold his interest in the business to I. M. Crawford, when he removed to Belding and purchased the hardware and grocery stock of H. J. Leonard. In the spring of 1899, he closed out the grocery stock to Spencer Bros., taking in exchange their stock of paints. He carried on business one year in the old Leonard store, moving into a larger store in 1890, and in 1893 he built the store building he now occupies, which is 40x80 feet in dimensions, three stories and basement. The building is equipped with an electric elevator and all other modern improvements. During the time Mr. Ireland has resided in Belding, he has seen the town grow from 1,500 to 3,500 people and increased his business from \$8,000 the first year to \$35,000 last year.

advertising and push. He learned early that business does not come of its own accord, that it has to be invited, and much of his success is undoubtedly due to his skill and boldness as an original and extensive advertiser. He also attributes his success in part to the fact that he is located in a good town, surrounded by a growing farming country. Mr. Ireland has every reason to feel gratified over the success he has achieved as a merchant and citizen.

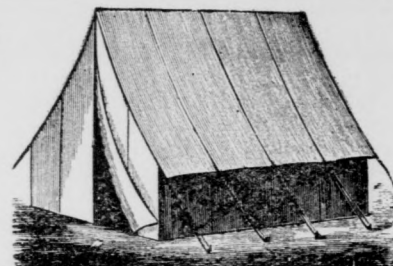
Overreached Himself.

"Yes, Merchant's scheme was to display his goods in his window with a lot of mirrors back of them, so that all the women passing would be sure to stop and look in." "Pretty foxy idea, eh?" "Yes, but it failed. None of the women looked at anything but the mirrors."

Like cider, some people remain sweet until it is time to work.

Tents, Awnings,

- Horse Covers, Wagon Covers, Stack Covers;
- Cotton, Jute, Hemp, Flax and Wool Twines;
- Manila and Sisal Ropes.



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



Bellevue, Mich., Sept. 2, 1902.

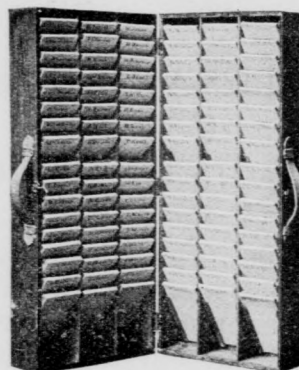
Allen Gas Light Company, Battle Creek, Mich.

Gentlemen—I have used your Little Giant Gas machine for about two months. Prior to this I have used two other makes of gas machines with not very good results. I can say for your machine that it gives a better light, with less breakage and trouble, than any machine I have ever seen. As you know, I light two stores, fifteen lights, and it takes about four gallons of gasoline every three nights. I think that I have the best lighted store in the State of Michigan. Trusting that you may have good success, I remain,

Truly yours,

B. D. VAUGHAN.

A FEW POINTERS



Showing the benefits the merchant receives by using the

Kirkwood Short Credit System of Accounts

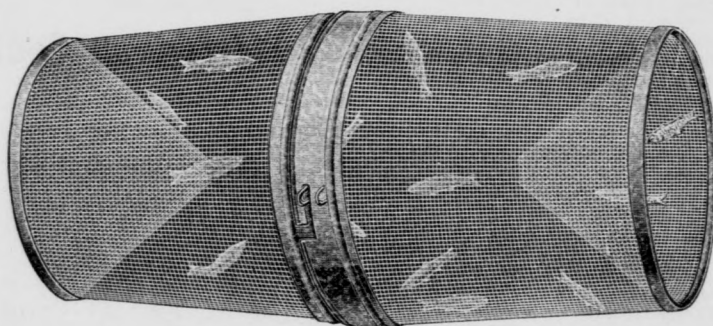
It prevents forgotten charges. It makes disputed accounts impossible. It assists in making collections. It saves labor in book-keeping. It systematizes credits. It establishes confidence between you and your customer. One writing does it all. For full particulars write or call on

A. H. Morrill, Agent

105 Ottawa St., Grand Rapids, Mich.

Manufactured by COSBY-WIRTH PRINTING Co., St. Paul, Minn.

"Sure Catch" Minnow Trap



Length, 19 1/2 inches. Diameter, 9 1/2 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.

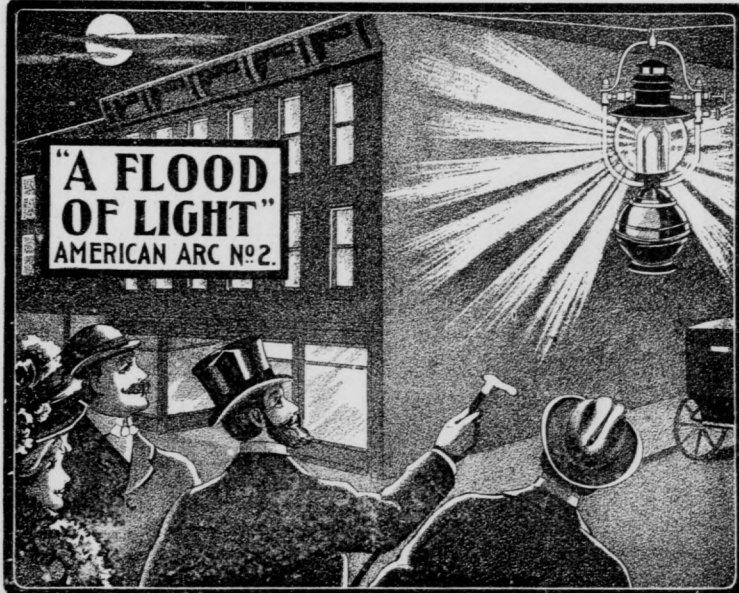
113-115 MONROE ST.

GRAND RAPIDS, MICH.

Sent on 5 Days' Trial!

A Modern Wonder

Included in the list of approved lamps of the Examining Engineers of the National Board of Fire Underwriters; can therefore be used in any insured building without additional cost of insurance.



The finest artificial light in the world. Hang or stand them anywhere. One lamp lights ordinary store. Two ample for room 25x100 feet. No smoke, no odor. Very simple to operate. Burns ordinary gasoline. Absolutely non-explosive. 800 candle power light at cost of 5 cents for 10 hours. Ask for catalogue.

Brass Manufacturing and Supply Co.
197 East Randolph St., Chicago

Fire Arms

We have the largest stock of Shot Guns, Rifles and Ammunition in this State. This time of year is the retailer's harvest on sportsmen's goods. Send us your order or drop us a postal and we will have a traveler call and show you.

Foster, Stevens & Co.
Grand Rapids, Mich.

Buckeye Paint & Varnish Co.

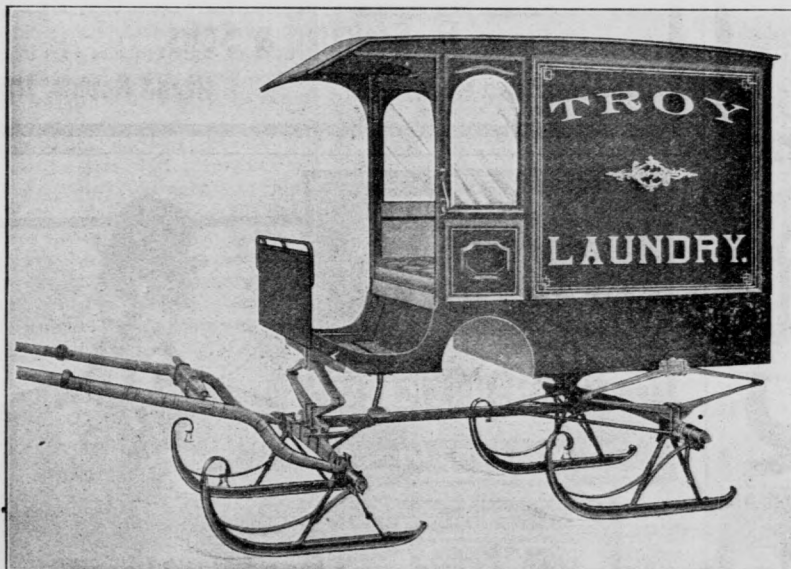
Paint, Color and Varnish Makers

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.

E. Bement's Sons *Lansing Michigan.*



Ideal Carriage Runner

The runners attached to a fine carriage make a turnout much more comfortable, elegant in appearance and convenient than the most expensive sleigh and at a cost very much less.

No straps or other bungling devices are required to prevent them from inverting or flopping over when backing or driving rapidly over rough roads. Narrow track, same as cutters and sleighs. Only one bolt is required to fasten each runner. It may be observed from the cut that there are four bolt holes in the collar which holds the hub, thus giving four different widths of track, permitting an extreme variation of six inches.

The malleable clips which grasp the axle permit free oscillation and hold the runner securely to place.

Sleds for Farming, Logging, Mining

Sleds for the Roads and Mountains

THE LARGEST BOB SLED FACTORY IN THE WORLD

Dry Goods

Weekly Market Review of the Principal Staples.

Staple Cottons—Ducks are firm, but the demand is only moderate. Bleached cottons remain steady with a fair amount of business under way. Coarse colored cottons are firm in practically every line and with a fair demand daily.

Dress Goods—The market for printed calicoes has this week shown a little more quiet condition than last, although not enough to be of material consequence; it simply shows that the buyers are finding their needs for the season well filled. There has been a fair number of orders coming forward for supplementary supplies, but the quantities on individual orders have been quite moderate. The market as a whole, however, is in very good shape. There are few, if any, stocks on hand, and there is little necessity evidently for special efforts to clean up seasonable lots. Printed flannelettes have found a fair amount of business, in fact, re-orders on these goods are comparatively better than for other lines of printed cottons. Percales are quiet and without material change. There has been no change to note in the market for gingham or for other woven patterned fabrics, either in staples or fancies.

Linings—The market for cotton linings has continued to show improvement for several weeks. A good many orders are reported for quick delivery each day and there is also a fair demand for forward delivery. Sellers have maintained a rather stiff attitude. Stocks are reported in excellent shape in practically every department. There has been a good demand for kid finished cambrics and the recently established prices have been well maintained. Silecias have shown a fair trade and the chief demand has come from the far Western and Southern markets for medium and low grades. Percalines are steady and show a moderate demand for staple colorings. Mercerized and other high finishes have been selling well and sellers find no trouble in securing their prices on both plain colors and fancies. The clothing trade's demands for cotton Italians, twills, Alberts and similar goods have been moderate and prices steady. Cotton warp Italians are firm, as are also mohair serges, alpacas and similar goods.

Woolen Dress Goods—Buyers are placing orders on spring dress goods in a healthy way and the new season is developing steadily. Sellers have their collections completed and are taking orders on both plain and fancy effects, and on low, medium and high-priced goods at price levels previously noted. So far there has been no evidence of a runaway business, the buyer as a rule being pictured in anything but a reckless mood. This does not mean that a good many substantial orders have not been booked, but it does mean that in the light of their past purchases and probable future needs buyers have operated along healthy lines. There has been more doing in fancy and novelty effects during the past week, the weight of favor being shown on goods that are not of the pronounced fancy character, that is, on fabrics that are neat and the opposite from loud. The position of the plain staple fabrics is such as to assure them apparently a substantial portion of the season's business. That the return to fancies to a certain extent must necessitate some contraction of the consumption of plain staple effects, as

compared with recent seasons, is duly appreciated, but leading producing factors in the staple division of the market expect to have little difficulty in disposing of their production.

Underwear—Western jobbers have been endeavoring to secure fleeced underwear for this season even as late as this last week. Late deliveries of fleeces and other heavyweight underwear have been very annoying, but are due really to late ordering, and this will undoubtedly create an early interest in the next heavyweight season when it opens. Deliveries are being made on lightweight orders for the spring of 1903, but even mills that have not begun to make deliveries are receiving a fair amount of duplicate orders. Ribbed goods are particularly well situated, both in the primary and secondary markets, and a number of mills report their machines as practically sold up for the season.

Knitted Gloves—Every retail haberdasher, as a rule, now carries knit gloves for men and many of them for women, and all the department stores carry them for both. The demand promises to be as good this coming winter as any past season, and a number of retail buyers claim that it will exceed that of any past season.

Carpets—The present carpet season is on its last legs. Pretty much all the business that is intended for this season is in the hands of the manufacturer. Here and there a small duplicate order is placed, but as a general thing mills are not in a position to accept any more business. What business is on hand will be quite sufficient to keep machinery running full up to the time the new sample pieces are shown, or about the middle of November. The large Eastern mills have been practically out of

Many a Suit of

Clothing

Has gone on the back of a dead-beat when the amount could have been saved if the merchant had been a subscriber to the **COMMERCIAL CREDIT CO.**



A Postal Card

Will get you prices on the best store stools made.

BRYAN PLOW CO., Bryan, Ohio
Manufacturers

We Have



in our lines this season an assortment of popular priced boas and capes. The demand for them is such that nearly every general or dry goods merchant can handle advantageously. Prices of boas, \$9, 12, 18, 24, 36 and 42 per doz. Prices of capes, \$3.50, 4.00 and 4.25 each. Try a sample dozen.

Grand Rapids Dry Goods Co.

Grand Rapids, Mich.

Exclusively Wholesale

Table Linens

We give you the best values money can buy in table linens in bleached, silver bleached and cream, from 22½ cents to \$1.50 a yard.

Also a good assortment of cotton table damask, in bleached and red checks, from 18 to 35 cents a yard. Ask our traveling men to show you their line.

P. Steketee & Sons,

Wholesale Dry Goods

Grand Rapids, Mich.

WORLD'S BEST

S.C.W.

5 cent Cigar
SOLD BY ALL JOBBERS

G.J. JOHNSON CIGAR CO.

MAKERS
GRAND RAPIDS, MICH.

the market for some time and it is said that a good part of next season's designs have been started on or finished. A good deal of business, it is said, will have to be laid over for another season, owing to the inability of the several mills to turn out the yardage equal to the demand. This can be said of a great number of Philadelphia mills, both three-quarters as well as ingrain makers. Jobbers are constantly complaining of small deliveries, but, nevertheless, manufacturers are pushing things along to the best of their ability. A season equal to the present one in the amount of business done has hardly ever been experienced in the annals of the carpet trade. The present production of carpets, it is believed, has never been greater. Large increases in the weaving departments of the different mills have been common occurrences. In different sections of the carpetmaking communities more machinery would have probably been set up had a sufficient amount of help been obtainable. As it is, good, experienced help is indeed very urgently needed to-day. Philadelphia mills have been quite largely handicapped in turning out enough goods for their orders for some time. It is not unusual to see quite a number of looms idle for this very reason. The jobbing trade are in the midst of their busy season. While plenty of business has been done for some time, yet it will be many weeks before they will cease to sell fall goods. The retailers continue to be good purchasers of carpets, although not so heavily as during the first part of the season. The duplicate business is very satisfactory, nevertheless, and quite up to the expectations of the trade. The orders in the hands of the final distributors point pretty largely to the good grades of carpets. Axminsters, Brussels, velvets and tapestries are the biggest sellers, particularly the Brussels and velvets. Wiltons are receiving their usual share of the business, but nothing more. Good all wool ingrains are quite a feature in the buying. Good supers are also in excellent demand. Granites and cotton ingrains are in only moderate request.

Rugs—Manufacturers are exceedingly busy on old business. Everything in the rug line is well sold up. The big carpet-sized rugs in Brussels and Axminsters are receiving a larger call than can be conveniently provided for. Small Wilton rugs sell very readily. Smyrnas in the small sizes are quick sellers, but the large-sized rugs are in little demand. Art squares makers are doing a good business in all wool and good super grades.

Curtains—Lace curtains makers are busy on old orders, with plenty of new ones coming in. Nottingham curtains are having a very extensive call. Bobbinets are well thought of. Tapestry curtains are being sold in good numbers by the jobbers. The cheap curtains are in the largest demand. Chenille covers and curtains are showing up better of late.

No Place To Kiss.

A man had been absent for some time, and during his absence had raised a pretty luxuriant crop of whiskers, mustache, etc. On returning home he visited a relative, whose little girl he was very fond of.

The little girl made no demonstration toward saluting him with a kiss, as was usual.

"Why, child," said the mother, "don't you give Uncle Will a kiss?"

"Why, ma," returned the little girl, with the most perfect simplicity, "I don't see any place."

A Gentleman's Outfit.

From the Kansas City World.
A big placard in the window of a clothing store in Minneapolis reads as follows:

The Complete Outfit of a Gentleman for \$595.

The display includes every conceivable article of gentlemen's wear from top to toe, night gown and house slippers included.

What do you think of that, you whose annual clothing bill runs under \$100?

You are no gentleman.

That is to say, you are no gentleman according to the implication contained in the above legend.

You lack \$500 worth of being a complete gentleman.

Ask a child to define the meaning of the word gentleman. Nine out of ten will say, "A well-dressed man." How many of them would include a working man, carrying home his dinner pail, in the category of a gentleman?

Is not the clothing house legend correct? Does not commercialism edit the modern lexicography? The esoteric man is not recognized, the exoteric gets all the credit.

Who looks for the qualities of a gentleman clothed in a \$7 suit? Yet the qualities are often there.

The old saying is true.
Fine feathers do make fine birds.

After All.

We take our share of fretting,
Of grieving and forgetting;
The paths are often rough and steep, and heedless feet may fall;

But yet the days are cherry,
And night brings rest when weary,
And somehow this old planet is a good world, after all.

Though sharp may be our trouble,
The joys are more than double,
The brave surpass the cowards and the leal are like a wall

To guard their dearest ever,
To fail the feeblest never;
And somehow this old world remains a bright world, after all.

There's always love that's caring,
And shielding and forbearing,
Dear woman's love to hold us close and keep our hearts in thrall;

There's home to share together
In calm or stormy weather,
And while the hearth-flame burns it is a good world, after all.

The lisp of children's voices,
The chance of happy choices,
The bugle sounds of hope and faith through fogs and mists that call;

The heaven that stretches o'er us,
The better days before us,
They all combine to make this earth a good world, after all.

Margaret E. Sangster.

Proof of Favoritism.

Mother—I'm afraid, Tommy, you are not much of a favorite with your teacher.

Tommy—Oh, yes, I am, mamma; she makes me stay after school every day, just to keep her company.

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.

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.

Shinola

The finest Shoe Polish made. Gives a lasting shine. Water does not affect it.
One gross large (10 cent size), \$10.00.
5 per cent. off.

Free

With each gross, a fine Oriental Rug, 36x72. Just what you want in your shoe department. Write now.

Hirth, Krause & Co.
Grand Rapids, Mich.

The "Imperial"

100 CANDLE POWER
GRAVITY GASOLINE
LIGHT

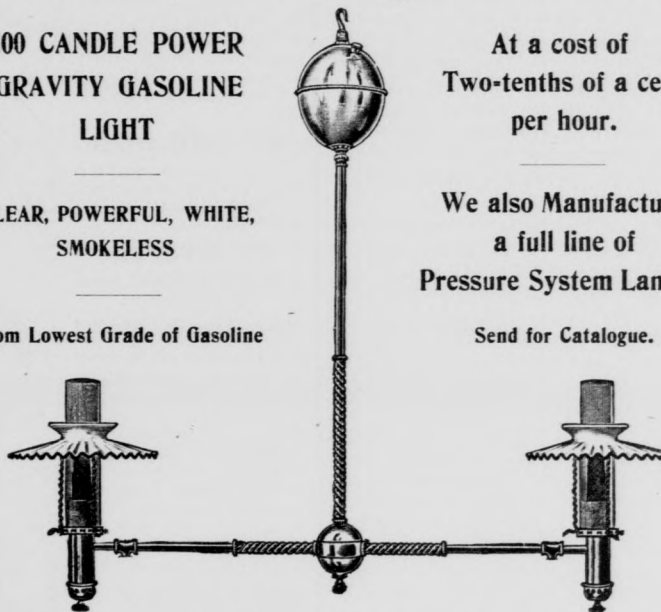
At a cost of
Two-tenths of a cent
per hour.

CLEAR, POWERFUL, WHITE,
SMOKELESS

We also Manufacture
a full line of
Pressure System Lamps.

From Lowest Grade of Gasoline

Send for Catalogue.



The Imperial Gas Lamp Co.

206 Kinzie St., Chicago, Ill.

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Sweet Loma

FINE CUT TOBACCO.

NEW SCOTTEN TOBACCO CO. (Against the Trust.)

PELOUZE SCALES
ARE THE STANDARD FOR
ACCURACY, DURABILITY & SUPERIOR WORKMANSHIP
BUY OF YOUR JOBBER. INSIST UPON GETTING THE PELOUZE MAKE
NO. E 90 AS SHOWN 24 LBS.
NO. T 90 WITH TIN SCOOP.
NO. 92 1/2 BRASS DIAL, TILE TOP.
PELOUZE SCALE & MFG. CO.
CATALOGUE, 35 STYLES. CHICAGO.

Shoes and Rubbers

Good Management More Important Than Location.

Manufacturers of shoes are like other people, and none can expect to possess all the business qualities that are desirable. Some of them are exceedingly efficient in one branch, such as selling, or perhaps a man may be an expert shoemaker and therefore qualified to act as superintendent, or he may be a fine financier, as well as an expert office head, or he may be an organizer of the highest degree, but it is rare that he is a combination of all the requisites to success, and therefore some parts of the management of the factory must be attended to by others. In this respect an extensive manufacturer has an advantage over the small one, because he is enabled, and his business will warrant the engaging of assistants for each department at high salaries, while the small manufacturer is often obliged to overload himself with the details that attend the work from cutting to packing. Where two practical shoe men can join in manufacturing, or even three, and one is especially adapted to the cutting and fitting, as well as the buying of stock, and another is fully as qualified to take entire charge of the making, and the other is an expert accountant and financier, success is almost assured from the first. But harmony must exist between them or the life of the concern is very short. A sharp, shrewd manufacturer of the present day takes nothing for granted, but facts and figures must be shown to prove everything. The profits of manufacturing are governed by the methods and ability of those in the factory who have charge of the different departments, but what the profits are is determined by figures, therefore much responsibility rests with the office.

There is one detail we wish to call the attention of all manufacturers to, and that is the estimate of cost of production. Very few manufacturers have a full and complete estimate sheet by which they are guided in figuring the cost of a new shoe. Estimates of cost should show such figures as will at the end of the season correspond with the proved cost. If estimates are made with the care and correctness they should be they will. Failure will in no case ensue if estimates are correct. Then why is it not best to spend the extra time that carefulness and correctness demand? One may add a column of figures very rapidly if no regard is given to correctness. But does it pay?

A man may be wholly unacquainted with the business and still make a success if he is a natural financier and book-keeper, whereas there are many thorough shoe men who are failures as manufacturers because they leave too much to chance. There is no mystery to shoemaking and if care is exercised in selecting lieutenants there should be no trouble. But here we find a stumbling block. There are foremen and foremen, and although one may be very highly recommended he must be tried before it is known how he can fill the bill under new conditions.

Although there is still some opportunity for a good judge of upper stock to secure bargains and save small amounts, there are no such chances as existed a few years ago. Grades and qualities are held pretty closely to set prices that do not vary much as one visits tanner after tanner. The methods used in the factory may vary consider-

ably and thus add or lessen by a few cents per pair the cost of ordinary grades of shoes, while locations may save some expense in rents, insurance, power and small items. There is but small danger of anyone losing money from any large item that is included in manufacturing, but it is from innumerable small items that trouble arises—those that are either overlooked or thought to be of so little consequence that they are hardly worthy entering into the estimate.

Success appears to be as certain to follow careful manufacturing in one location as another if we may judge by the results as seen. It depends wholly on the man, as it would do if any other kind of enterprise was undertaken, and while there may be an advantage in some cases to locate where educated help abounds in plenty it is just as certain that time and perseverance accompanied with good judgment will educate green help to work according to ideas of the manufacturer. Sometimes the latter method is fully as satisfactory as the former.—*Boot and Shoe Recorder.*



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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.

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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.

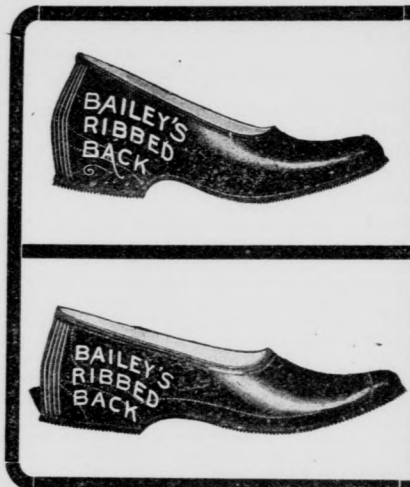


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Rubber and Steel Stamps Seals, etc.

Send for Catalogue and see what we offer.

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



Rush Your Orders

in now for HOOD and OLD COLONY RUBBERS. You will soon need them and we can take good care of you now.

Either mail them or drop us a card and we will have our salesman call on you soon.

We are the main push on the above goods for this part of the country.

The L. A. Dudley Rubber Co.
Battle Creek, Mich.

Good Solid Shoes Make Good Solid Profit

Such is the kind of shoes we make. Every pair of our own make shoes is a profit bringer, a solid stepping stone to financial success. Try them. Verify the above statement for yourself.

Herold-Bertsch Shoe Co.

Makers of Shoes, Grand Rapids, Mich.

Men's Work Shoes



Snedicor & Hathaway Line

No. 743. Kangaroo Calif. 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

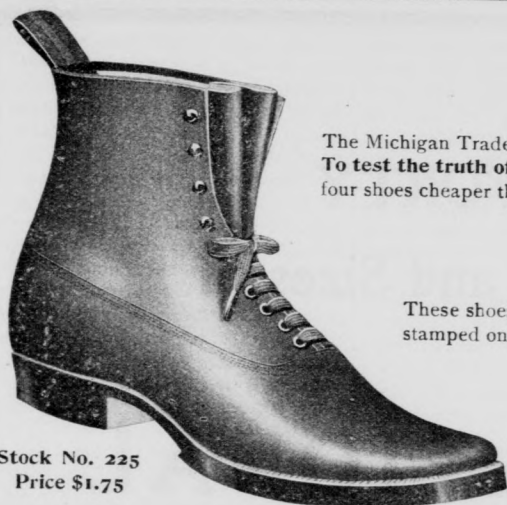
FIRST CLASS WORKING SHOE

Waldron, Alderton & Melze,

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

Saginaw, Michigan

A Test Case



Stock No. 225
Price \$1.75

The Michigan Tradesman claims it reaches more good dealers in Michigan and Indiana than any other trade journal in the country. To test the truth of this assertion we will sell (if you will mail the orders direct to us and mention the Michigan Tradesman), four shoes cheaper than any other factory in the West. Order our numbers:

- 225 Men's Kangaroo Calf, 6 inch top, full double sole and tap bals, \$1.75
- 225½ Men's Kangaroo Calf, 6 inch top, full double sole and tap blucher, 1.75
- 226 Men's Kangaroo Calf, 9 inch top, full double sole and tap bals, 2.00
- 226½ Men's Kangaroo Calf, 9 inch top, full double sole and tap blucher, 2.00

These shoes are cut out of Albert Trostle & Son's Kangaroo Calf and made in our Northville factory. "Rodgers" is stamped on the sole of each shoe and "Rodgers Means Reliable" Order-to-day.

Rodgers Shoe Company

Toledo, Ohio

Factory at Northville, Mich.

Introduction and Success of Overgaiters and Leggings.

Who was the originator of these protectors, or who first manufactured them, is hard to tell. They were considered at one time a novelty and men who wore them to match their trousers were considered duds. That was a wrong impression, as these men ought to have been classed as good dressers, for there are men even now who do not wear overgaiters and are classed as duds just the same. An overgaiter or legging is now considered an article of necessity as much as other things that are worn for warmth and they have been so looked upon for many years. However, up to about 1898 the demand for these goods was not as great as it is now. The consumption was larger or smaller according to the severity of the seasons and increased as the people were educated to the comfort of the overgaiter or legging. Ever since our little tussle with Spain the sale, especially of the military laced legging, has increased. When our boys in blue returned they were envied by others that had not been to the war and, of course, the best the "stay-at-homes" could do was to buy a pair of leggings if they had the price.

Not alone in the cities were they worn, but in the suburbs and the far-away, farms also. Of course, it created such an immense demand that the manufacturer had to devise ways and means for producing these goods in large quantities. With the continued improvement of the various machines now used in our factories, substituting hand labor, there has been constant progress in the perfection of the output and also in the lessening of the cost of production.

These various machines, together with the keen competition in the business, make it necessary to adopt as soon as perfected all of the latest devices. The most expensive machines are in the end the cheapest, because an employe thereby produces so much more work; at the same time employes are receiving more wages than ever before; in many instances as much as 50 per cent. more than before the introduction of these labor and time saving machines. The introduction of this machinery, and consequent cheapening of the product, has so increased the output that there are now many more workers, all of whom receive excellent wages.

In former years a legging cut by hand was then finished by one machine. This has been radically changed. The cutting is done by electricity, and then the legging passes from machine to

machine, in some instances through a dozen or more before it is completed. Laymen are surprised when shown through an up-to-date legging factory at the rapidity with which the work is done. In many cases work is produced in five minutes that formerly took an hour, and at the same time it is executed in better fashion now. The overgaiter and legging, especially in colder climates, is an absolute necessity. The class of goods out of which they are made has greatly changed, especially the introduction of water-proofed materials. Prices of leggings have been reduced, so that any one can wear them.

The prospects are that the volume of business in these lines will increase year after year. The tendency was for a cheap article, but owing to the good times under which we are now living, better goods are selling; the customer really wants the best he can get. Overgaiters and leggings are made out of every kind of material and in hundreds of styles, according to the want they are to fill. A lady playing golf and wearing one of the new-style leather leggings would look much better than one wearing a 7-button gaiter. For children the Fauntleroy's, made of either leather, corduroy or canvas, are the most popular things; for misses and women the Jersey legging; for men styles vary; still most of the gentlemen prefer 8-button gaiters for street wear. For riding, golf and other outdoor sports the leather legging with the long strap or snap button is the thing. The popularity of the automobile will greatly increase the demand for high-priced leggings, especially since the long country runs have been introduced and become so popular. Leggings are being made for both men and women "autoists" to match the costume, be it leather or cloth. We know of an instance where a certain leather magnate owns a pair of leggings that cost him more than many people formerly paid for a suit of clothes, being about \$25. Of course, every autoist can not afford such an outlay. But, as the prevailing custom is to outdo your neighbor, we do not know what the high price for automobile leggings will eventually be.—Shoe Retailer.

A new field of employment has opened for women. It is said that over a hundred are engaged as meat cutters in shops in New York. The effort to prescribe women to certain fields of endeavor, seems to be a failure. They are bound to step in everywhere and as improvements tend to make all sorts of labor lighter and more congenial and open up new avenues, the sphere of their activity can not but broaden.



Mayer's

Shoes



Mayer's Shoes for the

FARMER, MINER, LABORER, etc., are made of strong and tough leather. They are reliable in every respect and are guaranteed to give satisfactory wear.

Dealers who want to sell shoes that give the best satisfaction and bring new trade want our line. Write for particulars.

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



We suggest that you take a critical look at this shoe. It's our Hard Pan.

You get far more wear and a better fit in our Hard Pan than is contained in the average working shoe.

None genuine unless our trade mark is stamped on the sole.

HARD PAN

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

A Commercial Instance of Like Curing Like.

Written for the Tradesman.

Townville is a little world by itself. It is a good way off from a railroad, and only when a strong wind is in the right direction can the scream of the locomotive be heard and then but faintly. Its isolation accounts in part for its leading characteristic—the home types. To the number of inhabitants the per cent. in this respect is higher than anywhere else in the United States. Uncle Ben Bates when enthroned on or in the only splint-bottomed chair in the store sits without peer as a story teller. Susan Finch, "born and brought up right here in Townville," went to the city and learned her trade as a dressmaker and she rules, the queen of her art, in her native "city"—Townville is ambitious—of three hundred souls. Eben Brooks is the leader of the brass band—a leader, mind you—and woe to the human biped that questions that in the presence of a Townvillain. Mehitable Mow—she that was a Spencer—is unsurpassed as a gossip. Deacon Jehial Wright stands the acknowledged fist in church matters and "boss trad-in'" and Nance Hacket owns and constantly uses the tarest tongue that ever wagged at both ends.

In most pla—cities like Townville the storekeeper is the leading citizen. He used to be, there; but the coming of Nance Hacket changed all that and for years Seth Gregory became and remained a nonentity. If he dared to say his soul was his own, he never did and "the things that poor man put up with from that woman" was the town talk.

Her method was the common one. She could and did outtalk, above, around and under, any ten that could combine against her. Seth was a good ordinary, everyday talker; she was the expert. Seth knew a good bargain when he saw it and generally came out ahead, but not with Nancy Hacket; and a circus with two rings in it, Ben Bates said, was a pin show to what Nance Hacket could set up every time she and Seth met for purposes of barter over the counter. For a good many years the storekeeper held his own, but he was human and had to give up at last. The masculine tongue has its limits and with as good a grace as possible he left the field in possession of the enemy who lorded it as the woman will when victory crowns her.

It was not in Seth Gregory's make-up, however, to submit completely and unconditionally. He did take to cover under Nance Hacket's fire, but he ground his teeth in secret and vowed unnumbered vows that the long lane must turn and he would have his hour of victory at last. It was the wail of the conquered and received the usual attention.

One day when Seth had thrown down his arms and left the field sorer than usual, the door opened and in came a drummer, who said he had wandered away from civilization, had lost his way and would his friend, the trader, give him his bearings and head him towards home at once? He promised on his honor never to offend Providence again and he would remember the storekeeper's kindness to his dying day. That was the gist of what the fellow said, but it took an even hour and a half to say it and when he got through he was surprised to see in Seth's eyes an appreciation rarely attending his efforts. Thus silently encouraged the drummer proceeded to recompense the

trader for his kindness. He opened his sample case and at the same time the treasures of his commercial experience. Both were densely packed and the contents of both were duly displayed and admired.

Long before the double display was over Seth Gregory had perfected his plans and proceeded to carry them out. He found the drummer weary of traveling and longing for a period of needed rest. He encouraged it. Traveling was exhausting, especially to a man best described by the word hustle. He should get out of the monotonous trade lines and seek rest and refreshment in pastures new. The bustle of the world was asserting itself and was proving too much for him. How would it do to summer in Townville? He needed the town—its rest, its green leaves and

**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

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COFFEES**

are always
Fresh Roasted

We call your attention this week to our line of

**Horse Blankets
Plush Robes
Fur Robes
Fur Coats**

If you are not supplied send us your orders.

We want your orders for Saddlery Hardware and our own make of Harness.

**Brown & Sehler,
West Bridge Street, Grand Rapids**

Over FORTY Styles and Sizes of NATIONAL Cash Registers

are sold at Prices
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These Registers are the best that the money can buy. Our Registers are built to suit your needs—and your pocketbooks. We make in all, 209 styles and sizes at prices from \$25 up.

National Cash Register Co.

DAYTON, - - - OHIO

green lanes and, what was more to the purpose, the town needed him. They—the town folks—were getting rusty from lack of contact with the world outside—his world. It was easy to bring about. He was here—why not stay? A month should cost him nothing. His house was small, but it was comfortable, and his wife was the neatest woman in the county and by all odds the best cook. Townville was cool and the elms in his yard made his house the coolest in the city. If he got tired of loafing he could come into the store and he would pay him well for his services. It would do his customers good to come in contact with an expert behind the counter. From the trade point of view it would pay. "Think of it until after dinner and make up your mind to try it."

"Wait 'til after dinner nothing! I'm ready to begin now. I like the looks of the town. I like the looks of the store and to be candid about it I like the looks o' you. Tell me where to hang my hat. I'm yours for what there is of this month and next. Any 'queers' among your customers?"

"None that require careful handling. Miss Hacket'll try to talk you down. Folks around here have kind o' given way to her in talking matches and I guess she thinks herself that that's where she shines. I'm not gifted that way and just let her run on. She's keen on a bargain, too, and she doesn't give up worth a cent. If she downs you I don't care. She isn't worth minding and I want you to have a good restful time while you're here, and you can't if you let that critter bother you. You'll know her by her chin and nose—they're both long—and by her big gold spectacles."

The way the drummer went behind the counter showed that he'd been there before; and the dinner hour was hardly over before all of Townville's three hundred inhabitants were telling or hearing that a fellow by the name of Rigby had gone to clerking for Gregory. By half past one the trade began and it continued lively for the next week, much to the storekeeper's satisfaction, who began to see that he had been sharp enough to kill two birds with one stone.

When Nance heard of the change she listened and laughed. She was glad Seth had at last "sprung up and had decided to be somebody." She hoped the newcomer wasn't a chump and hoped he had a little of life in him. "Let's see, to-day's Thursday. I'll go over to-morrow—that's their quiet day—and sort o' look him over;" and according to the programme she left the house at exactly nine o'clock. "Conscience knows that three hours are long enough for anybody to do her trading." She carried a basket of new-laid eggs and as noiselessly as a summer zephyr entered the store and placed her basket on the counter.

"Mr. Rigby, I suppose?" she remarked with a smile as thoroughly and as carefully preserved as the corkscrew curls that adorned her temples.

"Korect. Admiram Judson Mont morency Rigby, recently drummer for the firm of Jared, Sparks & Company, notions. Two square miles of flooring in the establishment, corner Dearborn and Atlantic avenues, second only in wealth and influence to the house of the Seth Gregory Company in Townville, this State."

There were ten minutes of this without a break. Three distinct times did the lips relax the smile for commercial purposes and as often the canned article

assumed its old place on the waiting lips. When the history of the Chicago house was minutely given and his own story had been told the basket of eggs received the requisite attention, but there was no break in the sentence which began with "Korect."

"Oh, yes, eggs—nine cents is what we're paying this morning, leave 'em or not—rather you wouldn't—don't look fresh—rather buy your poultry after it's hatched—dry goods—this?—this?—this?"—he touched the piece goods as he spoke and each contact of cloth and finger was met with rigid lips, protruding chin and slowly winking eyes—"no trade this morning—all right, come again"—the owner vigorously clutched her basket—"Fare you well, my own 'Mary Ann'—'Tra-la, Matildy!'" and as the woman disappeared around the corner the drummer and Seth fell across the counter and laughed until their sides were sore.

Nancy Hacket could not stand defeat and exactly two weeks from the date of it the Townvilleites numbered two hundred and ninety-nine.

Richard Malcolm Strong.

How to Make Pin Money.

Fashionable taste has decreed that dainty chirography on pretty gift handkerchiefs and other articles gives to them an additional value, and this is why some young women are now making more than needful pin money. An additional advantage of the occupation is that they can do the work to suit their own convenience, not being at the "beck and call" of an employer. The nicety of the work of one of these girls in an Eastern city is well understood, and so it comes about that much of the household linen, napkins, towels, handkerchiefs and bridal outfits there bear the print of her delicate touch. For weeks before the holidays she is kept busy marking the hundreds of articles to be given away. For weeks after her nimble fingers are no less busily employed marking the hundreds that have been received.

In the fall the wardrobes of the young girls going off to the college and seminary must be marked, and so this young woman with the deft fingers reaps another harvest. She stiffens the corner of each handkerchief crosswise—a space just large enough to take in the name—with cold starch and presses with a very hot iron, thus making the fabric like paper to write upon.

If nine-tenths of the dogs' tails were cut off to the ears the country would be better off a thousandfold.

At 50 Cents on the Dollar

The largest stock of Gas and Gasoline Mantles ever unloaded in Michigan was bought by Glover's Wholesale Merchandise Co., of Grand Rapids, Mich.

PRICES CUT IN HALVES

Send in your order now. Catalogue of our regular line on application.

Glover's Wholesale Merchandise Co.

Manufacturers, Importers and Jobbers of Gas and Gasoline Sundries

Grand Rapids, Michigan

Good 6 per cent. Investment No Taxes

For the purpose of further enlarging and operating its new factory, The Fred Macey Company, Limited, Grand Rapids, Michigan, offers for sale at par value, 1,000 shares of \$100 each of its six per cent. treasury preferred stock. This stock draws full dividends at the rate of six per cent. per annum from August 1, 1902, (the company's last dividend date), and is entitled to receive three (3) per cent. dividend February 1 next, and three (3) per cent. every six months thereafter. This stock has preference also to the common stock in sharing in both the profits and assets of the company. The company pays all taxes on its property so that this stock yields its holders THREE (3) per cent. NET every six months—TAXES PAID.

To those having funds to invest, the above stock offers a good safe investment at home, and in a company well organized—well established—well known, and already doing a large and profitable business in all parts of the United States and foreign countries, and already owning and operating one of the best located—best equipped—best arranged factories in the city of Grand Rapids.

Subscriptions for the above stock will be received by mail up to and including October 15th, 1902, subject to previous sale, and may be made at the office of The Fred Macey Company, Limited, Grand Rapids, Michigan. Further information, if desired, furnished on application.

References—Any bank in the city of Grand Rapids, also the mercantile agencies of Bradstreet and R. G. Dun & Co.

**BURNS 90%
AIR**

THE SAFETY GAS LIGHT



ALMOST EQUALS SUNLIGHT COSTS BUT LITTLE MORE

COMPLETE GAS PLANT IN ITSELF

A MONEY SAVER

The three years of its existence has loomed the Safety Gas Light System into such popular favor that the fondest hopes of the inventor are already more than realized.

Why Such Success?

Merchants everywhere are awakening to the fact that the old time methods of lighting are too expensive, to say nothing about the quality of light rendered.

As a result a ready field has been found on every hand, business men and others all along the line are taking advantage of the merits embodied in this private lighting system.

Send for catalogue, price list and Michigan references, so that you, too, may be convinced that our every claim is true.

Perfection Lighting Co.
17 S. Division St. Grand Rapids, Mich.
CHAS. C. WILMOT, MANAGER

NEEDED IN STORES, HOTELS, CHURCHES, LODGES, SALOONS, RESTAURANTS, ETC.



ACTUAL COST 2/3¢ PER HOUR.

1000 CANDLE POWER NO UNDER SHADOW.

ACTUALLY SAVES 75% UP-KEEP OF ANY OTHER LIGHT.

LONG DISTANCE - BOTH PHONES 2090.

M. B. MARTIN. ADV. GRD. RAPIDS, MICH.

Woman's World

Degradation of the Woman With the Wheelbarrow.

Those of us who are interested in the well-being of our sex and who are toiling with tongue and pen, striving to gain for women the right to make an honest living and to stand free and equal before the law with man, read with an aching heart the statement of one of the engineers of the St. Louis, Memphis & Southeastern Railroad that he had three women employed in wheeling dirt on his construction work.

"It staggered me a bit when I first observed them," said the gentleman. "but when I saw the relentless energy with which they hiked overloaded wheelbarrows up the dump, my pity went out to the barrows. Instead of their being objects of sympathy, one is rather inclined to envy their vigorous health and strength.

"The party is composed of a man, his wife and two stalwart sisters. There is a difference in the ability of husband and wife to handle a barrow of clods and the comparison is all in favor of the woman. The women say railroad work pays them a great deal better and is much easier than the toil they are accustomed to. They take their turn right alongside the men and wheel full loads in their barrows every trip. They would laugh at you if you were to offer any concessions to their sex in the way of reducing their freightage. Labor is pretty hard to get this year and it would not surprise me if the contractors did not have to fill out their gangs with quite a number of women before the season is over."

One of the sights in Europe that never fail to shock and horrify Americans is the spectacle of women made mere beasts of burden, sometimes yoked by the side of a cow or dog, pulling heavy loads, every particle of beauty, grace and womanliness crushed out of face and figure by inherited centuries of toil. That such a condition of affairs is coming to pass in our own country is enough to strike terror to our souls.

Such a scene is a searchlight turned on the decadence of man. Where now is the strength that once protected woman? Where the tenderness that kept her safe within the shelter of her home? Where the reverence that shielded her from contact with the roughness, the vulgarity, the profanity of the common sweating, swearing ditch digger?

There was a time when the poorest and most ignorant white man in America would have died before he would have seen his womankind degraded to such labor; there was a time when any man so employing women would have been ostracized by every decent man, and the pity of the thing is that these days are gone.

For you can not brutalize the women of a land without degarding the whole people. The stream of race rises no higher than its fountain of motherhood. The peasant women of Europe, degraded to the level of the beast, bring forth the narrow-foreheaded, evil-passioned peasant—"brother to the ox." From the cabin of the poor American mother have come the poets, painters, soldiers, statesmen, that have made our country great, but they will come no longer when, as the chivalrous railroad builder prophesies, women are a familiar sight wheeling dirt on railroad embankments!

This is not to contend that women

should not labor. No woman any more than any man has a right to eat the bread of idleness and defraud the world of the use of her brain and hands. Taking things on a mere brute basis, there is, perhaps, no reason why the woman with physical strength enough should not even wheel dirt or do any other exhausting physical labor, but the sum of human progress has been the struggle away from brutal ideals and its crowning test the deference with which women are treated.

Civilization has made us relegate to woman the lighter forms of toil the work for which her physique fitted her, and which could be done safe from degrading conditions, and to change this—to send her to sweep the streets, to throw up railroad embankments, to stand behind the plow—is a distinct step backward. It is man's to bear the heavy burdens of life, woman's to add grace and refinement to it; and it speaks ill for any community that permits these conditions to be altered.

It will, of course, be claimed by the prejudiced and the narrow-minded that the woman with the wheelbarrow is the result of woman's rights, that woman demanded the privilege of working and that she has gotten it with a vengeance.

Nothing could be a greater misstatement of the case. No woman bears such burdens unless they are thrust upon her; no woman leaves her home for such work unless her hearthstone is cold and her cupboard bare. When she must go out into the world and work or else starve, she goes and pushes a wheelbarrow or does anything else she can for bread.

The shame of such a condition of affairs rests wholly with man. Behind every working woman you will find some man's failure. The spendthrift, the drunken husband, the no-account son, the gambling brother—these are the causes that send women to the stage, the paint brush, the needle, the washtub, the boarding-house and the wheelbarrow.

They have always existed, and all that we have done in modern times is to try to ameliorate the fate of the women whose men had failed in their duty to them. Time was when a woman went hungry and in rags if the men on whom she depended failed to provide for her. We have made it so she can provide for herself, for it is better for the woman's soul that she even push a wheelbarrow than that she eat of bread grudgingly given.

We hear a great deal of the unquiet sex, and it is the fashion to represent woman as a unnatural creature who is a monster of ambition and industry and who pines to leave a luxurious home for the pleasure of standing behind a counter or pounding a typewriter or dragging around the one-night stands.

Nobody, personally, ever meets such a woman, but we have a childlike belief in her existence, as in the bad witch in the fairy tale, and we pity her men relation accordingly. The truth is that, except in rare instances, nothing but dire necessity drives a woman away from home. It is the voice of little children crying to her for bread and not the whisper of ambition that drives her on; it is the need of those she loves and not selfish or vain glory that nails her to her task when her heart faints within her and her courage turns to water.

The question of the working woman is a great problem, economically, socially, morally, that the wisest among us may

Julius H. J. Friedrich

30 and 32 Canal St.,
Grand Rapids, Mich.

Pianos, Organs,
Sheet Music,
Talking Machines,

and all kinds of
Small Musical Instruments

Right Goods, Right Prices and Right Treatment is our motto



A Business Hint

A suggested need often repeated creates the want that sends the purchaser to the store.

Every dealer should have his share of the profit that reverts from the enormous amount of money expended by the National Biscuit Company in keeping their products constantly before the eyes of the public.

These goods become the actual needs that send a steady stream of trade to the stores that sell them.

People have become educated to buying biscuit and crackers in the In-er-seal Package—and one success has followed the other from the famous Uneeda Biscuit to the latest widely advertised specialty.

Each new product as it is announced to the public serves as a stimulant to business and acts as a drawing card that brings more customers to the store than any plan you could devise.

A well stocked line of National Biscuit goods is a business policy that it is not well to overlook.

1902 P. F. K.

Another good selling assortment in German China, assorted decorations and gold traced, selling at 66 2/3 per cent. profit. The best articles ever sold to retail for 5, 10, 15 and 20 cents each.

8 dozen assorted articles at.....	\$ 40
2 dozen assorted articles at.....	1 20
3 dozen assorted articles at.....	2 00
35 dozen assorted articles at.....	89

This assortment is always ordered the second time. Write us for printed list.

Geo. H. Wheelock & Co.

113 & 115 W. Washington St.

South Bend, Ind.

well try to solve with all the powers of heart and brain God gave us. As long as men are weak, selfish and dissipated, as long as fathers and husbands spend on their vices the money which should support their families—as long as men are even incompetent—women must be wage earners: but in the name of humanity let us make the load light that we lay on shoulders too frail to bear the burden; in the name of the children yet to be born let us not lower the mothers with brutalizing labor, and for the fair name of the land we love let us take away the reproach that the South was the first place to degrade American womanhood by setting women to wheeling dirt to build railroads!

Dorothy Dix.

Woman a Pessimist.

The average woman is a dyed-in-the-wool pessimist. Almost every woman over 30 years of age looks distressed. Her brows are bent, her mouth drawn into a tight line, and there are deep furrows down her cheeks. She looks exactly as if she were considering how to provide a dinner for 25 cents that will satisfy twenty-five small children, when in reality she may have nothing more serious on her mind than buying a pair of socks for George. No wonder women grow old faster than men, for they hug their worries to them and let them show in their faces.

There was once an elderly servant who was superstitious to a degree, and who always expected the worst to happen. Did she find a needle on the floor, did a picture fall in the house or a bird fly into one of the rooms, she was instantly plunged into woe. "We are going to have a heap of bad luck!" she would say, and then she would be

lachrymose until some one had the toothache or the cows got into the corn, when she would consider the demon luck exorcised or satisfied for a time, and grow as cheerful as it was her habit ever to be. Some one once asked her if she did not have any good luck signs.

"Why, certainly," she replied, "but they do not count—I do not believe in the good luck ones," which, by the way, is thoroughly characteristic of the sex.

Here is a woman who suffers—suffers is the word—from insomnia. "I can not imagine why I do not sleep," she says to her friends. "I am sleepy as anything when I go upstairs, but then I begin to wonder if my son Arthur, who travels for a drug firm, is on a train and in a minute I see him just as plainly bleeding and mangled in a wreck. When I decide that he is really dead, I think of John, and worry because he has not a better position. Then Molly comes into my mind, and I feel sure that one of her children must be ill, I feel so blue about her. I fret over Lucy's throat a bit then, and by this time I am wide awake. It is the strangest thing! I do not understand why I should be so wakeful!"

Her physician does, however, and now he is prescribing for her a course of cheerfulness and of "looking for the best." It is a medicine that most women need—their faces show it—but there are few who are sensible enough to take it.

Cora Stowell.

Not Keeping Up.

Mr. Upjohn—I wish you would tell Kathleen she cooks her steaks too much.

Mrs. Upjohn—You are three girls late, John. The name of the present one is Mollie.

Homes Lacking Taste.

The art of house-furnishing is little known in this country, especially among the vulgar rich, says a woman whose home is known for its beauty and restfulness. The last thing that seems to be considered in their arrangement is the convenience of the occupants. To judge merely from appearances, one would think that they were designed to serve as showrooms for furniture and bric-a-brac and fancy work, and that the inmates were there only on sufferance, because they had to have some refuge from the wind and weather and no other domicile could be found. "Most women," our authority observes, "treat their homes as storehouses or museums, and the more things they can crowd into them the better they are pleased. They prefer to have the things where they can be seen, if possible, but when no more space is left and not a corner is available for even a photograph or a china dog, they will pack them away in chests and closets and go on accumulating. They may have no time for reading or recreation or even for the proper care of their own persons, but that fact never deters them from adding to the number of their household gods and to the already intolerable task of taking care of them.

Mrs. Oliphant, in one of her stories, tells of a vulgar rich man who liked to have costly and useless things about him. He saw no beauty in the Turner which adorned his drawing-room, but it was sweet to him to think that he was able to hang up thousands of pounds, so to speak, upon his walls. It is perhaps something of this feeling that makes women turn their homes into museums. In a country where so many people have become suddenly rich or

have been raised from poverty to comparative affluence, possession is such an unfamiliar thing that it seems to please in itself, apart from any value in the articles possessed, and people who can not have the satisfaction of possessing costly and useless things find some consolation in an innumerable number of cheap and useless, if not cheap and nasty, articles. In older countries, where rapid changes of income are not so frequent, one sees less of this desire for display, and in English homes, for instance, there are a comfort and restfulness, and consequently a beauty, even in the midst of shabbiness, which is little known in America.

Tried to Help the Poor Horse.

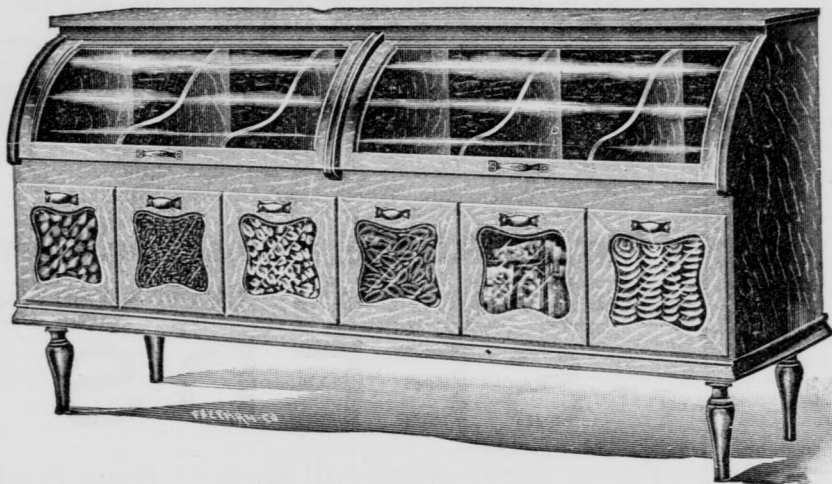
William H. Paul, Jr., a Philadelphia artist, summering in Bucks county, is responsible for this story, which has set all the farmers up there laughing. Mr. Paul is unmarried.

"Three young women," he said, "drove up to an old mill, and went into raptures over its picturesqueness. Their dress and speech announced that they were from the city. The horse, relieved from the constant sawing at his bit, walked toward a watering trough, but could not get his muzzle down to drink. The drivers noticed he wanted water, but did not know enough about the harness to undo his check rein.

"First, two of them tried pulling his head down by tugging at his ears. Then one tried lifting water in her hand for him to lap. When her companions walked to the back of the carriage and raised both rear wheels so the horse could be tipped head first into the trough it proved too much for the miller, who had been looking from a window, and he came to help them. He laughed so much, though, that he could hardly undo the check rein, and afterward found it too good a joke to keep."

He sits not sure that sits too high.

You Ought to Own One of These



THE TOLEDO COFFEE & SPICE Co.—be sure you get the name right—offers this premium proposition with the absolute guarantee that every grocer who takes advantage of it will be delighted both with the case and the spices when they arrive:

This oval front sales case, 6 feet long, 36 inches high and 18

inches deep, with 12 compartments; made in finely finished oak; strongly and substantially constructed and absolutely dust proof; with drawers 10 inches high and 16 inches deep. Can be used for fruits, cakes, crackers and nuts.

Prevents customers from handling goods. Given with 100 lbs. of our extra ground spices assorted to suit, for

\$27.50

TOLEDO COFFEE & SPICE CO., Toledo, Ohio

The New York Market

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

New York, Oct. 4.—Coal is the vital question and wherever one goes it is all he hears. It affects every trade and, while it was made the subject for many jokes, it is now becoming a most serious matter. There is some way a feeling that a calamity is impending. People are keenly anxious and everybody is praying for an end to the worst strike in our history.

The coffee market is firmer than a week ago and at the close Rio No. 7 is worth 5½c. Just what should cause any advance is not clear, except speculation. Receipts at primary points continue fairly large. Receipts at Rio and Santos from July 1 to Oct. 2 amounted to 4,687,000 bags, against 5,769,000 bags during the same time last year. In store and afloat there are 2,874,182 bags, against 2,163,853 bags at the same time last year. Mild sorts are in light supply, but the demand is rather light and the best that can be said as to prices is that they are steady.

A cut has been made in sugars, but actual business during the week has been rather light, especially new business. Something has been done in withdrawals and, upon the whole, the situation is fairly satisfactory for this season of the year.

The tea market generally is firm and values are steadily held. There is some reticence with importers in making details public, but the general undertone is satisfactory. Of course, there is big room for improvement, but no boom in tea is looked for.

A steady trade prevails in rice, but not as much business is being done as last year, owing, perhaps, to the greater supply of potatoes, the prices of which are comparatively low. Quotations are without change.

Spices are unchanged. Prices are firm, but no further advance has been recorded. The demand is steady, but not especially active.

Grocery grades of New Orleans molasses are meeting with better demand as the season advances and prices are firm, although no advance is to be noted.

Some big California oranges sold here this week for \$10 per box—the record price. An average trade prevails in oranges and prices are firm. Lemons are of a retiring disposition and prices begin very low and keep so all the way up. Probably \$3@3.50@4 are fair averages for Sicily.

Every day accentuates the strength of canned goods and the prices on tomatoes are likely before long to be almost, if not quite, as high as they were last summer. They are scarce, at least those of really desirable quality, and the demand is for "more." Corn, also, is in very limited supply and it is thought the Maine crop will not be over 25 or 35 per cent. of a normal pack when all returns are in. Peas—in fact, all vegetables—are moving with a good degree of freedom. So with California fruits, orders for which have come in from many points. Prices on everything are well sustained and conditions are such as to encourage the erection of many new canneries in the future.

Dried fruits are showing more and more activity as the season advances and the retailer who carries a fair stock ahead of wants will probably make no mistake. Currants are about unchanged. The demand is fair. Raisins and prunes are steady at unchanged rates.

The week shows little change in butter. There is just an average demand and the supply is sufficient for requirements. Best Western creamery is steady at 22½c; seconds to firsts, 19½@21c; imitation creamery, 17@19c; factory, 17½@18c; renovated, 17@19½c.

Cheese retains its increasing strength. The demand from home trade has been sufficient to keep quotations well sustained and prices have gone to a point beyond the purses of exporters, who seem to have completely retired from

business for the present. Best full cream New York State, 12c.

The better grades of eggs are very quickly disposed of at full rates and the market generally is well sustained. Western candled, 22@23c for best stock; uncandled, 21@22c; ungraded, 19@21c.

Observations by a Gotham Egg Man.

There have been no startling developments in the storage egg situation of late, but the movement of stock from first hands has increased considerably. There are a good many dealers who are without their usual holdings of fine spring packings and the natural decrease in the supply of high grade has lately induced them to provide themselves with a supply of stored eggs to fall back upon. Many more samples have been taken and some good sized lots have changed hands. The prices paid have ranged mainly from 19@20c for fair to prime summer packings, 20@20½c for May eggs and 20½@21c for Aprils of prime to fancy quality—several good sized lines have been placed at the outside figure and we have heard of rare sales of extra fancy Michigans, very closely graded, at a slight premium.

* * *

Of the purchases made only a small part is being drawn upon for current consumption although some of our trade is now being supplied from the store houses and a gradual reduction is in progress; it is hard to say just what the output amounts to, but it can hardly be more than about 1,500 cases per day under the present scale of fresh receipts.

* * *

Late advices from the interior, while reporting a very high ruling of prices at shipping points, have indicated some increase in the quantity of fresh eggs being turned this way from the West. Southern shippers have also been enquiring as to the prospect for an outlay for part of their current collections and it is probable that mark prices of 20@21c would draw rather more eggs from Tennessee and North Carolina than we have heretofore been getting. The few lots of Southern thus far received have shown irregular quality. Some very ordinary lots have had to go at 19c, but for prime to choice lots, more or less graded and well-packed in new cases, 20@21c have been obtained.

* * *

Reports from egg dealers as to the effect of the recent advance on consumption are conflicting; some of them report no decrease in their requirements, while others say that since retail prices have been marked up to a parity with present wholesale values the trade has fallen off considerably. As present indications point to no further decrease in fresh arrivals, but rather to some increase, the chances of increasing the refrigerator output in the near future are not flattering.

* * *

There is a wide divergence in the views of local holders of refrigerator eggs as to the future of the market; some have been very free sellers at late prices, being disposed to accept present profits and let some one else carry the goods for the possible later high prices—others have not been at all anxious to sell and talk very bullish of the outlook. Fortunately, the conditions have been such that holders who wanted to get out have been able to do so at fairly profitable prices.—N. Y. Produce Review.

Plant memorial trees on the birthdays and your children will always have a monument.

Phil Hilber

Jobber of Oleomargarine

109 Canal Street, Grand Rapids, Michigan

I have State agency for several manufacturers and am prepared to quote factory prices.

Walker Celery Farm

Fine Celery and Cabbage.

Kelley Grace,

Citizens Phone 3793

R. R. No. 6, 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

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 3322.

Potatoes

In car lots or less

I have an outlet for all the potatoes you can ship. Will sell on commission or buy outright. Highest market price paid

E. D. Crittenden, 98 S. Div. St., Grand Rapids

Both Phones 1300

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.

SEEDS

Clover and Timothy—all kinds of Grass Seeds.

MOSELEY BROS., GRAND RAPIDS, MICH.

26-28-30-32 OTTAWA ST.

10,000 Barrels of Apples Wanted

For storage. Write to

R. Hirt, Jr., Detroit, Mich.

Frog Culture as an Occupation for Women.

At Mamaroneck during the last summer a certain party of jolly artists who were taking their vacations in that pretty suburban town were observed with the women of their families busily engaged in fishing for frogs. The women had on short skirts and rubber boots, and their shouts of merriment as they waded into the pond and captured the wily amphibians made the welkin ring. They fished with a hook, baited with a bit of red flannel, which excited the curiosity of Master Rana Catesbiana, commonly known as bullfrog, and he hooked his upper jaw into the cloth long enough for the hunter to catch him. It did not require much skill to catch him, but the removal of his damp and soggy body from the hook and its transference to the covered pail provided for his reception was a different matter. When a girl was the fisherman, a man was commonly pressed into service for this process, and its progress was accompanied by shrieks of mingled hysteria and delight. Many a good mess of frogs' legs those merry artists took home, and the sport, if humbler than hunting or fishing, accomplished the beneficent end of all sport by keeping the sportsmen outdoors, with minds actively engaged and interested.

The question occurs why, if women can go hunting Rana Catesbiana, or any of his tender and more succulent cousins, for sport, they can not do it for profit. Why can not the women who are reclaiming abandoned farms in New England by scientific means add a neat little sum annually to their exchequer by cultivating the bullfrog in the pool? On almost every farm a thriving frog pond will be found, and it needs only a few dollars to adapt it for commercial purposes.

The ground needed is a springy, marshy bit, with plenty of soft mud at the bottom, where the frogs can hide and go to sleep for the winter. The pond should be surrounded with a tight board or wire fence, to keep out animals, and placed so close to the water that birds can not stand on the banks and consume pollywogs, for birds have a taste as cultivated as Frenchmen in the matter of frogs, only they take them younger. A bittern will bolt millions of pollywogs in a season.

Just about the time the buds burst into little leaves in spring the frogs crawl out of the mud and begin to sing. After the concert has continued for a few weeks, if one goes about among the frog ponds, he may find gelatinous strings attached to sticks and water plants, or a ball of jelly-like matter as big as an orange, or perhaps several of these attached side by side. Scattered through these gelatinous masses are hundreds of black spots, like bird shot. These are the frogs' eggs. Take up the glutinous balls in cups, dump them into pails, and carry them off to your own little frog pond. Within a fortnight, if the operator watches those eggs closely, he will see a little, dark lump bursting out of each. The lump has a pointed tail, two little shining eyes and a mouth just large enough to nibble at the scum on the water or the edges of leaves. This is little Pollywog, and one can have lots of fun watching him grow. After a few weeks his hind legs show, doubled up under the skin. After a few more weeks the hind legs are ready for use, and the forelegs have begun to follow suit.

Then the gills are transformed to lungs and the pollywog grows out over

his tail and absorbs it. His eyes stick out like goggles, and he has developed a true frog mouth, stretching from ear to ear. His little life must be spared, though, until next summer, for he is not good to eat until he is a year old. The fat old three and five pounders, who sit with aldermanic paunches and sing Wagnerian opera, are some of them twenty years old. An old bull frog becomes as astute as an old trout, which is probably as wise as anything that lives in water can be.

If little Pollywog is to live and grow fat in his pond his fond parents must be excluded from his paradise. Old frogs love little pollywogs—in a gustatory way. Old Mr. and Mrs. Rana Catesbiana will eat their offspring, both in and out of the egg, with the greatest gusto. Therefore, the old frogs must be induced to emigrate elsewhere, either to some other pond or to the city market.

The pollywogs left behind live on flies and insects, and anything that will attract these to the pond in even greater numbers than usual will make little Mr. Tadpole wax fat and happy. Bones, scraps of meat, molasses and glue, left carelessly about on sticks and boards in the pond will fulfill their benevolent intention of attracting flies, which will soon find a quiet resting place on the end of Taddy's long tongue. Turtles, minks, foxes, birds and snakes will all be after the tadpole; but as frogs continue to live in great numbers, in spite of these enemies, under ordinary conditions, it is safe to suppose that in the commercial frog pond, artistically stocked and fed, plenty will contrive to live. Every frog-eating bird or animal found about should be killed, and the latter hung on poles to scare their relatives.

Frogs are caught in the manner described, with a bit of red rag on a hook, or with an angleworm for bait or they are shot with a small rifle or a blow gun, a needle fastened by a thread to a wad of cotton wool serving as a missile in the latter case. The quickest way to scoop them in, however, is with a long-handled dip net. They may be shipped alive, in barrels, or only the skinned hind legs sent, according to the demands of the market.

The frog eaten in America is not the Rana Esputenta of France, beloved of the Parisian restaurateur, but the common bullfrog, which is very near in toothsome-ness to M. Esculenta, and several other varieties. There are also several varieties which are not edible, and the only way to distinguish them is to get some one who knows to point out the different families and learn to know them by sight.

In Vienna, and probably in other European cities, the French frog is kept in pens and fattened. The same is true of a Central American frog, Rana Grunniens, the grunting frog. Senor Grunniens is domesticated and fed for market. All sorts and conditions of frogs are susceptible to domestication, and when treated with kindness acquire much true culture. One which had been domesticated by an English doctor came regularly for its meals, struck up a great friendship with the cat and manifested a strong partiality for having its back scratched.

The foregoing may read like a great deal of trouble, but it is not so much as is taken to raise anything else that is raised on a farm, for sale, and there are always a city market and a good price for the product.—N. Y. Tribune.

Sweet Potatoes, Spanish Onions, Cranberries
 Fine fresh stock constantly arriving. We are in the market to buy ONIONS, WINTER APPLES AND BEANS
The Vinkemulder Company, Commission Merchants
 14-16 Ottawa Street Grand Rapids, Michigan

POTATOES
 Carlots only wanted. Highest market price. State variety and quality.
H. ELMER MOSELEY & CO.
 GRAND RAPIDS, MICH.
 Long Distance Telephones—Citizens 2417 304 & 305 Clark Building.
 Bell Main 66 Opposite Union Depot

Grand Rapids Messenger & Packet Co.
 11-13 Canal Street, Grand Rapids, Mich.
 We make a specialty of handling Merchandise consigned to us in bulk to be distributed to various firms and residences. Our business in that line increases every week. Contracts made for the delivery of handbills, catalogues, pamphlets, addressed or unaddressed circulars. Charges very reasonable. Give us a trial. Write for full particulars, etc., TO-DAY.
Alex. McLachlin, Manager

Cold Storage
 This is the time of year to store your Apples. Why not put them where they are sure to come out as good as when picked? Save shrinkage and sorting by storing with us. We also store Butter, Eggs, Poultry and Meats. Liberal advances on produce stored with us, where desired. Rates reasonable. Write for information.
Grand Rapids Cold Storage & Sanitary Milk Co.
 Grand Rapids, Michigan

Butter
 I always want it.
E. F. Dudley
 Owosso, Mich.

UNCLE DANNY.

How He Obtained a Good Price for Cabbage.

Written for the Tradesman.

"By Gum!" exclaimed Uncle Danny Briggs, suddenly jumping from his seat on the counter and slamming the back door shut in furious haste. "There comes the blamedest, orneriest outfit between Cadillac and the Soo. Never see that air gang a coming but what I wish I had a clerk and c'd light out and let the store go to the dickens until they was gone."

His visitor glanced through the window and saw a ragged and bewhiskered man tying a raw-boned horse to the hitching post. But that was not all. No less than nine children, the small fry of the bewhiskered and ragged man, were swarming off the rickety wagon to which the horse was hitched, and a tall woman in a pink sun bonnet was preparing to follow them to the ground. "Say," said Mr. Briggs in a strained and anxious voice, "ye wouldn't mind doing a leetle favor fer a feller, would ye?"

"Why, probably not. What is it, Uncle?"

"Wall, then, jest stay here and wait until I come back. I hain't feeling none the best to-day, and I reckon that a mouthful of fresh air and a nip of licker would do me a heap of good," and with that he charged through the back door and disappeared from view. The visitor listened to the retreating footsteps for a moment and then, as they grew faint and fainter and finally died away, he gave a little whistle indicative more of amusement than surprise and turned his attention to the strangers who were noisily crowding through the front door, each intent upon being the first inside the store. The children were bare headed and bare legged and the wardrobe of all put together, as Uncle Danny explained afterward, "wouldn't wad a musket." There were exclamations of impatience as first one and then another of the small people became wedged in between the door jambs, but nothing of a serious nature occurred until one of the larger boys shoved aside his dirt-begrimed brother with so much force that he knocked over a bushel of fall apples that had been put near the front of the store for the purpose of display. And then, as the fruit rolled and tumbled over the floor, there was a general stampe after the wreckage.

"Gimme that one, I want that un," squealed a little girl, endeavoring to wrest a big red apple from one of the other children; but a whack on the nose diverted her purpose from the fruit and, howling lustily, she took a second choice from the floor and drove her teeth into its rosy cheek.

"Who knocked them apples over?" demanded the tall woman, as she strode through the doorway.

"'Twas him," blurted one of the children, with a mouthful of pippin.

"'Twa'n't nuther, 'twas Ag," asserted a red headed urchin with a snub nose.

The woman made a pass at the red headed child, with the evident intention of slapping him, but the blow was successfully evaded, so the woman gave up the attempt and added in a threatening tone:

"Now, you all git a hump on yerselves and put them apples back into the basket and be spry about it, er Ole Briggs'll pound yer livers out when he comes in!" And then she added apologetically to the visitor: "Young uns'll

be young uns. Allers wuz and allers will be, 'cordin' tu my tell." After which she sat down on a convenient nail keg and watched the children fill up on Briggs' fruit.

Presently entered Whiskers, carrying an armful of cabbages and a pail of cucumbers. "Where's Briggs?" he asked. "Just stepped out," replied the visitor. "He'll be back directly."

"Bet he knowed we wuz comung and lit out fer the day," commented the man, setting down his load. "He's the dummdes feller fer that ever wuz. Got any smoking? Thanks. Clean busted fer smoking, I be. Hain't had nothing but kildad fer more'n a week. Mighty nigh dead fer a pipeful of store ter-backer. Funny feller, that Briggs. He don't like me a little bit. He'd jes' es soon shut up his store fer a week and go fishing as fer ter have me come here to do m' tradun. I'll fool him though. Come anyway. Can't scare me out, he can't. I trade whur I please fur all of him. Pretty mighty good smokun, that of yourn, stranger. Pretty mighty good. Wisht I had that air all the time, stid of thisher kildad. Kildad'll be the death of me some of yer odd come shorts."

"What's the matter between you and Briggs?" enquired the visitor. "I supposed he was quite a fellow to get after trade. Had an idea that he never had customers enough to suit him."

"W'y, it's thisher way. Briggs is all right 'slongs yu gin him the hull cheese, but when a feller wants tu keep a hunk of the rine hisself, sayun nuthun of the middle part, w'y Briggs he won't play. He wants a feller tu trade with him and buy all his stuff at big prices and pay the spot cash and he don't want tu buy back a dum thing a feller grows on his farm. I've went and riz cabbage and bagys and onjuns and cowcumpers and termatterses and all sich truck and wat's more I got um fer tu sell. Briggs thinks he hain't a goun tu buy none of it cus he don't want tu be bothered with it, but watch me fool him. He prob'ly went out thinking I'd go on, but keep yer eye ontu my smoke when yer Uncle Dan gits back. Say, 'twouldn't be intrudun on good manners tu ast fur another pipeful, would it? Thanks. That's dandy good terbacker of yourn. Knocks kildad t-o-o fur."

The apples vanished rapidly under the masterful treatment of the children, their stomachs distending slowly but surely as the fruit disappeared, and their mother sat patiently upon the nail keg folding and refolding the front of her calico gown. The man smoked powerfully and steadily, and blew cloud after cloud of tobacco smoke toward the ceiling. Presently there was a crash behind the counter followed by a frightful howl. The snub nosed boy in trying to climb high enough to get at a jar of candy and pulled over a big box of tomato catsup in bottles. Just then the back door opened and Uncle Danny stalked in.

"What in time's going on here?" he demanded as he began to grasp the situation. "Can't I step out of my store fer a minute on important business without having every Tom, Dick and Harry run over it and steal and destroy my stock of goods? By the Eternal! I'll have ye in the coop fer this," he gasped as he reached for the snub nosed boy, his whole mind fixed upon the idea of throwing him through the window. But the boy eluded the old man's grasp, rushed outside and continued to yell at the top of his voice.

"O, never mind, Mr. Briggs," said the woman, soothingly. "Younguns'll be younguns. Jest look at the fine cabbage we brung ye! And look at them cowcumpers!"

"Cowcumpers!" howled Briggs. "Cowblazes! What do I care fer cowcumpers? Jest look at them catchup! Four bottles busted, by thunder! Who'll pay fer the catchup? That's what I want know. Who'll pay fer the catchup?" and Briggs stamped on a broken bottle, cutting a long gash in one of his cowhide boots.

"O, that hain't so bad as it mought be," suggested the man with the whiskers. "Hain't nuthun killun. Yu orter ben here lookun' arter things. Then nothing wouldn't of happened. Brung along a peck of green tematterses. They orter be woth half a dollar, least callation. Yu kin have them. I hain't no hawg. Take the tematterses un call it square."

"I don't want no termaters," asseverated Mr. Briggs. "Termaters is a drug on the market here, green er ripe. Ye kin take yer termaters and fly yer kites with 'em fer all of me."

"Hain't yu selling no termatterses?" queried the man in feigned surprise.

"Naw."
"Hain't ye got none in stock?"
"Naw. Hain't got none and don't want none."

"Wall, yu'd be s'prised tu see what good sellers they be. Folks know yu hain't got none so they don't ast fer 'em. Jest yu put in some and yu'd see they'd go off like hot pancakes. Tell yu how it is. Me and the woman and the younguns thought we'd come over and visit yu a bit and like as not stay all night, so we fetched yu some cowcumpers, too. Not of course calling

as what the cowcumpers'd pay fer our keep, cus we knowed yu wouldn't care nuthun about that. Yu got a place in the barn fer the hoss, of course, un' so here we be. I'll jest leave the termatterses and the cowcumpers here and the woman and the younguns kin go to the house and have a good visit with yure woman and yu and me kin stay and talk over ole times all by our own lonelays. Mind the time we wuz deer huntun and broke through the ice on Clam Lake and mos' drowned?"

Briggs nodded his head absently. He was thinking of something else.

"Say," said he with a shudder, "my old woman hain't feeling none the best, and while I reckon she'd be more'n glad to see all on ye, I'm kinder feared she might overdo with so much comp'ny all to oncet. Wonder if ye hadn't better put off the visit until some other time."

Whiskers looked over at the visitor and winked slyly with one eye. Then to Briggs he said: "My! I be awful sorry to hear that Miss Briggs is aildin. M'randy, you better go un see if what the' hain't suthun yu kin do fer her."

But Danny hastily interposed: "O, the' hain't nothing kin be done. She hain't so bad, only she's narvous and strangers around might set her a going. I reckon she'll be all right agi'n soon enough if she's kept quiet."

"How much kin yu pay me fer them cabbage?" queried Whiskers with a grin.

* * *

Briggs closed up a deal for the produce and, while he was puttering around with it, the man with the whiskers said in a low tone to the visitor:

"That varn of his'n about the woman being sick was a lie. I seen her out hoeing pitaters when we druv up. But Briggs ud ruther gin me a dollar apiece fer them cabbage than to have my folks stay to his house over night, and money couldn't hire me to take a meal of vittles with him nohow; but he don't know it, and I don't callate he will.

Geo. L. Thurston.

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.

Commercial Travelers

Michigan Knights of the Grip
 President, JOHN A. WESTON, Lansing; Secretary, M. S. BROWN, Saffinaw; 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.

J. J. Carroll (Rodgers Shoe Co.) is spending a couple of months in the Upper Peninsula.

Peter Fox (Musselman Grocer Co.) has been confined to his home by an attack of tonsillitis for several days. He is on the mend.

St. Johns News: Eddie Boron has resigned his position with John Hicks and has entered the employment of Whitman & Barnes, of Akron, Ohio, as a traveling salesman.

G. W. Heuman, formerly prescription clerk for the City drug store, at Hancock, has taken the position of Upper Peninsular traveling representative for the Merrill Drug Co., of Cincinnati.

Foster, Stevens & Co. treated their visiting customers to automobile rides around the city last week under the direction of their traveling men, A. D. Baker, Thos. F. Dryden and O. F. Jackson.

A. J. Montgomery, one of the pioneer business men of Ewart, and for the past two years landlord of the National Hotel, at Reed City, has purchased the Lewis House, at Boyne City, and has already taken possession.

Marquette Mining Journal: The Marquette traveling men are beginning to talk indoor base ball. They will be in the field with a strong team during the coming winter months and it is likely that a meeting for organization will be called in the course of a few days. The local commercial men anticipate a few games with their up-the-road friends with a great deal of pleasure. The Ishpeming-Negaunee drummers trimmed them at the outdoor game and they are yearning for satisfaction.

A. B. Clark, formerly engaged in the grocery business at Lawton and subsequently on the road for the Tappan Shoe Co., of Coldwater, is now located at Riverside, Cal., where he is Secretary and Treasurer of the Lynn-Lewis Co., proprietor of the Riverside Planing Mill. He is greatly pleased with his new location and writes the Tradesman as follows: "I have concluded that the fruit, agricultural and mining interests, combined with the attractive climate, form as substantial a basis for a healthy business as can be found in any of the Eastern States."

Willis P. Townsend spent his vacation in Dowagiac, where he was shaved by a colored barber named T. J. Martin, who opened a shop in 1852 and has worked every day since that time. Referring to his visit to the home of his boyhood, a local newspaper says: "Willis P. Townsend, of Grand Rapids, a former Dowagiac resident and business man is calling on old friends here this week. Mr. Townsend is traveling for the Sears Bakery division of the National Biscuit Co., with headquarters in Grand Rapids. He arrived in the city Tuesday afternoon and will be the guest of his sister during his stay here. Mr. Townsend was born in Dowagiac in the year 1851 where he spent the first twelve years of his life, afterward being engaged in the grocery business here.

He has been on the road for various firms for the past twenty-four years. Mr. Townsend expects to return to Grand Rapids Friday."

October Meeting of Grand Rapids Council.

Grand Rapids, Oct. 7.—The regular October meeting of Grand Rapids Council, No. 131, United Commercial Travelers, occurred Saturday evening, Oct. 4, with a very large attendance. In the absence of Senior Counselor W. S. Burns, Junior Counselor W. B. Holden presided, Past Senior Counselor John D. Martin occupying the Junior Counselor's chair and Howard Rutka acting as Conductor in the absence of Conductor S. H. Simmons. The meeting was opened, and closed in sympathy with our brother Conductor, S. H. Simmons, in his great bereavement and loss of his beloved life. Six applications were received and three "good men and true" were made members of the best fraternal organization in the world for traveling men. The committee in whose hands is the getting up of the souvenir were on hand with a flattering report of the progress they are making and it looks like a very good stroke of business. We had with us a visiting brother, C. G. Eakin, from Beatrice, Neb., who gave us an entertaining talk on the order in general and his experience in visiting a Council whenever he is in a town where a meeting is being held.

As the winter season is approaching, the matter of parties was brought before the meeting; after discussion between the different members, it was decided that the Senior Counselor appoint a committee of five to act through the entire winter season, composed of Chas. P. Reynolds, Howard Rutka, Franklin Pierce, John G. Kolb and J. H. Taylor. Just what these parties and entertainments will consist of will be reported later, but we expect they will be part dancing and part card parties.

At the close of the meeting our membership was 177, with several applications ready for initiation at the November meeting.
 Ja Dee.

Resolutions On the Death of Mrs. Simmons.

We, the undersigned committee on resolutions of sympathy and respect for our brother, Samuel H. Simmons, beg leave to submit the following:

Whereas—God, in his infinite wisdom, has taken from our brother, Samuel H. Simmons, his beloved wife, Gertrude Meech Simmons; therefore be it Resolved—That we, his brothers, extend to him our sincere and heartfelt sympathy in this his hour of grief, and that while his cup is full to overflowing there is consolation in the fact that she had led a good life and been a true wife. We know that his love for her could be expressed in the following sentiments: "It is often that I have said it. In the night thou art my dream, and my waking thought in the morning. I loved thee always; not for three months, not for a year, but I loved thee from the first, and my love shall not wither, until death parts us. Oh, my beloved! My wife! Dearest to me than the light of day! Closer to me than my hands and feet! Nothing but death shall part thee and me forever!" And now that death has stepped in, dear brother, as it must sooner or later to us all, may God help you to lead a good life, so that, when the Grim Reaper gathers you in, it may be to meet with the dear one in heaven for the life eternal. Be it further Resolved—That these resolutions be spread on the minutes of this Council and that copies be sent to the bereaved brother, the Sample Case and the Michigan Tradesman, under the seal of this Council.
 Jno. G. Kolb,
 J. H. Miller,
 F. M. Lee,
 Committee.

Somewhat Facetious.

"I want a good foot rule," said the customer who was looking for the hardware department.

"Don't wear tight shoes," replied the facetious new floorwalker.

SUCCESSFUL SALESMEN.

D. C. Emmel, Representing the Rodgers Shoe Co.

David C. Emmel was born March 8, 1851, in Kardorf, Duchy of Nassau, Germany. His parents came to this country when he was one year old, settling on a farm near Fremont, Ohio. David lived there until 1866, attending district school and taking a preparatory course at Oberlin College. His parents then removed to Henry county, Ohio, where he went to work in the general store of Wolf Bros. at Lindsey, where he remained one year, continuing with their successor, Willis W. Morse, two years. He then worked on a farm in Henry county for two years; taught school for three years and was for three years employed as clerk in the office of the County Auditor at Napoleon. He then worked in J. L. Halter's marble shop until 1886, when he went to Toledo and found employment in the leather and finding store of Frank Hubbard & Co. After working in the store



four years, he was promoted to the position of traveling salesman, covering Northern Ohio and Northern Indiana. In February, 1893, he was offered a position with the Rodgers Shoe Co., which he accepted, taking as his territory a portion of Southern Michigan and Northwestern Ohio. He sees his trade every six weeks with the regularity of clockwork and has become a universal favorite wherever he goes.

Mr. Emmel was married in November, 1874, to Miss Sarah Anderson, of Texas, Ohio, who died in 1878. In 1880 he married Miss Harriet J. Suydam, of Napoleon. He is the father of five children, three boys and two girls. The oldest son is with the Dow & Snell Co.; the second son is a machinist in the employ of the Vulcan Iron Works; the third son is a street car conductor; one daughter is a stenographer and another daughter is attending school at Toledo. The family reside at 565 Hicks street.

Mr. Emmel is an attendant at the Episcopal church, where his wife is a member. He is a member of the Toledo Traveling Men's Association, having served that organization as a director for two years. He is a member of the A. O. U. W., having occupied the position of Financial Secretary for a year some years ago. He is a charter member of Toledo Council, No. 10, U. C. T., and has filled the position of Secretary for the past eight years with credit to himself and with satisfaction to the members.

Mr. Emmel attributes his success on the road to good health and hard work. "Show me a man who works all the time," he remarks, "and I will show you a man who enjoys the esteem of his employer, the confidence of the trade and his own self-respect."

There is one department store in New York that employs 4,007 people, men, women and children. The list does not include the men who have charge of the delivery wagons, the stablemen, nor the buyers, whose duties are principally on the outside, but the entire 4,007 are nearly all employed in the building at one time, distributed around on the different floors. Several hundred of them are in the mail order department, and several hundred more are employed in the wholesale department both of which are never invaded by retail customers.

The Finns cease to exist as a nation in consequence of ordinances just promulgated in pursuance of directions from St. Petersburg. Finland becomes a province of Russia and all its officers become subject to Russian authority. In anticipation of this result, the Finns have been emigrating to the United States in such numbers as almost to depopulate their native land. Resistance to the power of Russia would, of course, be useless for such a feeble folk.

The difference between the industrial condition in the United States and Great Britain at the present time is shown by the fact that while American colliers are out on strike for higher wages 75,000 Scotch colliers have just accepted a reduction of 6 1/4 per cent. in their pay.

The Livingston Hotel

Only three minutes' walk from Union Station.

Cor. Division and Fulton Sts. Grand Rapids, Mich.

The Warwick

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

30 Cts. HALF SPENT RUNS A DETROIT GAS-O-LAMP ONE MONTH

AGENTS WANTED
AMES & CLARK Detroit Mich

Drugs--Chemicals

Michigan State Board of Pharmacy

Name	Term expires
HENRY HEIM, Saginaw	Dec. 31, 1902
WIRT P. DOTY, Detroit	Dec. 31, 1903
CLARENCE B. STODDARD, Monroe	Dec. 31, 1904
JOHN D. MUIR, Grand Rapids	Dec. 31, 1905
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.

Cardinal Principles Which Should Guide the Pharmacist.

I can not find words to express or power to frame sentences sufficiently strong to convey my desire to have you feel the serious responsibility that rests on you, the pharmacists of to-day, when selecting apprentices. The boy you hire to-day will be the drug clerk of tomorrow, the pharmacy student of next year, and a graduate before you know it. He will become your social associate and business confere. The boy may live to frame laws to regulate your business and write books to educate the profession.

I regret the necessity, but do not hesitate in saying that some of the drug store apprentices now at work will never be able to pass a board or college examination, or have the ambition for law-making, or the ability to write books. They will illegally run disgraceful establishments under the name of drug stores, and their entire lives will detract from the good name of pharmacy. The grave responsibility remains with you to select the boys and girls for apprentices who will do honor to the calling. See to it that they are educated, competent and honest. Remember that you, the pharmacists of to-day, are to be held responsible for the pharmacists of tomorrow.

It is the man with watchful mind, ever guided by the unerring finger of intelligence, who is willing to study for the sake of the knowledge gained. He fully realizes that knowledge, as well as truth and virtue, are their own, but by no means their only, reward. While pharmacy is a profession, the pharmacist is in business and must look after the dimes and dollars. Keep your accounts as carefully as a banker watches his books, study the methods of successful merchants and see that your store is redolent with that business air which inspires the timid customer with confidence and never fails to engender a feeling of stability and security.

From the physiological laws governing the life of a bacterium to the cosmic principle underlying the movements of the heavenly bodies that inspire us with their profundity, we find all through nature the universal rule of system. Without such a governor, our earth would be annihilated in collision with other heavenly bodies. The same law of system maintains the continuity of life and even the formation of inanimate bodies.

Be systematic in all things connected with the drug business and your profession. Watch your stock of goods, and keep it both fresh and complete. See that your store bears the imprint of perfect order and conscientious cleanliness. "The truly great are even great in little things," and a good pharmacist is as careful in labeling a bottle as he is in compounding its most potent contents.

Some of you may have had clerks whose attention to dress and aversion

for work reminded you of Josh Billings' saying:

The man who kan ware a shirt a hole week and keep it klean ain't fit for anything else.

But you must avoid the other extreme, for a soiled, dilapidated looking druggist drives away trade as surely as dirty show windows shut out light and desirable customers.

More than three hundred years ago a celebrated physician stated that the successful treatment of disease depended upon four conditions: First, Divine Providence; second, purity of medicines; third, skill of the physician; and fourth, obedience of the patient. Not even the physician, however, realizes as fully as the pharmacist must the vital necessity of medicines being of the proper quality as well as right identity. The educated public and the medical profession impose implicit faith in your ability to judge both the quality and identity of medicine. Carefully inspect every article you dispense and let "Quality the first consideration," ever be your banner motto.

The worthy pharmacist of to-day has many perplexities to mar the peace of an unruffled life. It is no wonder that the erect form of youth becomes bent as time marks the furrows of worry and perplexities on his brow. Among those I must mention is the odium cast on the profession by a few unscrupulous persons who have no regard for justice, the dictates of right, or the value of human life. They know not the voice of conscience. Pharmacy, like every other profession, must support its scapegoat, whose only ambition is to make money and with whom the end always justifies the means. They are with us even if destitute of a true place and function in the profession.

The ministry has hypocrites, the medical profession the only too well-known "quack," and pharmacy, alas, we must confess it, the man who dispenses not the article ordered in the prescription or by the customer, but supplies a similar article, in appearance at least, which costs him less money. I feel that the world does not mete out sufficient justice to this class of miscreants who trifle with human life for a few paltry dollars. Do not let these leeches discourage you, for the standard of pharmacy will continue to advance in spite of them.

If only a few of the physicians prescribe U. S. P. preparations and specify N. F. articles, consider it your own fault. Lose no time in acquainting the medical profession in your locality with these preparations, which can most frequently be products of your own pharmaceutical laboratory.

H. M. Whelpley.

Not His Job.

"Your husband is a floorwalker in a department store, isn't he?"

"Yes."

"Then, why don't you have him get up and walk the floor with the baby when she cries?"

"I can't wake him up. When I shake him and tell him what's the matter he mumbles something about soothing syrup in the drug department three aisles down, and then goes to snoring again."

Dust Proof Floor Oil.

The following formula has been recommended as yielding an excellent preparation for oiling hardwood floors:

Paraffin oil.....	8 parts.
Kerosene.....	1 part.
Lime water.....	1 part.

This makes an emulsion which is to be rubbed in the floor with a rag.

Old-Time Remedies For Snake Bite.

The subject of snake bite may occasionally engage the individual practitioner in a moorland countryside where, especially in the summer and autumn, cases are not unknown of infants dying from collapse after being bitten by vipers. We have recently been informed that the "infallible remedy" used by "Brusher" Mills, the well-known New Forest snake catcher, for the bite of the adder or viper is the fat of the creature itself melted, bottled, and applied, a drop at a time, to the wound. The cure, he asserts, is an affair of two minutes. Mills has, of course, had immense experience with snakes, having in his day killed or taken more than 4,000 venomous and 27,000 harmless specimens. He has, in fact, practically devastated his own field of operations round Lyndhurst. His belief in his remedy is shared by Wiltshire and Hampshire rustics and is doubtless universal in the country districts of England.

The question is whether this treatment is merely a survival of the old savage homoeopathy which ordains a hair of the dog that bit you as a cure for the bite, or whether it is a rude form of serumtherapy. Vipers are exceedingly quarrelsome from the moment they break the egg, and unless immune against venom would long ago have ceased to exist as a distinct species. Hence their fat may be a kind of antivenom. Of course, all fatty and oily substances are useful against poisons, which they doubtless absorb and isolate. The old-fashioned "London viper catchers," mentioned by White of Selborne and others always employed hot olive oil as a cure or treatment for snake bite, and this with ammonia continues to be recommended.

We read of the oil cure in works on natural history, but find no mention of the peasants' use of fat. How came it to be used in the first instance? Probably in accordance with the savage theory that fat, blood, sputum and so forth, contain the life principle or "soul" of men and animals and are therefore a cure for any lesion. Fat was anciently used to frighten away serpents from gardens and houses. The "suet of deer strewed up and down where they (adders) come will cause them to depart," says Agrippa of Nettesheim, whose ideas, despite his scepticism, were often those of the tribal medicine man. Bacon fat, mixed with the brains of a weasel, is recommended by him to scare away rats and mice.

Drugs and charms obtained from snakes are, of course, very ancient. The witches in "Macbeth" make a baneful viper broth, but the same mixture was also a medicine and cure for many diseases. The sloughs of snakes had also singular uses. The sixteenth century Jerome Cardan is quoted in an old chapbook as saying, "If any do sprinkle his head with the powder of a skin that a snake doth cast off, gotten or gathered when the moon is in the full, being also in the first part of Aries, the Ram, he shall see terrible and fearful dreams. And if he shall have it under the sole of his foot he shall be acceptable before magistrates and princes."

Cause and Prevention of Darkening of Shellac.

The tendency of shellac to darken while in solution is somewhat of a puzzle to many painters, as well as a great source of annoyance. The cause is not entirely clear. In a recent article on this subject the writer attributes the cause to the chemical action resulting from the contact with the metal vessel in which the shellac is kept. But this statement is contrary to his experience, says a correspondent to the Painters' Magazine:

We use only earthenware and glass vessels for this purpose, and find that after they have been opened a few times the shellac begins to darken. The cause of this change, as before stated, is not entirely clear. It is possibly due to chemical action of some of the gases

contained in the air. As long as the air is excluded, no appreciable change is noticeable. Possibly the change is more rapid where the shellac is kept in metal vessels, but it will darken in any kind of vessel after the air has been admitted a few times. I find that the best way to obviate this trouble is to mix only a small quantity at a time, in order that it may be consumed before it has time to darken. In the absence of better light on the subject, it is reasonable to attribute the cause to the action of the air, which supposition is supported by the fact that shellac in an airtight glass vessel may be kept indefinitely without darkening.

The Drug Market.

Opium—Is unchanged.
Morphine—Is steady.
Quinine—Has again advanced 2c per oz., on account of higher prices for bark at the Amsterdam auction on Oct. 2.
Castile Soap—Is higher abroad and an advance is looked for here.
Menthol—Stocks are very small and prices rule firm at the advance.
Bromide Potash—Has declined 2c per pound.
Select Elm Bark—Is in very small supply and has again advanced.
Oil Cubebs—Has declined, on account of higher prices for berries.
Oil Anise and Cassia—Are both very firm.
Oil Sassafras—Is scarce and has advanced.
Oil Lavender—Higher prices are looked for, on account of higher prices in primary market.
Linseed Oil—Is unsettled but tending lower.
Turpentine—Has advanced.

Kind to the Poor Melican Tramp.

A social observer of humorous sympathies reports a trait of a Chinese servant employed in a Boston family which reveals a certain capability for ready assimilation with American methods of dealing with the tramp problem. A hungry tramp called one Monday afternoon at the kitchen door, and was promptly challenged by John. To John the tramp told his tale of woe, ending with a humble petition for something to eat.

"Like fish?" asked John, in insinuating tones.

"Yes, I like fish," the tramp answered.
"Call Friday," said John, as he shut the door, with a smile imperturbable.

A day of sorrow is longer than a month of joy.

FRED BRUNDAGE

wholesale

Drugs and Stationery

32 & 34 Western Ave.,

MUSKEGON, MICH.

Don't Place Your Wall Paper Order

Until you see our line. We represent the ten leading factories in the U. S. Assortment positively not equalled on the road this season.

Prices Guaranteed

to be identically same as manufacturers. A card will bring salesman or samples.

Heystek & Canfield Co.
Grand Rapids, Mich.

WHOLESALE DRUG PRICE CURRENT

Advanced—Eln Bark, Quinine, Turpentine.
Declined—Bromide Potassium, Linseed Oil.

Aceticum Benzolcum, German..... Boracae..... Carbolcum..... Citricum..... Hydrochlor..... Nitrosum..... Oxalicum..... Phosphorium, dil..... Sallylicum..... Sulphuricum..... Tannicum..... Tartaricum.....	Acidum Aqua, 16 deg..... Aqua, 20 deg..... Carbonas..... Chloridum..... Black..... Brown..... Red..... Yellow..... Cubeba, po, 25..... Juniperus..... Xanthoxylum..... Copaiba..... Peru..... Terabin, Canada..... Tolutan..... Ables, Canadian..... Cassia..... Cinchona Flava..... Euonymus atropurp..... Myrica Cerifera, po..... Prunus Virginl..... Quillaja, gr'd..... Sassafras..... Ulmus.....	Ammonia Aqua, 16 deg..... Aqua, 20 deg..... Carbonas..... Chloridum..... Black..... Brown..... Red..... Yellow..... Cubeba, po, 25..... Juniperus..... Xanthoxylum..... Copaiba..... Peru..... Terabin, Canada..... Tolutan..... Ables, Canadian..... Cassia..... Cinchona Flava..... Euonymus atropurp..... Myrica Cerifera, po..... Prunus Virginl..... Quillaja, gr'd..... Sassafras..... Ulmus.....	Aniline Black..... Brown..... Red..... Yellow..... Cubeba, po, 25..... Juniperus..... Xanthoxylum..... Copaiba..... Peru..... Terabin, Canada..... Tolutan..... Ables, Canadian..... Cassia..... Cinchona Flava..... Euonymus atropurp..... Myrica Cerifera, po..... Prunus Virginl..... Quillaja, gr'd..... Sassafras..... Ulmus.....	Baccae Cubeba, po, 25..... Juniperus..... Xanthoxylum..... Copaiba..... Peru..... Terabin, Canada..... Tolutan..... Ables, Canadian..... Cassia..... Cinchona Flava..... Euonymus atropurp..... Myrica Cerifera, po..... Prunus Virginl..... Quillaja, gr'd..... Sassafras..... Ulmus.....	Balsamum Copaiba..... Peru..... Terabin, Canada..... Tolutan..... Ables, Canadian..... Cassia..... Cinchona Flava..... Euonymus atropurp..... Myrica Cerifera, po..... Prunus Virginl..... Quillaja, gr'd..... Sassafras..... Ulmus.....	Cortex Ables, Canadian..... Cassia..... Cinchona Flava..... Euonymus atropurp..... Myrica Cerifera, po..... Prunus Virginl..... Quillaja, gr'd..... Sassafras..... Ulmus.....	Extractum Glycyrrhiza Glabra..... Glycyrrhiza, po..... Hamatox, 15 lb. box..... Hamatox, 1/4s..... Hamatox, 1/2s..... Hamatox, 3/4s..... Carbonate Precip..... Citrate and Quinla..... Citrate Soluble..... Ferrocyanidum Sol..... Solut. Chloride..... Sulphate, com'l..... Sulphate, com'l, by bbl, per cwt..... Sulphate, pure..... Arnica..... Anthemls..... Matricaria..... Barosma..... Cassia Acutifol, Tinnevelly..... Cassia Acutifol, Aix..... Salvia officinalis, 3/4s and 1/2s..... Uva Ursi..... Acacia, 1st picked..... Acacia, 2d picked..... Acacia, 3d picked..... Acacia, sifted sorts..... Acacia, po..... Aloe, Barb. po. 18@20..... Aloe, Cape..... Aloe, Socotri..... Ammoniac..... Assafoetida..... Benzolnum..... Catechu, 1s..... Catechu, 3/4s..... Catechu, 1/2s..... Camphora..... Euphorbium..... Galbanum..... Gamboge..... Gualacum..... Kino..... Mastic..... Myrrh..... Opti..... Shellac..... Shellac, bleached..... Tragaecanth..... Absinthium..... Eupatorium..... Lobelia..... Majorum..... Mentha Pip..... Mentha Vir..... Rue..... Tanacetum..... Thymus..... Calcined, Pat..... Carbonate, Pat..... Carbonate, K & M..... Carbonate, Jennings..... Absinthium..... Amygdala, Dule..... Amygdala, Amare..... Anisi..... Aurant Cortex..... Bergamuti..... Cajiputi..... Caryophylli..... Cedar..... Chenopadii..... Cinnamonli..... Citronella.....	Potassium Bi-Carb..... Bichromate..... Bromide..... Carb..... Chlorate..... Cyanide..... Iodide..... Potassa, Btart. pure..... Potass Nitras, opt..... Potass Nitras..... Prussiate..... Sulphate po..... Aconitum..... Althae..... Anchus..... Arum po..... Calamus..... Gentiana..... Glycyrrhiza..... Hydrastis Canad..... Hyelbore, Alba, po..... Inula..... Ipeac, po..... Iris plox..... Jalap, pr..... Maranta..... Podophyllum, po..... Rhel..... Rhel, cut..... Rhel, pv..... Spigelia..... Sanguinaria..... Serpentaria..... Senega..... Smilax, officinalis H..... Smilax, M..... Sella..... Symplocarpus, Foetidus..... Valeriana, Eng. po. 30..... Valeriana, German..... Zingiber a..... Zingiber j..... Anisum..... Aplum (graveleons)..... Bird..... Carul..... Cardamon..... Coriandrum..... Cannabis Sativa..... Cydonium..... Chenopodium..... Dipterix Odorate..... Foeniculum..... Foenugreek, po..... Lini..... Lini, grd..... Lini, bbl..... Lobelia..... Pharlaris Canarian..... Rapa..... Sinapis Alba..... Sinapis Nigra..... Fruementi, W. D. Co..... Fruementi, D. F. R..... Fruementi..... Juniperis Co. O. T..... Saacharum N. E..... Spt. Vini Galli..... Spt. Vini Oporto..... Vini Alba..... Florida sheeps' wool carriage..... Nassau sheeps' wool carriage..... Velvet extra sheeps' wool, carriage..... Extra yellow sheeps' wool, carriage..... Grass sheeps' wool, carriage..... Hard, for slate use..... Yellow Reef, for slate use..... Acacia..... Auranti Cortex..... Zingiber..... Ipeac..... Ferri Iod..... Rhel Arom..... Smilax Officinalis..... Senega..... Sella.....	Radix Aconitum..... Althae..... Anchus..... Arum po..... Calamus..... Gentiana..... Glycyrrhiza..... Hydrastis Canad..... Hyelbore, Alba, po..... Inula..... Ipeac, po..... Iris plox..... Jalap, pr..... Maranta..... Podophyllum, po..... Rhel..... Rhel, cut..... Rhel, pv..... Spigelia..... Sanguinaria..... Serpentaria..... Senega..... Smilax, officinalis H..... Smilax, M..... Sella..... Symplocarpus, Foetidus..... Valeriana, Eng. po. 30..... Valeriana, German..... Zingiber a..... Zingiber j..... Aethar, Spts. Nit. F..... Aethar, Spts. Nit. 4 F..... Alumen..... Alumen, gro'd..... Annatto..... Antimonl, po..... Antimonlet Potass T..... Antipyrin..... Antifebrin..... Argentil Nitras, oz..... Arsenicum..... Bala Glead Buds..... Bismuth S. N..... Calcium Chlor..... Calcium Chlor, 1/2s..... Calcium Chlor, 1/4s..... Cantharides, Rus. po..... Capsiel Fructus, af..... Capsiel Fructus, po..... Capsiel Fructus B, po..... Caryophyllus po. 15..... Carmine, No. 40..... Cera Alba..... Cera Flava..... Coccul..... Cassia Fructus..... Centraria..... Cetaceum..... Chloroform..... Chloral Hyd Crst..... Chondrus..... Cinchonidine, P. & W..... Cinchonidine, Germ..... Cocaine..... Corks, list, dis. pr. et..... Crosotum..... Creta, prep..... Creta, prep, bbl. 75..... Creta, precip..... Creta, Rubra..... Crocut..... Cubear..... Cupri Sulph..... Dextrine..... Ether Sulph..... Emery, all numbes..... Emery, po..... Ergota..... Flake White..... Galla..... Gambler..... Gelatin, Cooper..... Gelatin, French..... Glassware, flint, box..... Less than box..... Glue, brown..... Glue, white..... Glycerina..... Grana Paradisi..... Humulus..... Hydrag Chlor Mite..... Hydrag Chlor Cor..... Hydrag Ox Rub'm..... Hydrag Ammonlati..... Hydrag Unguentum..... Hydragrum..... Ichthyobolla, Am..... Indigo..... Iodine, Resubi..... Iodoform..... Lupull..... Lycopodium..... Machs..... Liquor Arsen et Hydragrum..... Liquor Iod..... Liquor Potass Arsinil..... Magnesia, Sulph..... Magnesia, Sulph, bbl..... Mannil, S. F.....	Miscellaneous Ether, Spts. Nit. F..... Ether, Spts. Nit. 4 F..... Alumen..... Alumen, gro'd..... Annatto..... Antimonl, po..... Antimonlet Potass T..... Antipyrin..... Antifebrin..... Argentil Nitras, oz..... Arsenicum..... Bala Glead Buds..... Bismuth S. N..... Calcium Chlor..... Calcium Chlor, 1/2s..... Calcium Chlor, 1/4s..... Cantharides, Rus. po..... Capsiel Fructus, af..... Capsiel Fructus, po..... Capsiel Fructus B, po..... Caryophyllus po. 15..... Carmine, No. 40..... Cera Alba..... Cera Flava..... Coccul..... Cassia Fructus..... Centraria..... Cetaceum..... Chloroform..... Chloral Hyd Crst..... Chondrus..... Cinchonidine, P. & W..... Cinchonidine, Germ..... Cocaine..... Corks, list, dis. pr. et..... Crosotum..... Creta, prep..... Creta, prep, bbl. 75..... Creta, precip..... Creta, Rubra..... Crocut..... Cubear..... Cupri Sulph..... Dextrine..... Ether Sulph..... Emery, all numbes..... Emery, po..... Ergota..... Flake White..... Galla..... Gambler..... Gelatin, Cooper..... Gelatin, French..... Glassware, flint, box..... Less than box..... Glue, brown..... Glue, white..... Glycerina..... Grana Paradisi..... Humulus..... Hydrag Chlor Mite..... Hydrag Chlor Cor..... Hydrag Ox Rub'm..... Hydrag Ammonlati..... Hydrag Unguentum..... Hydragrum..... Ichthyobolla, Am..... Indigo..... Iodine, Resubi..... Iodoform..... Lupull..... Lycopodium..... Machs..... Liquor Arsen et Hydragrum..... Liquor Iod..... Liquor Potass Arsinil..... Magnesia, Sulph..... Magnesia, Sulph, bbl..... Mannil, S. F.....	Sella Co. Tolutan..... Prunus virg..... Tinctures Aconitum Napellis R..... Aconitum Napellis F..... Aloe and Myrrh..... Arnica..... Atropo Bellatonna..... Auranti Cortex..... Benzoln..... Benzoln Co..... Barosma..... Cantharides..... Capsicum..... Cardamon..... Cardamon Co..... Castor..... Catechu..... Cinchona..... Cinchona Co..... Columba..... Cubeba..... Cassia Acutifol..... Cassia Acutifol Co..... Dipalis..... Ergot..... Ferri Chloridum..... Gentian..... Gentian Co..... Gulaca..... Gulaca ammon..... Hyoscymus..... Iodine..... Iodine, colorless..... Kino..... Lobella..... Myrrh..... Nux Vomica..... Opil..... Opil, comphorated..... Opil, desodorized..... Opil..... Rhatany..... Rhel..... Sanguinaria..... Serpentaria..... Stromolium..... Tolutan..... Valerian..... Veratrum Veride..... Zingiber.....	Paints BBL. LB. Red Venetian..... Ochre, yellow Mars..... Ochre, yellow Ber..... Putty, commercial..... Putty, strictly pure..... Vermillon, Prime American..... Vermillon, English..... Green, Paris..... Green, Peninsular..... Lead, red..... Lead, white..... Whiting, white Span..... Whiting, gliders..... White, Paris, Amer..... Whiting, Paris, Eng..... Universal Prepared..... No. 1 Turp Coach..... Extra Turp..... Coach Body..... No. 1 Turp Furn..... Extra Turp Darar..... Jap. Dryer, No. 1 Turp.....	Varnishes BBL. GAL. Whale, winter..... Lard, extra..... Lard, No. 1..... No. 1 Turp Coach..... Extra Turp..... Coach Body..... No. 1 Turp Furn..... Extra Turp Darar..... Jap. Dryer, No. 1 Turp.....	Oils Whale, winter..... Lard, extra..... Lard, No. 1..... No. 1 Turp Coach..... Extra Turp..... Coach Body..... No. 1 Turp Furn..... Extra Turp Darar..... Jap. Dryer, No. 1 Turp.....
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We are Importers and Jobbers of Drugs,
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We are dealers in Paints, Oils and
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All orders shipped and invoiced the same
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Grand Rapids, Mich.**

Business Chances

Special Bargain List

A. M. Barron,

Real Estate and Business Broker,
South Bend, Ind.

If interested in any of the following bargains, write me.

9—One-third interest high grade grocery, prominent Michigan City; 15 per cent. profit; \$1,000 cash.

19—Custom shirt manufacturing business; Illinois city; \$1,250; pays \$150 monthly.

22—Two telephone exchanges, progressive Minnesota towns; toll and rural lines; one \$2,500; the other \$4,500. Fine chance to consolidate and extend.

24—Man to invest \$5,000 or more in lumber, sash, doors, moulding, blinds, etc.; fine business; want to enlarge; write for full particulars.

29—Bakers' confectionery and school supplies; Connecticut city; 33 1/2 per cent. profit; price \$3,000; a snap.

37—Well equipped printing office, Michigan city; high grade machinery and trade; pays 15 per cent. profit; price \$10,000; booked. \$2,500 in July.

48—General store, best farming region Michigan; up-to-date stock; invoice \$3,500; sell for 95 per cent. Pays \$100 per month net.

52—Coal, flour, feed and iron business; Nebraska town; big business; pays \$150 per month net; price, everything complete, \$3,800; includes residence on lot 88x140. Write.

59—Greenhouse and residence property, Wyoming, owned by widow lady; unable handle it; fine opportunity; \$4,500 takes everything. Look after this.

69—Drug store, Michigan town; farming and factory community, long established trade. Price \$2,500; pays usual profits. Write for particulars.

69A—40 acre improved farm, Kalamazoo county, Michigan; fine property. Price \$1,100; worth double; bargain.

76—320 acres unimproved land, Dickinson, Starke county, North Dakota; fine land; price \$6 an acre; worth \$10; one-half cash, balance long time.

78—General merchandise, Noble county, Indiana; two railroads; farming community; making money. Invoice \$4,000; price 92 cents on dollar; profit 20 per cent.; also have residence, 7 rooms, usual improvements, 2 lots, fruit; price \$1,000.

80—Interest in a moneymaking sawmill located on large tract of timber land; \$1,500 wanted. This is a fine opportunity for practical man. Write for particulars.

83—Photograph studio; also two branch studios, adjoining towns; Michigan, Tuscola county; making \$200 per month net. Price, if taken at once, \$1,000. Write for particulars.

140—Millinery and notions; fine trade, agricultural region; annual business over \$2,400; profits 25 per cent.; living rooms; fine garden. Price \$800. This is a sure enough bargain.

145—Book publishing house, Toledo, Ohio; high grade productions at popular prices; installments. This is a good live business. Can be greatly enlarged. Now paying big money. Price about \$14,500, according to stock on hand when sale is made.

120—High grade drug stock and fixtures, fine railroad and farming town, Ohio; stock fresh and salable, invoice \$2,000; will sell for \$1,500; fine living rooms upstairs; might trade for house and lot or small farm.

121—Main bakery with full oven and store equipment, and four branches, located in large Indiana city; paying over \$200 per month net; everything goes for \$3,200. If you ever saw a bargain, this is one.

157—7,000 acres improved farm land Georgia; considerable hardwood timber; will subdivide; price \$5 per acre.

163—Hardware and plumbing stock and business Litchfield county, Connecticut; city of 15,000; all fresh stock, fine trade; invoice \$1,800; write for price. Building and residence also for sale.

168—General merchandise, paints; Montana city of 4,000, railroad division; sales \$18,000 annually; profits fully 40 per cent. All new stock, price from \$7,000 to \$9,000, according to invoice.

180—High grade grocery stock located in Indiana city of 5,000; railroad and farming point; sales \$100 per day; 20 per cent. net profit; all first-class; cash trade.

45—Grocery, meat market, feed store, saloon, all under one roof in three store rooms, brick block main street, Indiana city of 70,000 population; sales \$100 per day; profits from 25 to 75 per cent. Invoice about \$5,500; sell at a bargain, will divide if desired and sell any part.

164—Manufacturing and retail confectionery; Chattanooga, Tenn.; average receipts \$300 monthly; profits 100 per cent.; fine trade and thoroughly established; price \$500. Have also 10 room frame residence, lot 100x200 feet; all kinds fruit; fine suburb, near Lookout Mountain; price \$2,000.

135—Drug stock and store building, St. Elmo, suburb of Chattanooga, Tenn., terminal of Lookout Mountain car line; fine chance for physician. Price store and stock, \$1,000. Have also residence, 8 rooms, all conveniences, finely finished, large corner lot 100x240 feet; abundance of shade and fruit trees and shrubbery; price \$6,000.

179—Business block Salt Lake City, Utah; pressed brick, two store rooms, good size, connecting or separate, cellar under all; 8 rooms second floor, finely finished and convenient; stock general merchandise; also residence on adjoining lot; whole covers 3 1/2 x 8 rods; bargain. Write for price.

137—General planing mill business, building ground; full equipment machinery; adjoining Michigan Central Railroad in fine Michigan city of 5,000. Price for everything, \$4,000.

36—Steam power brick and tile factory in a Pennsylvania town of 3,000; occupies 12 acres; capacity 2,500,000 per day; liberal profits. Might take partner or organize stock company and sell stock. Write for particulars.

58—Restaurant, St. Joseph, Mo.; all short orders; doing business \$60 per day; profits \$15 net per day. Price \$1,500.

75—615.85 acres Oyster Creek land on Velasco, Brazos and Northern Railroad, 4 1/2 miles south Angleton (county seat), Texas; timber will pay price of land, \$9 per acre.

110—Retail milk business Dekalb, Illinois; sales 20 cans per month; liberal profits; fine delivery and steam power equipment. Price \$1,200.

28—Corner saloon, Toledo, Ohio; dining room, kitchen and sleeping rooms attached; money maker; \$1,600.

104—20 acres; 2 miles Bourbon, Indiana; 8 room residence; outbuildings, poultry park, etc.; all kinds fruit; \$2,300.

Buyer and seller brought together by my system. Wherever mail is delivered I do business. Cash for your real estate or business, any line. If you want to buy or sell, write me.

A. M. BARRON, South Bend, Ind.

Holiday Goods

We extend a very cordial invitation to the trade to visit our store, where will be found one of the prettiest lines of Holiday Goods ever shown in Western Michigan.

Complete in every respect. Will make liberal allowance for expense.

Grand Rapids Stationery Co.

29 North Ionia St.,
Grand Rapids, Mich.

Established 1865

L. O. Snedecor & Son

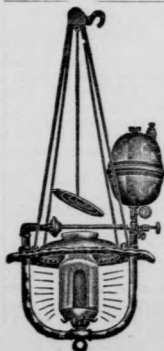
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HAVE YOU EVER?

considered how necessary it should be for your interests to ship eggs to an egg house that makes a specialty of the one line throughout the year? We want to double our business this year; we have the outlet, so will rely on YOU to send us the EGGS.

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Light 15 Cents a Month

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

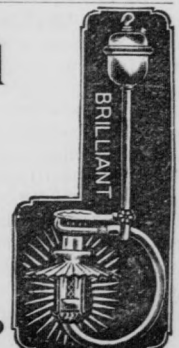
BRILLIANT

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



Cheap as Dirt, Almost

50,000
DUPLICATE ORDER SLIPS

Only 25 Cents per Thousand

Half original, half duplicate, or all original as desired.
Larger quantities proportionately cheaper.

THE SIMPLE ACCOUNT FILE CO.

500 Whittlesey St., Fremont, Ohio

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.

All Kinds
of
Solid

PAPER BOXES

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

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