

# MICHIGAN TRADESMAN

Twentieth Year

GRAND RAPIDS, WEDNESDAY, OCTOBER, 15, 1902.

Number 995

## 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. MCCRONE, Manager.

## ELLIOT O. GROSVENOR

Late State Food Commissioner

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

1232 Majestic Building, Detroit, Mich.

You ought to sell

## LILY WHITE

"The flour the best cooks use"

VALLEY CITY MILLING CO.,  
GRAND RAPIDS, MICH.

## Gas or Gasoline Mantles at 50c on the Dollar

GLOVER'S WHOLESALE MDSE. CO.  
MANUFACTURERS, IMPORTERS AND JOBBERS  
of GAS AND GASOLINE SUNDRIES  
Grand Rapids, Mich.

## CURRIE & FORSYTH,

1023 Michigan Trust Bldg.  
Grand Rapids Branch of

Douglas, Lacey & Co., New York

Dividend Paying  
Mining, Oil and Smelter Stocks

Our customers are protected by the stock in the trust fund of 21 companies, where, in the failure of any company, the stock is called in and made good in a successful company, giving our customers absolute protection from loss. Full particulars, etc., sent free on application.

Citizens Phone 1651.

## Tradesman Coupons

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### THE GARNISHMENT LAW.

It is very evident that a determined effort will be made at the coming session of the Legislature to repeal the present garnishment law and restore the former wage exemption of \$25. The labor unions are already very active in the matter, having secured pledges from many candidates for the Legislature to work and vote for the amendment.

From present indications, it looks as though the effort to restore the old schedule would be successful. The labor unions are not strong, but they have a way of going after what they want in band wagon fashion which gives them an appearance of strength which they do not possess and impresses the average legislator with the desirability of working in harmony with them, however much he may detest their leaders, condemn their methods and despise their cause.

As the Tradesman pointed out at the time of its enactment, the present law is an unfortunate one, because it does not afford the mercantile classes adequate relief and its enactment was attended by exceptionally unfortunate circumstances, due to the inexperience of the youthful swellhead who assumed to himself the management of the crusade conducted in the Legislature two years ago and the reckless and reprehensible manner in which he unnecessarily antagonized the trades unions and all sincere friends of legislative reform who questioned his motives and deplored his methods.

The Tradesman has had considerable experience in dealing with trades unions and has usually been able to arrive at a middle ground where both sides to a controversy could come to a satisfactory understanding. If the garnishment legislation of two years ago had been placed in the hands of an experienced legislator, instead of entrusted to a man whose sole ambition was personal aggrandizement, the business interests of the State would now be in the enjoyment of a law which would be in every way much more satisfactory than the present statute and, besides, an experienced man would not have antagonized the trades unions to the extent

of jeopardizing the permanence of any efficient law on the subject.

One of the most obnoxious features of the present ill-omened statute is that the unmarried man—the non-householder, to be more exact—is given an exemption, which was not the case under the old law. This is a decided loss to the mercantile interests which will probably never be recovered, because the feeling against garnishment legislation is now so bitter that it will probably be impossible to secure even as favorable a law as was on the statute books for so many years.

It is reported that efforts are already being made to raise a fund to defeat the attempt to amend the present law. The Tradesman trusts that the effort will not survive the formative stage, because it is our experience that money raised for alleged legislation purposes seldom finds its way to Lansing, but is almost invariably sidetracked into the pockets of the men who act as promoters and exploiters of proposed legislation. This may not always be the case, but, whether it is or not, the fact that a fund is being created gives the opponents of a measure an opportunity to raise the cry of boodle, which is generally sufficient to accomplish its defeat.

One of the results of the long continuance of the coal strike, even if it is soon settled, will be the establishment of substitutes for anthracite as fuel, which will have an appreciable effect upon the market. Companies are being organized for the manufacture of briquettes, which are nothing more nor less than blocks of compressed coal dust. In the neighborhood of every mine, bituminous or anthracite, there are heaps of this dust which hitherto have practically been regarded as waste. In Europe briquettes are largely made and freely used for domestic purposes. They are represented as clean as anthracite, able to produce as much heat, and it will be possible to make them in this country, selling at a profit for a figure less than anthracite before the strike. If it could have been confidently predicted three months ago that the strike would continue until now it would have been possible to put a large supply of these briquettes on the market and they would have had ready sale. If people's foresight were only as reliable as their hindsight what a lot of money they could make.

In England where winter is not so severe as in this country comparatively little hard coal is used for domestic purposes and now the American demand has increased prices to such an extent that English people will be more than ever prejudiced against it. In contrast with this state of affairs it is predicted that the strike will popularize the use of soft coal in this country and that its use will be continued to a large degree after the strike has ended.

Find fault with other people if you want to. Why, you have a perfect right to do so, but then remember—they, too, have certain rights.

### GENERAL TRADE REVIEW.

Too great activity for the ready money at hand continues the rapid fluctuations in Wall Street, and there seems little likelihood of a settled condition in that market as long as the unusual demands for money for the Western and Southern crop moving continues. The increasing probabilities of a settlement in the coal section operate to steady and strengthen the market after a long series of wild fluctuations which in other times would inevitably precipitate panic. As it is the public seems to understand that there is simply too much demand for normal supplies of money and so violent declines are quickly checked to be followed by rallies until the deficiency in cash again becomes manifest. Call rates continue to fluctuate violently, averaging 10 per cent., but sometimes falling to 6 per cent.

Merchandise distribution continues active for the season. Demands of railway transportation are rushing all supplies in that line. Earnings are constantly reported as breaking all records. Retail distribution is meeting all expectations, and the outlook for winter and spring jobbing trade is most promising. The continued coal panic exerts a disturbing influence in some localities, but its influence in the general situation is not material.

The assurance of great agricultural harvests serves to settle the question of continued supplies of money for keeping up the tremendous domestic demand. Small supplies in hand hold prices at a position which assures ample profits. Latest reports indicate a record breaking yield of corn and oats and a yield of wheat only twice surpassed.

Iron and steel continue the greatest activity with orders for structural and transportation supplies well into next year. Structural steel is needed much more rapidly than it can be delivered. For many months shops have been operated to their utmost capacity, but the meeting of demand is hopeless.

A Scranton man has just confessed to a murder committed by himself and a companion twenty years ago for which two innocent men were convicted and imprisoned for a term of nine years. The man who has now confessed says that his sufferings have been far worse than any punishment that could have been inflicted upon him and that he often contemplated suicide. When he had told his story and begged the forgiveness of the men he had wronged, he exclaimed: "Thank God, my mind is now free." Instances of this kind are not common, but they are frequent enough to cause conjecture if there are not many innocent in prison and many guilty ones at liberty.

As drowning men grasp at straws so do those who fear the coal famine seize upon signs of a mild winter. The report that the squirrels are laying in only scanty stores of nuts is, however, hardly sufficient to assure people that they will not need to have their coal bins filled. Perhaps nuts are as scarce as coal.

## TWO IN ONE.

Ball-Barnhart-Putman Co. and Olney & Judson Grocer Co.

The wholesale grocery establishments of the Ball-Barnhart-Putman Co. and the Olney & Judson Grocer Co. will be consolidated on Nov. 1, at which time the capital stock of the new corporation will be increased from \$100,000 to \$200,000. Mr. Ball, who has been for so many years the principal factor in the old house, will take an active position in the new house and become a stockholder in the new company which will be formed to succeed both of the old companies. This act closes the career of the oldest wholesale grocery house at this market and one of the most prominent wholesale establishments in the State.

The founding of this house dates back to the fall of 1865, when the late Charles H. Taylor and Frank McReynolds formed a copartnership under the style of Taylor & McReynolds and engaged



in the wholesale and retail grocery business at the corner of Canal and Erie streets in the building now owned by John Caulfield and occupied by Wegner Bros. The building was then owned by the late Lowell Hall. Business prospered with the new house, its daily receipts sometimes reaching \$1,000 in cash. About three years afterward the business was purchased by Charles D. Lyon and D. D. Cody, who removed the stock to Monroe street, opposite the old Rathbun House, where they continued the business under the style of Lyon & Cody. In 1870 the interest of Chas. D. Lyon was purchased by his partner, who continued the business for a time under the style of D. D. Cody & Co. Mr. Cody subsequently sold a half interest in the business to Charles E. Olney, who up to that time had been on the road for J. W. Doane & Co., wholesale grocers at Chicago. The firm name was then changed to Cody & Olney. Mr. Olney remained inside, while Mr. Cody traveled about a third of the time. Two or three years later Cody & Olney became interested in the lumber firm of Putman, Barnhart & Co., while Enos Putman and Willard Barnhart became interested in the grocery house of Cody & Olney, at which time the firm name was changed to Cody, Olney & Co. A little later Orson A. Ball became identified with the house in the capacity of city salesman. In 1881 he purchased the interest of Charles E. Olney, when the firm name was changed to Cody, Ball & Co. Mr. Ball came into full charge of the business in 1882 and has continued in this capacity during the

changes in name to Cody, Ball, Barnhart & Co., Ball, Barnhart & Putman and Ball-Barnhart-Putman Co. During the quarter of a century he has been identified with the grocery business, he has made many lasting friendships, and it will be a source of satisfaction to the trade to learn that he is to continue to be actively identified with a new house larger and stronger and more aggressive even than the old one.

During all these years, Mr. Ball has given to the business his best thought and best effort. He has worked early and late for the success of the business, and the fact that he has succeeded in retaining the respect and friendship of his associates to that extent that they refuse to make any change which he does not recommend speaks volumes for his faithfulness to the business, his loyalty to his friends and his recognized ability as a safe and successful business man.

No history of the Ball house is complete that does not include a reference to Heman G. Barlow, who is now the oldest groceryman in Grand Rapids, having entered the employ of Cody & Olney April 17, 1872. He remained with this house until April 7, 1879, when he spent a year with Charles W. Jennings and another year with John Caulfield, returning to the house in 1881, where he remained until the fall of 1889, when he retired from the business. The Michigan Tradesman of Nov. 21, 1889, contained the following reference to this change:

Heman G. Barlow resigned his position with Ball, Barnhart & Putman, and sold his interest in the firm, last Thursday, and before night engaged with the Olney & Judson Grocer Co., becoming a stockholder and director in the corporation. Mr. Barlow's experience in the wholesale grocery business covers a period of seventeen years, Chas. E. Olney and Lewis E. Hawkins being the only active men in the trade who distance him in years of service. Entering the employ of Cody & Olney in the



spring of 1872, he remained with that house for seven years, when he worked a year for John Caulfield and a similar period for C. W. Jennings. Returning to the employ of Cody, Ball & Co. in 1881, he has followed the fortunes of that house with fidelity up to the present time. As an instance of the esteem in which he is held by the jobbing trade, it may be stated that, as soon as it was known that he had severed his relations with the old house, three offers of partnership in other establishments were made in as many hours.

Another man whose name should, by all means, be mentioned in this connection is Jas. E. Granger, who received his preliminary instruction in the

Ball house, leaving its employ to locate in Duluth, where he has made his mark as a jobber in groceries and dry goods.

George Williams, house salesman for the Olney & Judson Grocer Co., is another man who owes his introduction to the wholesale grocery business to the Ball house.

D. C. Underwood, who at one time enjoyed the reputation of being the best traveling salesman out of Grand Rapids, was for several years in the employ of this house.

The late Arthur J. Holt, who was book-keeper for the house for many years, will be remembered for his genial disposition and his ability to write up his books quickly after they got behind through his fascination for electricity. He went from this house to the Michigan Iron Works and from there to the Brush Electric Works, of Cleveland, where he was enjoying a salary of \$5,000 a year at the time of his death.

## Thoughts.

A thought within a busy brain  
Once grew and grew apace,  
Until it could no more remain  
In such a narrow space.  
So springing from the loosened tongue  
It winged its airy flight  
In loving, helpful words that sung  
And made a sad heart light.

Another little thought, as sweet,  
By silence was held fast  
Till the great Reaper stayed his feet  
And set it free at last.  
It found its life in flowers rare  
And tears and tender speech,  
But they that Death's pale colors wear  
No loving words can reach.

Ah, little thoughts, fly forth to-day,  
A flock of white-winged birds.  
Go, full of love, to cheer the way  
As kindly, precious words.  
Rest not, inactive, useless, vain,  
For Death your torch to light,  
But shine right now, through sun and rain,  
And make each dark place bright.  
Pauline Frances Camp.

## The Selfish Man Who Succeeds.

"If you are perfectly selfish, and perfectly good-natured, you can get all you want in this world," some one remarked, and the assertion is, on the whole, true. That is to say, good natured insistence goes a long way, and when selfishness is added they undoubtedly make a strong team. "I know a man," the speaker continued, "who is universally liked. He is immensely popular, and has more invitations to desirable houses than he can accept, and when there he always gets the best. The best horse is always given him to ride; he manages to have the most desirable seat at dinner. If he keeps people waiting he is never blamed, and so it goes on about everything. But what people do not seem to realize is that he is intensely selfish, and is always looking out for number one; but he does it in such a charming way, and has such a delightful smile, that he is considered one of the best natured people in the world (which he possibly is), and his self-seeking is never detected."

## Questions of the Day.

See the coal,  
Where has the coal been?  
Has the coal been in the coal bin?  
Is the coal mine mine, or is the coal mine not mine?  
If not mine, where is mine?  
Has the coal been in the mine, and if the coal bin is mine, why can I not mine in the coal mine for my coal bin?  
If the coal in the coal bin was mine, why has not the coal been in the coal bin, instead of in the coal mine that is not mine?

## She Knew Him.

Inefficient Man—My dear, I think I have at last found the key to success.  
His Wife—Well, just as like as not you'll not be able to find the keyhole.

# My Goods Are Right

I am surprised to learn that a representative of the State Food Commissioner has begun action against me at Muskegon, alleging that my

## Extract of Lemon

does not conform to the pure food laws. I am prepared to defend the purity of my goods to the uttermost extremity. I know how they are made and I **know they are right.** I shall defend this suit to the court of last resort, firmly believing that my position will be fully sustained and that the people of Michigan will concede that I have been unjustly assailed.

## C. W. Jennings

Proprietor

## Jennings Flavoring Extract Co.

Grand Rapids, Mich.



DREAM OF WEALTH.

Came Out Like Most Dreams of That Kind.

Pomeroy had often dreamed such a thing in his day dreams. It would be a day dream of night—of night in some lonely thoroughfare, which by some odd chance he would be walking. He would—in this day dream, of course—be striding briskly along, when his foot would strike against something soft. He would stoop to investigate and would pick up a bulky pocketbook—very worn and shabby and tied about with a piece of ordinary wrapping twine, but fat to bursting. He would untie the string with trembling fingers, open the pocketbook and find it stuffed with bills to a fabulous amount. Sometimes they would be hundred dollar bills, with a few loose tens and twenties; sometimes they would be twenties, with scattering fives and twos. But there were times when Pomeroy's fervid imagination would fill that pocketbook with nothing less than thousand dollar bills.

At last it actually occurred. The place was not as desolate as the place of his dreams, but there was no one near when his foot struck the pocketbook. He stooped and picked it up and glanced anxiously around. There was a man about a block away, but he was walking toward Pomeroy, and therefore he could not be the owner. Still, Pomeroy did not stop to examine his find then. He slipped it into his pocket and walked briskly home, feeling surprisingly like a criminal. Even when he reached his house he did not take it out at once, but sat down to his dinner gloating over the consciousness of the mysterious bulk that pressed against his hip. Mrs. Pomeroy glanced at him suspiciously two or three times, and he knew that she was looking at him and that she suspected him. He only smiled at the teapot in an absent minded manner. But presently, when he shook salt upon his raspberry preserves and poured cream liberally on his beefsteak, Mrs. Pomeroy thought it was time that he confided in her, and she told him so.

"I was just wondering whether it would give you any pleasure to go down to-morrow afternoon and pick out the swellest and altogether out and outest hat that money can buy," said Pomeroy.

"Oh, that was it?"

"Yes, or perhaps to-morrow morning would be better, and then you could call at the office for me and we could go out to lunch together, and you could recruit your flagging energies with a nice hot bird and a cold, cold bottle, so as to be fresh for a session with your modiste in the afternoon. Come to think of it, though, that would be too stereotyped. I think we could do better than that. Clams and consomme souveraine, with a filet of sole a la Dieppoise, or something like that, and then a larded tenderloin and some sweetbread patties, with mushrooms and a squab au cresson and—"

"It would be nice, but I don't think I have any business with my modiste to-morrow. By the way, the man called with the gas bill this morning. If you don't attend to that we shall have the gas cut off again."

"Remind me to send him a check," said Pomeroy. "I was going to propose that if you have no other engagement for the evening we might go to the theater. I'll telephone for seats right away. I forgot, though. Well, it will hardly be worth while to have a telephone put in now, since our stay here is to be so short. We'll see that we

have one in the new house. I had thought of taking a little trip abroad while the house was being built if I found an architect that I thought I could depend upon."

"Where have you been to-day?" demanded Mrs. Pomeroy, sternly. "Look at me straight. Let me see your eyes."

"They're all right, and so am I. It has always been one of my trials that you will never take me seriously."

"It was a more serious matter than I realized when I did take you. I'll admit that," retorted Mrs. Pomeroy.

"I'm afraid it was," said Pomeroy, pensively; "but it was a happy day for me. You have been a good wife to me—a faithful and uncomplaining helpmeet, and at times a rather entertaining companion."

"That sounds something like an epitaph."

"We have had our little trials," resumed Pomeroy, with an eloquent gesture. "I have hitherto been unable to surround you with the pomp and luxury your eminent merit so richly deserves. We have, in fact, had our little vicissitudes, and you, my wife, have borne them nobly. But to the darkest night succeeds a radiant dawn, and there is, as the poet has observed, a silver lining to every cloud, and now the time has come when—"

"Richard Pomeroy!" exclaimed his wife, with a kindling face, "you don't really mean to tell me that they have increased your salary at last!"

"No, my dear," replied Pomeroy, gravely, taking out the pocketbook, "not that, but I have here—"

He undid the worn clasp and opened the pocketbook and pulled out and laid on the table a bundle of bills neatly docketed for collection and a small pack of business cards—nothing else. He drew a long breath.

"Just about what I thought," he said.

Hungarian Linen Work.

Hungarian work is attracting the attention of the linen loving women these days. It is done by the Hungarian peasant women, the material used being linen of various texture in white or brown Holland tin. Red is the principal color used for embroidering it, although blue is often mingled with it, sometimes other tints as well, and the white embroidery is lovely, so is a brilliant gold silk on white crepe cloth. There are curtains, portieres, tablecloths, bags, bedspreads, etc., as well as peasant women's gala frocks, beautifully worked.

Count the pages in this paper and you will find thirty-six; scan the pages and see if you can find a quack or humbug advertisement anywhere in it; note the quality of the paper used and the few typographic errors; read critically and carefully everything in it, advertisements and all.



# Michigan Rotary Washing Machines

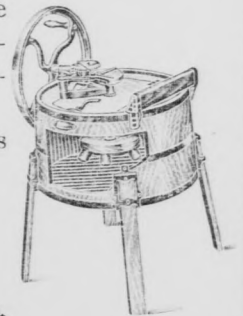
Are the finest, easiest running and most simple machines made. They are all fitted with the new improved roller bearings. The bottoms are also reinforced by tongue and groove strips which make them stronger than any others. They are simple, strong, easy running and noiseless. Do not jar or pound when reversing at high speed.

The Michigan machines are the best and most popular on the market. Up-to-date merchants always keep a stock on hand.

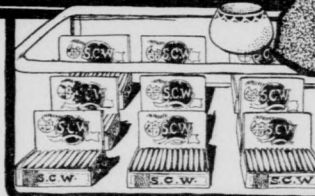
Write for pamphlets and prices to-day.

**Muskegon Washing Machine Co.**

Muskegon, Mich.



**WORLD'S BEST**  
**S. C. W.**  
 5 cent Cigar  
 SOLD BY ALL JOBBERS  
**G. J. JOHNSON CIGAR CO.**  
 MAKERS  
 GRAND RAPIDS, MICH.



**BURNS 90% AIR**

**THE SAFETY GAS LIGHT MACHINE**

**COMPLETE GAS PLANT IN ITSELF**

ALMOST EQUALS SUNLIGHT COSTS BUT LITTLE MORE

**DAYLIGHT and our SAFETY GAS LIGHT**

are more nearly equal in every respect than any other two lights known to chemistry.

Note the quality of your light to-night. Note the price of it in the past and when your bill for light comes in next month, note that.

It will then be very interesting and profitable to you if you will turn your light of observation upon this subject, and permit us to aid you in doing so by allowing us to install the Safety Gas System in your own store, so that by personal contact you may become thoroughly convinced why other merchants are so elated with the merited lighting virtues of the Safety Gas Light machine.

Generates and burns gasoline vapor gas; absolutely non-explosive, smokeless, odorless; gives soft, snow-white, mellow light at a positive cut down of 75 per cent. of your former lighting expense, whether you burned gas, electricity or oil.

**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.

**Around the State**

**Movements of Merchants.**

Saline—F. J. Toeze has sold his drug and stationery stock to O. G. Wheeler.

Lake City—J. E. Gleason, grocer and meat dealer, has removed to Bruce, Wis.

Manistee—Louis Larsen, of Eastlake, will soon open a general store at Parkdale.

Belding—The W. S. Canfield Co. has sold its grocery stock to the Bradley & Unger Co.

Ann Arbor—Dawson Bros. have purchased the drug stock of Walter N. Salisbury.

Redman—Wm. Woodard has purchased the grocery stock of Kinch & McIntyre.

Mancelona—Eastman & Charles have added a line of fresh meats to their grocery stock.

Whitehall—Geo. H. Nelson has purchased the boot and shoe stock of Young & Edlund.

Flint—The Flint Grocery & Drug Co. succeeds the Flint Grocery Co. in the retail business.

Traverse City—H. W. Smith has purchased the grocery stocks of Curtis & Rollston and Goble Bros.

Lapeer—Thompson & Cary, wholesale grocers, have dissolved partnership, the former succeeding.

Colon—Wolfinger & Smitley have engaged in the hardware business, having purchased the stock of Chas. L. Leland.

Detroit—The estate of Leopold Kirchner is succeeded by the Leo Kirchner Co., Limited, in the dry goods and notion business.

South Haven—Chas. H. Rogers has sold his drug stock to J. L. Congdon, formerly engaged in the drug business at Pentwater.

Lapeer—Frank Thompson succeeds the Lapeer Mercantile Co. in the wholesale and retail grocery, produce and elevator business.

Plainwell—Goss & Goss, undertakers and dealers in furniture, have dissolved partnership. The business is continued by Goss & Murray.

Manistee—F. Firzloff & Son, who succeeded F. C. Larson in the wholesale grocery business one year ago, have removed to larger and more convenient quarters.

Onaway—L. Abbott will occupy his new store building Oct. 20 with his stock of furniture and crockery. The new structure is 30x76 feet in dimensions, two stories and basement, with plate glass front.

Sault Ste. Marie—W. H. Plummer has purchased the Parent Bros. grocery stock at 53½ cents on the dollar. The stock was sold under a mortgage held by Henry Vivian and the proceeds will barely cover his claim.

Traverse City—The Hamilton Clothing Co. has leased the store building formerly occupied by Parker Bros. This will enable the company to display its goods all on one floor and afford better accommodations for its rapidly increasing business.

Elk Rapids—G. A. Johnson, of Manistee, has purchased the boot and shoe stock of the Elk Rapids Iron Co., and has placed his brother, A. F. Johnson, in charge of the business. Mr. Johnson is now the owner of five shoe stores in different parts of the State.

Detroit—The Leo Kirchner Co., Limited, has filed amended articles of association with the Register of Deeds. The company is capitalized at \$17,300, of which Caroline J. Kirchner holds

\$17,000, and Arthur C., Fred L. and George H. Kirchner \$100 each. The concern will conduct a dry goods and clothing business.

**Manufacturing Matters.**

Millbrook—N. P. Larke has his new roller mill in running order.

Newaygo—Arthur Dysinger will shortly establish a cigar factory at this place.

Albion—The National Spring & Wire Co. has been organized with a capital stock of \$10,000.

Detroit—The Detroit Chemical Works has increased its capital stock from \$100,000 to \$150,000.

Port Huron—The Marcotte-Forbes Cement Brick & Tile Co. has filed articles of association. The capital stock is \$5,000.

Detroit—The Pyramid Portland Cement Co., organized some months ago with an authorized capital of \$520,000, has filed notice of dissolution with the Secretary of State.

Detroit—A. G. Douglas, H. A. Lomason and A. Cloutier have organized the Douglas & Lomason Co. for the manufacture of carriage hardware with a capital of \$25,000, of which \$9,000 is paid in.

Ionia—The Clark Marble Works will hereafter conduct its business under the style of Clark & Weeks, the latter gentleman having purchased an interest in the business, which began operations under the new style Oct. 1.

Jackson—The Central Food Company, Limited, will build its new factory on a portion of the old Heyser planing mill property near the Michigan Central and Lake Shore tracks, thus affording the concern excellent shipping facilities.

Wells—The I. Stephenson Co. is erecting a large flooring manufacturing plant at this place. The frame work of the building is completed, but it will require several months' time before the machinery is installed and the plant ready for operation.

Stephenson—W. P. Kezar, general dealer at this place, is exhibiting some samples of marl found on lands owned by him near this village. Mr. Kezar thinks that he has a fortune in the marl beds, and it is not unlikely that a company will be organized to manufacture the marl into cement.

Saginaw—The Saginaw Whistle Co. has filed articles of incorporation. The company is capitalized at \$5,000 and will manufacture brass whistles and their appurtenances. The stock is divided as follows: Isaac Anderson, 175; Conrad Riis, 25; Conrad Riis, trustee, 200, and Martin Micholke, 100 shares.

Kalamazoo—The Gibson Mandolin-Guitar Manufacturing Co., Ltd., has been organized to enlarge the output of the mandolins and guitars made by O. H. Gibson. The stock is fixed at \$12,000, in shares of \$10 each. Officers of the company are John W. Adams, Chairman; Sylvo Reams, Secretary; Samuel Van Horn, Treasurer.

Detroit—The Douglas & Tomason Co., for the manufacture and sale of carriage hardware, has filed articles of association with the county clerk. The capital stock is \$25,000, with \$9,000 paid in, and the following are the stockholders: Alex G. Douglas, 300; Harry A. Tomason, 300; Albert J. Cloutier, 300, and Harry T. Tomason, trustee, 1,600.

Detroit—A \$500,000 company composed of Russell A. Alger, Jr., John S. and Truman Newberry, H. B. and R. P. Joy, Charles A. Ducharme, D. M. Ferry, Jr., Philip H. McMillan and

Joseph Boyer, has been formed to acquire the Ohio Automobile Co.'s plant at Warren, Ohio. This will be operated until a suitable site can be obtained in Detroit, when the business of the concern will be greatly enlarged.

Detroit—A new pure food company has been organized and will do business in Detroit, starting in with a plant that will have a capacity of 10,000 pounds of product a day. It is the Manna Cereal Co., capitalized at \$500,000. For the present the company will occupy 45, 47 and 49 East Congress street. The machinery has all been ordered. The food, which is prepared from wheat, was discovered by Dr. J. M. Francis, head chemist of Parke, Davis & Co.

Saginaw—The Christie Buggy Co. has been organized to engage in the manufacture of all kinds of carriages. The members of the new concern are Alexander Christie, who has been engaged in the carriage manufacturing business for several years at 309 Germania avenue, and S. C. Crump, of West Bay City. The factory is located at 820 South Tilden street and will begin operations about Nov. 15, employing twenty men and having a capacity of 300 buggies per year.

Three Rivers—The Three Rivers Foundry & Machine Co. has been organized in this city, the capital stock of which as a starter will be \$10,000, with immediate increase within a very short time. The officers elected are W. W. French, President; L. B. Place, Vice-President and General Manager and Frank B. Watson, Secretary. This company is the outgrowth of the Eames Pulley Co., secured to the city through the efforts of the City Improvement Association.

**Price of Pork Thirty-four Years Ago.**

Among the relics carefully preserved by the Ball-Barnhart-Putman Co. is an invoice for a barrel of pork rendered John Killean Nov. 3, 1868, by Lyon & Cody, predecessors of the present house of the Ball-Barnhart-Putman Co. Most people are impressed with the fact that they are paying high prices for goods

1	Barrel Pork	9900
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*Wm. Killean*  
*Nov 3, 1868*

BY LYON & CODY,  
 Wholesale and Retail Dealers in  
 Groceries and Provisions, Wines and Liquors, also Garden and Field Seeds,  
 No. 415 CANAL STREET,  
 OPPOSITE THE HIBSON HOUSE.

now, but a glance at the price of pork in 1868, as shown by the accompanying fac-simile representing the invoice, will perhaps convince them that the present

era of high prices is not to be compared with that which prevailed prior to the close of the war and for a few years thereafter.

**Eastern Grape Crop Short—New Variety.**

"The outlook for grapes this season is not encouraging," writes D. O. Wiley, of Detroit. "Shipments from New York State have begun. Reports from the East indicate that there will not be more than 50 per cent. of the usual crop. This is due to the wet season, many grapes rotting on the vines. The same, I understand, is true of the Put-In-Bay district. I do not anticipate half the receipts from the district that usually supplies this market."

Wm. K. Munson has succeeded in producing a new variety of blue grape, which he has named the King. It is large in size and, under favorable conditions, fine in flavor.

**Met the Requirements.**

"I understand," said a handsome young woman, entering the printing office, "that you employ only girls and that you are in need of a forewoman." "Yes," replied the printer, "can you make up a form?" "Just look at me and see," she answered, turning herself around. She was engaged.

**FOR SALE**

A good retail grocery business; up-to-date, well assorted stock. Good location and the oldest in the city. Reason for selling is that we are going to manufacture a patent planter. Address quick

**Bachmann Bros.**  
 489-491 W. Western Ave.  
 Muskegon, Mich.

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

We want **Potatoes, Onions, Apples, Poultry and Eggs**

To handle on consignment.

**M. O. BAKER & CO.**  
 Commission Merchants

119-121 Superior St., Toledo, Ohio



## Grand Rapids Gossip

### The Produce Market.

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

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

Beans—Large handlers of this staple estimate that about half a crop was harvested before the four-day rain which occurred the last week in September. Of the remaining crop, it is estimated that about 25 per cent. will be culls, 25 per cent. fit only for canning purposes and the remainder fairly good merchantable stock. The prediction of a local daily that beans will go to \$3 is ridiculed by large handlers of the staple, because the importation of foreign beans already arranged for will prevent the price going much above \$2 a bushel. Those dealers who sold beans for October delivery at about \$1.75 a bushel are squirming, but they must either produce the beans or walk up to the captain's office and settle.

Beeswax—Dealers pay 25c for prime yellow stock.

Beets—50c per bu.

Butter—Creamery is firmer and 1c higher, commanding 23c for fancy and 22c for choice. Pound prints from fancy command 22c. Dairy grades are strong and scarce, 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—\$1.25 per doz.

Chestnuts—\$5 per bu.

Cocoanut—\$3.25 per sack.

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 17c per doz.

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

Dressed Calves—Fancy, 8½@9c per lb.; fair, 7@7½c per lb.

Egg Plant—\$1.25 per doz.

Eggs—Local dealers pay 19@20c for case count and 21@22c for candled. Receipts are too small to meet local requirements, necessitating frequent withdrawals of cold storage goods.

Figs—\$1 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; Malaga, \$5.75 per keg.

Green Corn—10c per doz.

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

Lemons—Californias, \$4; Messinas, \$3.75.

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. The Michigan crop is large, but reports from other states are to the effect that the crop is not up to the usual standard, either in quality or quantity.

Oranges—Jamaicas, \$4 per box.

Parsley—20c per doz.

Peaches—White stock is in limited supply at 75@90c and Salaways at \$1 @1.25. All the predictions made by the Tradesman regarding the crop have been inside the mark, as will be noted by the official summary of carlot shipments from this market, published elsewhere in this week's paper.

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

Potatoes—Michigan will evidently have about 60 per cent. of an average crop. Chicago and other Western markets are now being supplied by Minnesota and Wisconsin tubers on the basis of 25c per bu. Michigan buyers can not pay over 20c on the basis of the present market and get out whole, but

in many localities as high as 25c is being paid in the expectation that the Eastern markets will start in buying freely before long. The State of New York will need a great many before the winter is over, as that State is worse off than Michigan regarding the crop. For the first time in many years Grand Rapids dealers are compelled to draw on carlot shipments from Northern points to supply local requirements.

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—Local dealers are compelled to draw on Chicago for supplies. The price ranges from \$2.50@2.75 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.

### Twenty-Eight Hundred Carloads.

The records of local railroad officials disclose the fact that the carlot shipments of peaches from Grand Rapids during August, September and October amount to 2,804 carloads, which is by far the most wonderful record ever made at this market. This does not include the peaches which were shipped out in less than carlots.

Secretary Van Asmus, of the Board of Trade, has given considerable time and labor to gathering information relative to the shipment of this staple crop. According to his figures a total of 1,284,880 bushels was marketed in Grand Rapids. Of this amount 1,028,660 bushels were shipped to outside markets by rail, 9,320 bushels were packed at the canning factory and 246,900 bushels were handled by the grocers and hucksters.

Figuring that the growers received an average of 75 cents a bushel, the value of the big peach crop was \$936,660.

It is estimated that enough more peaches were marketed at Casnovia, Sparta, Lowell, Rockford, Kent City and Ada to swell the total product of Kent county to 2,000,000 bushels.

### Too Late.

A West Side boy, 5 years of age, who had recently become the brother of another little boy, was sent to George Lehman's grocery the other day to get some loaf sugar. By mistake the grocer gave him granulated and the boy was sent back to have it changed.

"How do you like your new brother?" asked the grocer, as he was weighing out the right kind of sugar.

"Oh, I don't like him very much," the little fellow answered. "He cries all the time."

"Why don't you change him, then, as you do the sugar?"

"We can't change him now 'cause we've used him three days."

Edward E. Steffey, formerly engaged in general trade at Crystal, but who has for the past few months conducted a grocery business at St. Louis, has returned to Crystal and opened a grocery store. The Ball-Barnhart-Putnam Co. furnished the stock.

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

### The Grocery Market.

Sugars—The raw sugar market remains unchanged. Prices are very firmly held, holders having great confidence in the market. Refiners are, however, very indifferent buyers, as they claim to have sufficient supplies for their present needs and very few sales were made. The refined market is unchanged in price, although the demand shows some falling off. Now that the active season is over, buyers are rather indifferent and only purchase in sufficient quantities to fill immediate wants. There is nothing new to report regarding the beet sugar situation. On account of the recent unfavorable weather, the factories were unable to start when they expected to. None is in yet, but it is expected there will be some offered within a few days now.

Canned Goods—There is nothing particularly interesting in the canned goods market. The enormous demand for peaches noted last week continued until almost everything desirable in the State has been cleaned up and some orders have been turned down on account of lack of supplies. This unusual demand for Michigan peaches is accounted for by the fact that the Maryland crop is very short; also by the fact that the Michigan peaches are a better flavor and better filled cans than the Maryland goods, and those of the trade who have handled the Michigan peach once greatly prefer it to the Baltimore goods. There is still considerable interest centered in tomatoes. Probably most of the packers in Michigan will be able to fill the guaranteed quantity of their contracts and a few who have not sold any for future delivery will have some to sell, but there is by no means any surplus. Prices show no change, but the tendency of the market is a trifle easier. Corn excited quite a little interest during the past week and the demand was quite brisk. Prices show no change, but all stocks are firmly held. The demand for peas continues good, with the better grades very closely cleaned up. The pack of berries was so short and so few are left that the holders are very firm and will make no concessions whatever. Gallon apples have been very dull the past few weeks, with practically no market for them at all. Within the last day or two, however, the demand has picked up considerably and some good sized sales were made at full prices. Salmon and sardines both continue in good demand at previous prices.

Dried Fruits—The dried fruit market shows no material change. Orders are for lots of moderate size for immediate use and no speculative business is noted. Trade in prunes is very dull. A concession in price seems to make no difference whatever in the demand. There is practically no consumptive demand for the goods at this time of the year. Trade in raisins now is quiet, most buyers having made their purchases for present requirements. The impression is that prices will be held at the opening figures. Sales have not been as large as expected, but the Association could not afford to lower figures now, as it would certainly affect sales already made. Spot stocks are light and are firmly held. Peaches and apricots are both firmly held, with quite a good demand. Currants are unchanged and in moderate demand. Dates are moving out well, but figs are meeting with a slow sale just at present. Most buyers, however, have made their purchases of California figs and

are now waiting to get the goods in so as to distribute them among their trade. Evaporated apples in bulk are rather quiet, but the goods in 1 lb. cartons are selling very fast—faster, indeed, than they can be packed—dryers being now about three weeks oversold. The market is very firm and prices have been advanced ¼c on the package goods, with some orders having to be turned down on account of lack of supplies.

Rice—The rice market is firm but unchanged. Demand is moderate, but is expected to show considerable increase with the advent of cold weather. Advices from the South are to the effect that the crop has been somewhat damaged by the recent heavy rains in Louisiana and Texas and that of the amount produced in those States only about one-quarter will be Japan rice.

Molasses and Syrups—With the advancement of the fall season, the consumptive demand for molasses is increasing largely and grocers generally are adding to their stocks. Present stocks are small and, with any material increase in the consumptive demand, dealers would have to enter the market for more supplies. Prices are firmly held with no indications of any decline in the near future. Corn syrup is meeting with a better demand and prices are held very firm.

Fish—The fish market is very firm on all lines and codfish and mackerel are both in good demand at full prices.

Nuts—Trade in nuts is fair and shows some increase every week and will continue to do so until the holidays. Brazils show some advance, owing to reduced supplies and good demand. Filberts, almonds and walnuts also show a good demand at full prices. Peanuts still remain dull with no change in price.

Rolled Oats—There is nothing new in the rolled oats situation. Prices are very firmly held and very few goods are offered for sale.

O. A. Marfileus, whose drug stock at Standish was destroyed by fire about six months ago, has arranged to re-engage in trade at that place about Oct. 20. The Hazeltine & Perkins Drug Co. has the order for the drug and stationery stock.

Kendall & Slade have engaged in the hardware and grocery business at Millbrook. The hardware stock was furnished by Foster, Stevens & Co. and the grocery stock was purchased of the Lemon & Wheeler Company.

Geo. F. Owen has removed his headquarters from the Eagle Hotel block to 75 Lyon street.

## Piles Cured

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

Dr. Willard M. Burleson  
Rectal Specialist

103 Monroe St., 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.

## Getting the People

Quality of Printing as a Factor in Advertising.

What doth it profit a man to prepare his arguments and announcements in the most careful and painstaking manner and then have the effect destroyed in the printing?

The standard of quality in the mechanical and artistic production of all kinds of periodicals is being rapidly raised. The time is passing when lack of facilities can be urged as an excuse for not giving the merchant a vehicle for his publicity commensurate in every regard to the requirements of any enterprise. I mean by this that the town that supports a mercantile institution of any magnitude, excepting, of course, those run by great corporations with their company stores, will support and should require periodicals to correspond. As I say, the standard is being rapidly raised, but there are yet some publishers who seem to think that a poor legibility is all that need be given. Every merchant located in a town where the publisher fails to provide a reasonably workmanlike vehicle should make the subject a matter of consideration.

There are many details to a printing business liable to neglect which work serious injury as to results. A common one is the continued use of unsuitable and worn-out type. Type styles in many kinds of faces are very changeable and when such get out of date they become very disfiguring. Then the use of faces which have been unduly worn or bruised often gives a ragged, unkempt appearance. When such appear in the advertising the merchant should file his protest in terms which will secure their banishment to the waste box. Then the use of unsuitable and obsolete borders, ornaments, etc., should meet with equally prompt condemnation.

Perhaps the most insidious deterioration in quality of print comes from the use of poor inking rollers. Usually this is gradual and unless the product of the press is closely watched the effect of poor rollers becomes decidedly pronounced before it attracts attention. Many publishers are careful to provide new rollers at certain seasons and such usually keep the quality of their print reasonably uniform, but others depend upon some manifest evidence of poor inking before taking up the subject, and usually it becomes decidedly manifest. Quality of inking rollers is of much more importance than is generally considered, and unless these are in proper condition no exercise of skill elsewhere will produce a good result. Good ink is now so cheap that there is no excuse in using any other, but the quality of ink can in no wise compensate for poor rollers.

Printing with the press out of adjustment and in poor condition is more likely to occur when rollers are neglected, for then it is impossible to tell whether the press is in adjustment or not. But neglect in the care of presses is not so common as failure to keep the inking apparatus at its best.

I do not need to take space to say much about careless and slovenly composition. The merchant is becoming educated to appreciate this element in his advertising and he should make it his business to require an artistic result from the copy he may entrust for translation into type.

There is one good display line in the advertisement of A. L. Gleason, viz.,

## I HAVE JUST RECEIVED

the finest line of Ranges, Cook Stoves and Heating Stoves in the market. You will know what they are for they have the name "Garland, the World's Best. In Groceries I can do you good, also in Hardware, Lime, Hair and Cement. In Farming Implements I have them all beaten. Come and look them over. Also Harrison & Weber Wagons at prices that will astonish you. A few more Buggies left, at a bargain as I do not wish to carry them over.

\*\*\*\*\*

Come and see me; I will save you money, as I have a great many bargains to offer right now.

**A. L. GLEASON, Copemish, Mich.**

Our line of wood and soft coal heaters is the most complete in the country. We have the exclusive sale in this city of heaters that have been tried and not found wanting. We ask that you give us an opportunity to show them to you.

CLARKE HARDWARE CO.

### The Touch of Fall

Makes every wise man think of a nice warm stylish overcoat such as we make. See our samples. We have some perfect fabrics and the cost is slight compared to the satisfaction. Bring us your winter ulster if it needs repairs.

**Cota & Co.**

### LET US FILL IT!

Have you a prescription to be filled? If so why should you not choose your druggist as well as your physician? Your recovering depends as much on the proper compounding of your prescriptions as the proper diagnosis of your case by your physician. Bring your prescriptions here and have them properly filled.

**F. E. Brackett,**

DRUGGIST,

Melville Block, No. 11 State Street.

### B.B.B.B.B.B.B.B.

All these Bees are buzzing round the Beehive.

#### KNOW WHY?

Because the Beehive has the very best of good things in the line of clothing and all kinds of finery for men.

**Geo. H. Davis**

### China Sale

Our annual sale on China is now on. Every piece is marked in plain figures at just about

#### HALF PRICE.

There are a number of very handsome pieces that are astonishingly low in price. The sale will last about 10 days.

Come in early and take your choice.

**BIGELOW & CO.,**

Jewelry and Chinaware  
Marquette, Michigan.

### Won't You Write Us A Letter?

Perhaps you are so situated that it is not convenient for you to come to our store in person as often as you would like to do.

We are taking it for granted that you are aware of the many advantages enjoyed by those who favor us in their buying, and that you would come to the store more frequently if you could do so.

Of course, we want you to come as often as you can; but the fact that you may not be able to come just at the time you want something we sell need not hinder you from buying it here, just the same.

How? By mail.

We have an experienced salesman in each department whose especial duty it is to act as your buyer; not as our salesman, but as your agent.

If you will write us a full description of the article you want—sending a sample to match, if it is possible—your letter will be taken in charge by the proper department, and an earnest, conscientious effort will be made to select for you just exactly the thing that will suit you best.

We haven't any catalogue; catalogues cost a lot of money, and the cost must be added to the selling price of the goods. Tell us just what you want—don't confine yourself to things shown in a catalogue.

Tell us how much you want to pay, and you'll get the greatest possible value for your money.

Large articles can be sent you by express with privilege of examination. Small articles will go by mail, prepaid.

There isn't any risk to you in doing business by mail. We take the risk of your money reaching us safely, and we take the risk of our goods satisfying you perfectly.

Another point: every mail order is filled and shipped the same day it is received—often by return mail.

So you have our big, busy, complete store right handy—as near to you as your mail box. If you haven't tried shopping by mail before now, let us persuade you to make at least one experiment.

And be sure that your letter is addressed to

**BOSTON STORE,**  
Winchester, Ind.

the last. Had there been another indicating the line of trade the effectiveness would have been greatly increased. The type used in the line at the top is much too heavy and black for such a position. My principal criticism of the writing is that there is too much of it—too badly scattered. There are subjects here for at least four good advertisements—stoves, groceries, hardware and farming implements; might be made six. Scattering the attention to such a degree as this makes the advertising ineffective. If Mr. Gleason will take up each subject separately for successive weeks, display the main topic and confine his wording to the least possible he will be surprised to hear from some of them.

At the expense of injuring the beautiful simplicity and symmetry of the hardware advertisement I would take the word "beaters" in the center of the paragraph and give it a strong, not too large, display. If less people should read it on this account more of those who do will be attracted on account of their interest in the subject and so results will be greater.

Boston Store presents a curious argument which will, no doubt, gain attention, but as to positive results in mail orders I am not so sanguine. The mail order business is, no doubt, educating a large contingent to the use of catalogue lists, but it hardly seems possible that the average community is ready to select and order at random to any great extent.

There is a suggestion, although obscure, of the need of perfection in the first display line of the advertisement of Cota & Co. I am still old-fashioned enough to believe that a display of some word relating more directly to the subject will gain more interested attention.

A well designed and printed specimen comes from F. E. Brackett. I would have used plain dashes, however. The argument is pertinent and well written, but fewer words would have increased the force.

If Geo. H. Davis is sufficiently well advertised that his name suggests the lines of goods he handles then there need be little said as to the display. I apprehend, however, that the word "clothing" might yet be well given prominence in connection with his name. Perhaps I am wrong.

Bigelow & Co. bring out the salient points of their advertisement by the display. The argument is complete and to the point and the printer has used good judgment in proportioning his space.

#### Big Enough to Look Out For Themselves.

Patrick Carroll tells the story of an Irishman who, after reaching America, was full of homesick brag, in which nothing in America even approached things of a similar variety in Ireland. In speaking of the bees of the old sod he grew especially rosetate and said:

"Why, the baze in that country is bigger as big as in this. Indade, they're bigger than that. The're as big as th' shape ye have in this country!"

"Bees as big as sheep!" said his incredulous listener. "Why, what kind of hives do they have to keep them in?"

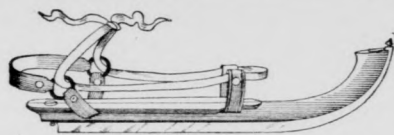
"No bigger than the ones in this country," was the reply.

"Then how do the bees get into the hives?" he was asked.

"Well," replied the Irishman, "that's their own dom lookout."

Many a man's crookedness is due to his attempt to make both ends meet.





**This Cut Shows Style of Strapping No. 2**

as applied to the Dutch Skate. Manufactured by **J. VANDER STEL**, 33 Kent St., Grand Rapids, Mich. Next week we will begin a series of reasons showing why the Dutch Skate is preferred to all others. In the meantime write for price list.

# 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.**

WHOLESALE

# OYSTERS

CAN OR BULK

**DETTENTHALER MARKET, Grand Rapids, Mich.**

## WE GUARANTEE

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

## ONE HUNDRED DOLLARS

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

*Robinson Cider & Vinegar Co.*

J. ROBINSON, Manager

Benton Harbor, Michigan.

### The Favorite Chips

### The Favorite Chips

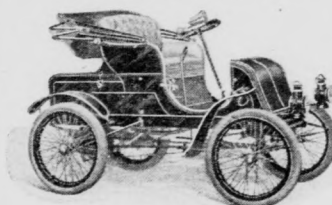
There are lots of Chocolate Chips on the market, but the Favorite Chocolate Chips lead them all. We put them up in 5 lb. boxes, 20 lb. and 30 lb. pails and in our new 10c packages. S. B. & A. on every piece. Made only by

**Straub Bros. & Amiotte, Traverse City, Mich.**

All parties interested in

## Automobiles

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

### Rugs from Old Carpets

Retailer of Fine Rugs and Carpets.

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

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

We 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

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



If the people ask for it you will buy it. If you buy it the people will ask for it. We create the demand—leave that to us.

**OLNEY & JUDSON GROCER CO., Grand Rapids**

### Asphalt Torpedo Gravel Ready Roofing

For all sorts of buildings.  
Send for samples and prices.

**H. M. REYNOLDS ROOFING CO., Grand Rapids, Mich.**

**OLD RELIABLE B.L. CIGAR**  
ALWAYS BEST.  
**LUBETSKY BROS. DETROIT, MICH. MAKERS**

### Four Kinds of Coupon Books

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**TRADESMAN COMPANY, Grand Rapids, Mich.**



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 15, 1902.

STATE OF MICHIGAN } ss.  
County of Kent

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

I am pressman in the office of the Tradesman Company and have charge of the presses and folding machine in that establishment. I printed and folded 7,000 copies of the issue of October 8, 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 eleventh day of October, 1902.

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

**THE WORLD'S FUEL.**

The world's supply of fuel has been the subject of much discussion of late years. Much of this discussion has been on purely academical lines, and thus relatively of little value, but there has also been much of a really practical nature. On the whole, the discussion has taken a rather pessimistic turn, and dire predictions have been made as to the giving out of the supply at a comparatively early date. The September Bulletin of the International Bureau of the American Republics gives considerable prominence to the views of Dr. Ferdinand Fischer, of Goettingen. Dr. Fischer is said to have given much study to the subject, and while his deductions are open to criticism, they are of interest as bearing on a question which has been brought rather prominently before the American public through the recent discoveries of oil fields in Texas and Louisiana, and incidentally through the strike in the anthracite regions of Pennsylvania. The pity is that no particulars are given as to just the methods by which Dr. Fischer arrived at his estimate, and, therefore, the results are given for what they are worth. This estimate gives the attainable coal supply of Germany at 160,000,000 tons; that of Great Britain, 81,500,000,000 tons; and that of Austria-Hungary, Belgium and France together as 17,000,000,000 tons. Dr. Fischer makes no attempt to estimate the attainable output for Russia, the present knowledge of the coal measures of that country being but very slight, although it is conceded that the resources are undoubtedly enormous, particularly in the southern regions, from the government of Poltava eastward into the land of the Don Cossacks. For the whole of America the resources are said to be at least 684,000,000 tons, while China is put down as capable of supplying 630,000,000 tons. Japan, Borneo and New South Wales are known to have rich deposits of coal, while

Africa and South America are said to be but comparatively poor in this respect. From the above estimate it would seem that there is plenty of coal to go around for many years to come, but according to the Goettingen professor the outlook for Great Britain is very pessimistic, and while he gives Germany 1,000 years to exhaust her deposits, the former country's supply will probably be exhausted within the next fifty years, and certainly within the next one hundred years, if the present rate of output be maintained. Here is where Dr. Fischer trips up on his estimate. On his own showing the available supply is 81,500,000,000 tons, which, at the present rate of about 220,000,000 tons per annum (219,046,945 gross tons in 1901), would give the life of the British coal fields as something like 375 years, a period too remote to trouble the present generation, or even the next to follow. No account seems to have been taken of the recent discoveries of additional sources of supply in the latter country. On this line a paper recently presented to the North of England Institute of Mining and Mechanical Engineers on "The Under-Sea Coal of the Northumberland Coast" is of practical interest. This supply has already been tapped, and seams are being worked some one and a half miles from shore. Formerly it was supposed that no coal could be safely worked with a depth of cover between the ocean bed and the mine of less than 600 feet. This has been proved to be a mistake, and it is now believed by practical mining engineers that workings may be carried on to within 270 feet of the sea bed. This fact materially increases the life of the Newcastle deposits, as the seams are believed to reach right across the German Ocean. On the Western coast coal is being mined some six miles from shore, with no sign of the seams giving out. It will thus be seen that much of the recent talk of the early giving out of the British coal fields is pure twaddle. With 684,000,000,000 tons to draw on, any speculation as to the giving out of the American supplies is purely visionary and outside the pale of practical economics.

Kansans care for nothing superfluous except in the way of crops. They are especially opposed to superfluous clothes. It is only recently that some of their most prominent men have been converted to the idea of wearing socks. Chancellor Strong, who recently went from Yale to take charge of the Kansas University, tried to induce the professors and students to adopt cap and gown, but the proposition encountered nothing but ridicule.

Sir Thomas Lipton has forwarded his third challenge for the American cup. It will, without doubt, be accepted and thus New York harbor will next year be the scene of another international yachting contest. Lipton began with Shamrock I. and followed with Shamrock II. and will make his forthcoming effort with Shamrock III. If he does not win after three trials he may be justified in concluding there is no luck in a name.

Some amusing reasons are offered by people who seek divorce. A Watertown woman thinks she is entitled to divorce because her husband compels her to shave him and beats her when she does not do a satisfactory job. A Chicago woman asks for a decree because her husband is more fond of automobiles than he is of her.

**A BIT OF COMMERCIAL BLUFF.**

If any dependence can be placed upon the tone of the European press the United States has committed the unpardonable sin of scooping the trade of the world. Pushed to the very verge of despair the countries across the sea are combining against American aggression and are determined to get back the supremacy they have lost. These columns have kept track of what each nation has done and have commented upon it. The contempt of the German agrarians, the anger of the Austrian shoemaker, the undisciplined jealousy of France and the righteous wrath of our English cousins are so many unmistakable signs of that commercial disintegration which precedes the downfall of what has been the leading powers.

England, especially, has been overshadowed by soon-coming collapse. Her spindles are rusting because the American cottons and woollens are everywhere forcing them out of the markets. Her forges are idle because American iron and steel alone are called for. Our engines are the only ones worth buying; our bridges the only ones that are built to stay. The cunning brain of the Yankee alone can forestall a universal want and provide for it and this, taken in connection with the push and pull of what we are delighted to call the genius of the Western hemisphere, settles the business and poor old England without any future in sackcloth growls and grumbles and vows vengeance against this country for the ruin she has wrought to English industry.

That part of this condition of things which pleases us best is the stress laid upon the invasion of foreign countries by American goods. Here the European press has for years been laying it on with a trowel. How has this alarming fact been accomplished? Has the New World brought forth a new race of men with keener intellect and more sterling qualities? Is it our school system? Is it the climate? Does the sun shine brighter here and do the rain and the dew bring from the stars to American valleys and uplands an intangible something which England does not receive? To find out she sends over her experts—humiliation follows research; and all this time the British failure has been putting up the biggest game of bluff on record.

Poor old commercially-dying England, in spite of her despair and in spite of her disgraceful war with Africa, managed in some way, in 1901, to export into the Dark Continent about five times as much as the United States did. The growth of exports from the United Kingdom to Africa has not been so rapid as in the case of the United States, but it has been steady and persistent. In 1897 the total exports from the United Kingdom to Africa amounted to \$120,000,000, and in 1901, \$157,000,000. Of this exportation of more than \$150,000,000 worth of merchandise to Africa, nearly two-thirds goes to the southern part of the continent, the figures being: to Cape Colony, \$62,700,000; to Natal, \$29,500,000, and to Portuguese Africa, chiefly that section located on the southeastern front of the continent and forming the most direct entrance to the territory of the late Boer republics, \$6,020,000. The next section in importance is Egypt, to which the exports from the United Kingdom are \$31,238,000; next, British West Africa, \$13,222,000. Poor old England, indeed!

An analysis of this market for over \$150,000,000 worth of British products—

British, mind—shows that the chief exports to Cape Colony consist of cotton piece goods, iron-wrought and unwrought—coal, provisions of all sorts and manufactured articles, especially apparel and haberdashery. To Natal the exports are similar to those of Cape Colony with the exception of coal, of which a considerable quantity is produced in Natal itself. To Portuguese Africa the shipments included cottons, machinery and other supplies, chiefly for the Transvaal and Orange River Colonies. To British West Africa cotton goods, coal and iron are the most important exports. To Egypt the exportations included cotton goods to the value of \$1,086,000; coal, \$8,320,000; iron-wrought and unwrought—\$1,630,000, and machinery, including steam engines, \$1,935,000—in all of which the United States can and does beat Great Britain and every other manufacturing country!

Now, then, with these facts before us it is pertinent to ask if the time has not come to "call" our British brother and change the game. If we are as "smart" as we claim to be the importance of Africa as a field for the producers and manufacturers of the United States has long been known and we should go after that trade. If Yankee wit and cunning and vim are what we have cracked them up to be we had better stop making fun of poor old played-out England and allowing her to beat us at our own game to the tune of five to one. In spite of her crippled(?) condition she has got more than her share of trade in South Africa and contiguous territory—ours, if we must say so—and if this must go on let it be done in some other way than in playing a game of commercial bluff.

A novel advertising campaign is being conducted in Paris. A French physician impressed with the evil effects of alcohol upon the nation, has started out to combat intemperance by advertising. Upon billboards in omnibuses, in the newspapers and magazines, on the armor of sandwich men, in railway stations and even on the backs of the fans used by hospital patients he displays in the largest of types the pithiest of warnings. "Alcohol is always a poison," "Beware of bitters!" "Drink makes consumptives," and so on, are some of the repetitions of this clever temperance advocate. He gathers statistics as to absinthe and insanity, wine drinking and various diseases, alcohol and crime and prepares advertisements as deceitfully readable as those in our own papers which we take for genuine news and peruse eagerly until we come to somebody's soap at the end. The unequalled spectacle is thus presented of all Paris reading a temperance advertisement.

Schenectady is to have a poor man's hotel and the motive behind the enterprise, as well as the generosity of the promoters, is to be commended. Their design is to help the needy but honest by giving them shelter and food for a nominal sum and an opportunity to work in payment thereof. There can be but one criticism of this worthy project—its name. It savors of class distinction and may keep away and repel the deserving whom it is sought to aid. Poverty is no disgrace, but it is only those who have become indifferent as to what befalls them, that will give the fact publicity by stopping at a poor man's hotel. But then that class of itself may be large enough to sustain such an establishment upon a paying basis.



**THE SOVEREIGN AND HIS DUTY.**

When the men who made our Constitution were at work upon it, they had little or no idea of what this country was to become. To them, love of country and interest in its undertakings and government were matters of course. It occurred to them that there would be differences of opinion and wide differences of policy and even fierce disputations; but they did not look forward to a time when there would be indifference, when thousands upon thousands of men would not even vote and when hundreds of thousands who did vote would be taking no more active part in the government than casting their ballots. They believed that "eternal vigilance" was assured and that, whatever else might happen, at least all Americans would keep an uninterrupted interest in the Government of their country. The great trouble with us to-day is that, in spite of the political excitements and the seemingly intense interest evinced in discussions, private and public, there is, after all, but a very small number of men who take an active part in politics. We are all of us very ready to complain and to criticise, but we are not as evidently willing to undertake the tasks that would perhaps alleviate the difficulties of which we complain. Many men do not even know what the preliminary processes are which produce certain names on election day, for which they must vote or not vote at all, and they thus allow themselves to be driven in one or another direction without knowing why. The root of all political evil is to be found in the primaries, in the preliminary caucus; and there is where every citizen ought to be, and that is where very few of us are.

Whenever in history the democratic idea of government has taken possession of a people it is because their rights have been infringed; and, therefore, in founding a new style of government, where each man should have his rights and his part in the government, it does not occur to them that in a few years these rights will not seem so dear, and that the greatest difficulty would soon arise from the fact that men would not trouble themselves to exercise the very freedom for which they fought. Right here is the puzzle of every democracy, and what has proved the ruin of some. It is not altogether a matter of swaggering bluster when the American citizen calls himself a "sovereign." A member of a free democracy is, in a sense, a sovereign. He has no superior. He has reached his sovereignty, however, by a process of reduction and division of power which leaves him no inferior. It is very grand to call one's self a sovereign, but it is greatly to the purpose to notice that the political responsibilities of the free man have been intensified just in proportion as political rights have been divided. Already with us negligence of the duties of citizenship on the part of many men is our greatest danger. One of the indications of the possible danger in store for us may be had from the following figures: In the campaign of 1884 Mr. Cleveland's plurality in Connecticut was 1284, while the illiterate vote in that State was 9,501; in a word, in the State of Connecticut the ignorant, the illiterate, vote was about eight times larger than the plurality of the successful candidate. Even in educated Massachusetts Mr. Blaine's plurality was 24,372, while the illiterate vote was 30,951, or more than

enough to have changed the result. Eighteen of the states which cast 243 out of 369 Electoral votes had an illiterate vote larger than the plurality of the successful candidate. It is easy to see what this means—it means that a Presidential election, with all it involves, might be changed by the illiterate vote alone. Here is an overwhelming argument why the educated, the thoughtful, the self-restrained men of this Nation, ought to interest themselves in politics. We have about 21,300,000 voters, and over 2,300,000 of them are unable to write. Now, a democracy depends altogether upon the people for its safety and for its permanence. Other countries may be interested in their kings, queens and emperors, but we are anxious about the people. They are king, and their health and education and manners and morals are to decide many of our most important questions and to make this democracy either a success or a failure. Shall we, then, let the people be only a part of the people? Shall only those who go into politics for plunder and those whom they can drive be the people? That is the question; and it must be answered in the negative or no lasting republic is possible.

It is a great pity that we are coming more and more to look upon politics as a profession or a saloon-keepers' association. While some of us go in for athletics or collecting pictures or books or for society, the saloon-keeper goes in for politics. We get muscular development or fine pictures or rare books or social popularity, while very often he gets the offices or controls them and dictates the way the rest of us shall be governed. That is the way it is in most of our cities. Somebody must do the work of governing, somebody must attend to

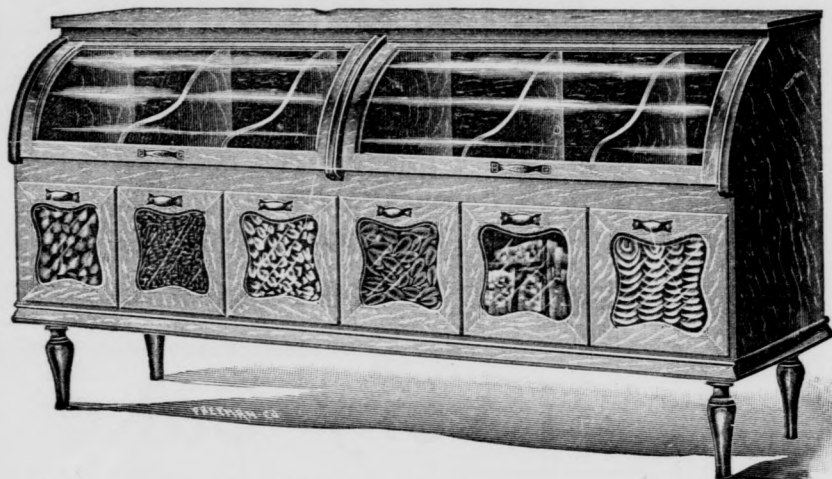
the preliminary arrangements for elections, and so long as the majority will not interest themselves a small minority make a profession of it, make a living out of it, produce, educate and exalt our Tweeds and Crokers and attain a tyrannical importance thereby.

The fundamental, eternal duty of every citizen in a democracy is that he shall interest himself in the business of the government and do his share of the work of governing; and only by the interest and wisdom of all the sovereigns, not by a part only, is our style of government to flourish.

According to the census figures compiled by the Insurance Press, more than 11,000,000 persons are injured every year in the United States. It appears that nearly 6 per cent. of all the deaths in the United States are due to accidental injuries, but it is even more astonishing to learn that the probability that a person will meet with some disabling injury within a year is about eleven times greater than the chance of his death from any and all causes during the same period. The death rate due to accidents and injuries is highest among persons 45 years of age and over. The average age at death from accidents is about 33.5. A person is more likely to meet death by accidental injuries than by any other single cause except consumption, pneumonia or heart disease. A person is twice as liable to die from accident as from old age.

Lift up the poor fellows that are down all around you. They need a helping hand. Things have not gone well with them and life turns its rough edge towards them every day. You may make things a little brighter for them by saying a good word now and then, or doing a kindly deed as you pass by. Why not do it?

## 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

**SYNDICATE ADVERTISING.**

**Why It Is Seldom Adapted to Country Merchants.**

Written for the Tradesman.

The question of whether it pays the small merchant in the country town to use syndicate advertisements has puzzled many a man who wanted to advertise but did not know how to go at it. The merchant knows, or at least ought to know, that it pays to advertise, because all of the most successful houses in the country expend hundreds and thousands of dollars every year in telling the people the story of their business through the medium of printers' ink. If advertising was not a profitable investment these great concerns would not pay high salaries to advertisement constructors to handle that branch of their business for them. They would not pay the price of newspaper publicity if the results were not satisfactory. The country merchant realizes all this and he wants to share in the great prosperity around him.

It is argued by the advertising expert that if it will pay the city merchant to employ an expert advertisement writer to construct advertising matter it will also be a profitable investment for the business man in the small town to do so. The expert sends out circulars to the country merchant, setting forth the great advantage of having advertisements constructed by him. He claims to know all about the merchant's needs. For the small sum of 50c, 75c or \$1 a week he will supply the necessary copy. His arguments seem plausible and the merchant turns his advertising over to him.

Probably the merchant never stops to think that the city stores do not employ men who are hundreds of miles distant from the scene of action. The city advertisement writer is on the spot. He has an opportunity to watch the business from day to day. He notes the movements of competitors and studies the people of that particular locality. He learns what kinds of merchandise move fast and what kinds stay on the shelves. Then, if he is a good advertising man, he governs his moves accordingly.

The syndicate writer, on the other hand, grinds out the same service to all. The advertisement generally starts with a little single column cut, which nine times out of ten has no connection with the reading-matter. Then follows a little talk about the superior quality of the goods handled, a little sermon on how polite the salesmen are and, perhaps, a paragraph on how low the prices are. The advertisement is a smooth article, so far as the use of the English language is concerned, but when it comes to selling goods, the fellow who describes the articles and tells the prices gets the trade.

Supposing, for instance, you are running a store in a town near a large city. The big department stores send out advertising matter by the wholesale. They quote prices galore. They will tell the people why they are selling patent leather shoes in the bargain basement for 98 cents per pair, why they are able to give 22 pounds of granulated sugar for a dollar and so on through a long list of articles. Of course, every price quoted will not be a cut price, but enough of such will be included to insure drawing a crowd. When the people read those prices they will forget all about the little picture and the bunch of rhetoric in the syndicate advertisement. There won't be a woman

in town who will run into a neighbor's house and remark to the lady of that house that you are advertising to sell none but the best goods at the lowest living prices. Not much. But she will ask the other lady if she has read the advertisement of the big city store that is selling goods so cheap. She will plan to go to town and grab some of those tremendous bargains before it is too late, and while in the city she will make all her fall purchases. That is where you will get it in the neck. Then probably you will go out on the sidewalk and kick because your town is no good.

The merchant in the small town who wants to land his share of trade must get a move on. Advertising that his goods are the best and his prices the lowest will cut mighty little ice with a woman after she has waded through a page of city advertising. Women want bargains. If they don't buy them they like to read about them and look at them. They like to trade where the crowd goes. There seems to be some sort of fascination about a bargain sale that draws women as syrup does flies and, once they become accustomed to this sort of thing, they will have nothing else. They do not care a rap about advertising generalities. And so the little syndicate advertisement proves about as valuable as a canoe in a big naval fight.

I would not say that the syndicate advertisement is without value to the merchant. It is a source of much joy to the printer who dislikes to have to keep prodding the storekeeper about change of copy, and it makes the merchant happy because he does not have to bother his head about inventing something new with which to fill his space. And it also puts a little of the merchant's hard earned coin into circulation, thereby helping out the whole country.

However, it would seem that the money paid for the little cut and the copy might be better spent with the local paper. The average rate of display advertising in country papers is from five or ten cents an inch. The price of the syndicate matter would purchase from a half to a full column of space each week. Add this to the regular space and the result will be surprising.

I believe that as a general thing merchants try to get too much matter into a limited space. Big space pays. It is foolish to try to advertise special reduction sales in a space five inches long and one column wide, and yet I know merchants who do this and wonder why their sales do not draw as big crowds as the sales of their competitors who use a whole page and quote prices galore. People judge a store by the way it spreads itself. If you are afraid to toot your own horn they think you are scared or behind the times. When you do a thing it is always well to do it with all your might. That is the way to do when advertising. It is the only way that leads to success.

Raymond H. Merrill.

**F. M. C.**  
**COFFEES**  
are always  
**Fresh Roasted**

**JAMO**

COFFEE, the world's best, is blended and dry roasted by experts. Contains the finest aroma and richest flavor of any coffee in this market. Sold in pound packages.

**TELFER COFFEE CO.**  
DETROIT, MICH.

**The Good Food**  
**Cera Nut Flakes**

Is not recommended to CURE consumption, rheumatism, toothache, etc., but the people who use it soon recover from all their ailments. Made from nuts and wheat—Nature's true food.

**National Pure Food Co., Ltd.**  
**Grand Rapids, Mich.**

**Every Cake**

of FLEISCHMANN & CO.'S  
YELLOW LABEL COMPRESSED  
YEAST you sell not only increases your profits, but also gives complete satisfaction to your patrons.

**Fleischmann & Co.,**  
Detroit Office, 111 W. Larned St.  
Grand Rapids Office, 29 Crescent Ave.



**MERCHANTS' DAY.**

**How It Is Regarded by a Leading Muskegon Divine.**

J. A. DeGraff, pastor of the Lakewood Heights M. E. church, recently sent the Muskegon Chronicle the following letter, commendatory of the mercantile picnic recently held in that city:

The parsonage family attended the merchants' picnic and we wish to express our appreciation of this gala day given by the business men of Muskegon. We rejoiced in the fact that our merchants were going to have a holiday from the daily routine of their business life. If any class of men deserve such a day it is they. The public requires so much waiting on and receives so many favors from these men that I think we fail to appreciate the cares under which they labor.

Then the arrangements for the day. We feared something of the nature of the street "carnival," but we underestimated the character of our business men, for it was as pleasing, instructive and clean an entertainment as we ever saw given under like circumstances. The bawl of the lemonade and shade fellow was not heard. Gambling devices and games of chance were not in evidence. The saloons were not near enough for convenient patronage and although the crowd was immense no more drunkenness was seen than might have been seen any day upon our streets or the streets of any other city and we but express our feelings when we heartily say that we appreciate such a holiday for young and old as that planned and carried out by our business men last Thursday.

We were disappointed in not meeting any of our ministerial brethren there. And, by the way, brethren, suffer a word of exhortation from the least among you. We receive many personal favors from our business men throughout the year, and most of them are always ready to contribute to our church

and Sunday school festivities, as well as responding uncomplainingly to our many calls upon their stores for sociables and entertainments. A large majority of them are either members of our churches or regular attendants and contributors. We expect them to be interested in our doings. Should not we be interested in theirs? We are here to object to and decry the entertainments of low moral character, with their debauchery and Sabbath desecration. Should we not by our presence and hearty co-operation encourage an honest attempt on the part of our business men to give our city a good clean happy holiday?

This letter seems to bear out to a large degree the recent contention in the Tradesman that the merchants' picnic serves to increase public respect for the merchants in a community in which it occurs. It also serves to emphasize the importance, to those who have charge of these events, of keeping them on a good moral plane and free from those things that savor of unlawful carousal.

Merchants' picnic day ought to be made a day for the women as well as for the men, for the children as well as for the parents. There should be all the free public amusement possible, but let it be clean and wholesome, the kind that the pastor can freely commend from his pulpit, and in which not only the merchant but also his wife and babies can mingle. The Muskegon merchants are certainly entitled to some congratulation that their efforts to provide such a day have achieved sufficient success to bring out this voluntary word of commendation from a professional man outside their own calling. It has already been said that the mercantile picnic should not merely be a holiday for the merchants, but that they

should endeavor to interest the manufacturers and others in the day and try to make it a community affair. This end can be much more quickly and easily achieved if the day is such a one as will appeal to the lawful and good citizen.

There is no doubt that the merchants' picnic works good to the community. The people feel that this is distinctively their holiday, one not enjoyed by the population of less favored towns. The result is an increase in civic pride and patriotism. As the people of the Swiss towns meet together and settle affairs of self-government, so the people of the city mingle together and exchange views, preferences and kindnesses. Naturally enough, their thoughts and their conversation turn largely to their own city and their holiday leads to an increase in the community spirit, which forms the basis of all town improvement.

We have been taught that pride is a wicked thing; but it also has its uses. It is the foundation of ambition; and it is ambition that moves the world and makes history. One must arouse civic pride before he can accomplish much in the way of civic change. The merchants' picnic calls public attention to local advantages and arouses in the public breast a neighborly good fellowship.

There is likewise no doubt that the mercantile picnic works much good to the merchant himself. The fierce strife of competition, although it should not where all act fairly, may have aroused some rancor among ourselves that the merchants' picnic will wipe away. There is a vast difference between competition and war. Business life should

be like a race, where all strain for the goal without attempting to restrain the others and the best horse wins. We can have competition without jealousy.

If there have any differences arisen the merchants' picnic day is apt to lessen the sharpness. If this holiday serves to broaden and better us, to make us more charitable and more public-spirited, then it is certainly not without its uses more important than supplying the people with a fleeting interval of pleasure.  
Charles Frederick.

**Recent Business Changes in Indiana.**

Decatur—Yager & Hite, grocers, have dissolved partnership. The business is continued by S. E. Hite.

Denver—The Hooier Basket Co. has gone into liquidation.

Dugger—J. H. Moore has purchased the general merchandise stock of S. M. Rector.

Evansville—Mary R. Zeidler has sold her grocery stock to J. H. Wade.

Georgetown—Lawrence Tresenriter has purchased the interest of his partner in the implement, feed and seed business of Tucker & Tresenriter.

Indianapolis—The Indianapolis Chair Manufacturing Co. is succeeded by the Indianapolis Chair & Furniture Co.

LaPorte—Levin & Levin, clothiers, have dissolved partnership and retired from trade.

Marion—The Fowler Confection Co. has discontinued business.

Richmond—Shoben Bros., fruit dealers, have retired from trade.

Roanoke—Kress & Settlemyre, meat dealers, have dissolved partnership, Henry Kress succeeding.

Swanington—Jas. Hanawalt has closed out his grocery stock.



# We Want You to Know

THAT WE SELL **Over 40 Styles** AND SIZES OF

## NATIONAL CASH REGISTERS

AT PRICES FROM

**\$25 to \$150**

and they are good registers, too—registers that you can depend on



**National Cash Register Co.**

DAYTON, - - - - - OHIO

No. 18. Price \$25.

## Hardware

How Improved Implements Have Lessened Tedious Labor.

Those who remember the day when the spade, the rake and the hoe comprised the entire outfit of tools required for the garden will appreciate the great saving of labor accomplished by the use of the improved implements of the present day, and the wonderful changes that have been made within a quarter of a century. The tiresome, back-breaking details of planting and cultivating garden crops deterred farmers from growing the luxuries they now enjoy, while small fruits were almost unknown in some sections. The spading of the ground, raking, marking of the rows, dropping the seed, covering with the hand and stooping over to remove the weeds or surplus plants were slow work, and consequently gardens were but small plots upon which the weeds flourished before the farmer could reap what he planted. It was a conflict of labor with nature, and labor would be vanquished.

At the present day the farmer can devote ten acres to special garden crops where before he could not cultivate one acre. Improved implements enable him to mark the rows, open the furrows and cover the seed, at one operation, and, with the ability to use larger areas, the plow often does the work of the spade. Cultivation is easily done with the wheel hoe, to destroy the weeds, or with the horse hoe, to loosen the soil. Many crops are harvested by appropriate implements, and the details are in many ways rendered easy. Fruits which grew wild have been transferred to the farm, and it is safe to assert that but for the implements used in the garden, or

for hand work on the farm, many of our choicest varieties of fruits and vegetables would be unknown.

The wheelbarrow is an old acquaintance, and still holds a high place in the affections of farmers. It has been used for a great many purposes, and many of the farmers who began business on the farm with limited means owe much of their success to the wheelbarrow, which served as wagon and cart, and could be made to do service where "good roads" were "unknown quantities." The wheelbarrow of old had plenty of oak and hickory in its make-up, and was constructed to last through several generations, but it demanded live power in its propulsion. The light wheelbarrow, with its metal wheels and steel spokes, weighing so little that it can be pushed by a child, has superseded the old affair, and with the improvements that have been made in its favor it is a greater favorite to-day than ever, as a farm without one or more wheelbarrows would be a curiosity.

It is now difficult to draw the line between garden and field implements. In fact, gardens are becoming fields, the rows being made as long as possible, so as to use the horse in cultivation and to avoid frequent turning at the ends. Nearly all the implements intended for hand use have also been enlarged for horse-power, if necessary, but there will always be hand work on garden plots, because such labor is less exhausting than before. Onions are now weeded quickly, and at a cost of but a trifle compared with the old way, while root crops, which the farmer could not possibly grow except in patches, are now in the regular farm rotation and are grown in fields. What the aid of hand implements has accomplished can not be esti-

mated by the actual work exhibited on the farm, as the increase of crops, by opening larger areas, will amount to millions of dollars in value.

We may also refer to the spraying appliances, and even the pump with its handle, may also be classed among the hand implements, yet the sprayer is also used on wheels, and carries destruction to the enemies of the farmer. The growing of fruit would now be almost an impossibility if the insects were not fought and kept down. The spraying appliances have been brought to the highest degree of perfection, and are important adjuncts to all well-regulated farms. Pumps that were formerly worked by hand entirely have taken a wide range. We now have force pumps that serve as safeguards against fire, and which have so improved as to not only perform all the requirements, but are durable and proof against frost. It is but a step from the hand-power to the windmill and the hydraulic ram. Just where to draw the line between the hand implements and those that work by application of horse, wind, steam or electrical power is difficult.

Even the primitive tools, which apparently hold their own and remain, are of different design. No one would recognize the old-fashioned hoes or rakes. They are now light and sharp, and constructed to allow of a selection according to the service to be performed. Seeders are of all kinds, from the ordinary dropper to the long transverse appliance on the wheelbarrow, which broadcasts seeds evenly and in proportion to quantity desired on a given area. Even the hand drills combine all contrivances of the larger designs, regulating the distance and literally counting the seeds. The diminutive little culti-

vators are weed killers to a certainty, and some of them can, by the change of a few nuts and bolts, be converted into small spring-tooth harrows or hand plows.

The human hand still performs a prominent part in all operations, and the implement has not yet been constructed that has brains. Wherever hand work must be done the easiest method for so doing will be given the preference. The hand itself is useless without tools fitted for the service to be performed, and until machinery supplants man in every department there must be hand implements made and they will be employed. The difficulty is not that they are prominently used, but are overlooked. Hundreds of farmers would lessen their work if they would employ some of the smaller implements, and especially in the early portion of the season, when the weeds are just coming out of the ground, as they can do service where the horse can not be allowed, and at a season when the work must be done thoroughly. Hand implements do not conflict with those worked by the aid of horses, but rather assist in the routine details, and thus make field labor more thorough and effective. The coming spring will, no doubt, witness a large increase in the manufacture of these useful implements, as many of the dealers who have disposed of them find that the farmers are well pleased with them, especially as a large number of farmers are now growing all kinds of vegetables and small fruits, while the residents of the suburbs of cities and towns consider them indispensable for all kinds of garden cultivation.

In the hand implements, especially in rakes, forks, hoes, spades, etc.,

# 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



America has long held a leading position, and American tools are to-day exported to all countries where the soil is tilled.

**Tool That Is Almost Human.**

The most highly developed of machine tools is the automatic screw machine, and, like many other contrivances for saving labor, its home is New England. It is a development of the ordinary steel-working lathe, the intermediate step being the monitor lathe, in which the various cutting tools protrude from the side of a steel turret like 13-inch guns from a battleship turret. In the non-automatic screw machine the turret is revolved by the operator so as to bring each tool into play, just as the turret on the old monitor was revolved to bring one gun after another into action. But in the automatic machine the work is done without human guidance.

In making screws, nuts, bolts, studs and other small pieces that must be turned, drilled or threaded for watches, clocks, typewriters, electrical instruments and other mechanisms, all the operator has to do is to feed the stock—a thin rod of steel or brass—to the machine. The feeding mechanism carries the rod slowly forward into the field of action. The turret advances and puts its first tool at work on the end of the rod. When this tool has done its task, the turret withdraws it, turns and advances a second tool into action. Each cutting tool around the turret has its distinct work to perform—one cutting a thread, another shaping a head, another putting on a point, another drilling a hole, still another putting on knurling. The turret automatically brings each of perhaps six tools into action, and when the work is finished the completed screw drops into a pan, while the stock is automatically fed forward to begin the complex operation again. A stream of machine oil pours continuously on the work to carry away the heat, and the little metal cuttings collect in a heap under the machine.

Hour after hour this wonderful automation goes through its cycle of operations, the turret clicking every moment as it brings a new tool forward. Small brass pieces, on which but one tool cuts, are dropped at the rate of four a second. Large screws of complicated design, upon which a whole turretful of tools must work, are cut from a steel rod at the rate of one or two a minute. So perfectly are these screw machines constructed that an unskilled workman can operate a row of them. All he is required to do is to keep them fed with stock. In some shops girls tend the machines.

**The Best Agricultural Implements.**

Do not make the mistake, as some do, of becoming wedded to a tool to such an extent that you can not see the good points in any other, no matter how meritorious it may be, or can not appreciate a better thing when you see it. This is an age of constant improvement, so try some of the new things you see and hold onto that which is best. Do not start in to work with a poor-working plow. The best plows for general use are those with rather short mold board that will break the soil up and pulverize it to a considerable extent as the ground is turned, and that leave the soil turned in not too flat a condition. The harrow can then do its work of pulverizing much better than if the ground is turned completely upside down. We need, then, a good, sharp smoothing harrow and drag to put most

soils in first-class condition for spring planting. Oats should be sowed early and it does not ordinarily pay to wait to break up the land. Here we need a good disk harrow. Two diskings, one at right angles to the other, will put the oats sown broadcast in the ground in good shape. Many farmers think that when oat ground is broken with the turning plow, it is easier to turn the oat stubble for wheat, but this is doubtful, if the land is thoroughly disked. After the early spring rains the soil usually gets packed down hard, consequently the first cultivation of the corn crop should be deep to pulverize the soil again. For this purpose we need a good bull-tongue cultivator of some sort. Afterward a one-horse cultivator that can be spread out to cover the whole space between two rows at one time can be used. On clay lands weeders do not pulverize the ground deep enough to suit some. They will do in dry weather or after the ground has been stirred with a deeper running tool.

**Potato Machinery.**

The potato is no longer grown in America without the aid of labor-saving appliances. Potatoes for seed are cut, dropped in the rows, covered, cultivated and harvested with machines adapted for each purpose. The American farmer can grow potatoes cheaper than it can be done elsewhere, because he reduces the cost of growing the crop. These light, handy and durable machines are now finding favor in other countries, and American manufacturers are exporting them in large numbers.

The editor's wife sets things to rights and he writes things to set. She reads what others write and he writes what others read. She knows more than he writes and he writes more than she knows.

**Oyster Cabinets**

20

Different styles and sizes always carried in stock. Send for our illustrated catalogue and price list. It will interest you and be a profitable investment.



CHOCOLATE COOLER COMPANY  
Grand Rapids, Michigan

Before you set up that stove in the house of the purchaser, obtain a special report on the paying capacity of your customer from the

COMMERCIAL  
CREDIT  
CO.

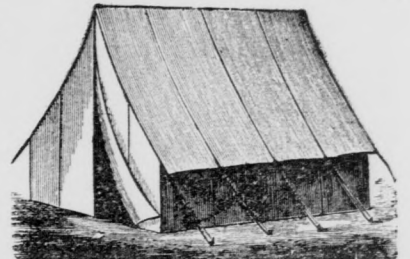
It is possible that detailed information of this character will satisfy you that a new stove in your store is preferable to a second-hand stove in the possession of a man who does not pay.

**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.  
CLARK-RUTKA-WEAVER CO., Wholesale Agents for Western Michigan

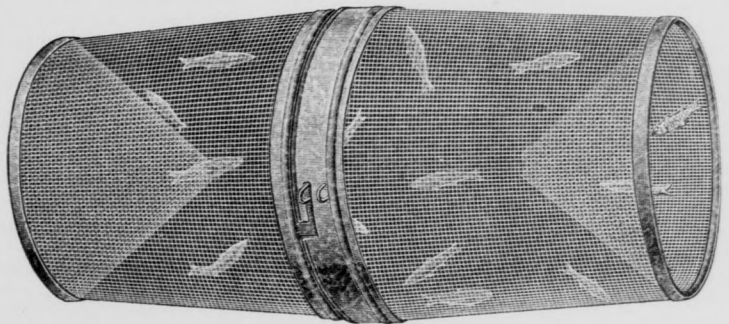
**Tents, Awnings,**

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

**"Sure Catch" Minnow Trap**



Length, 19½ inches. Diameter, 9½ inches.

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

Retails at \$1.25 each. Liberal discount to the trade.  
Our line of Fishing Tackle is complete in every particular.  
Mail orders solicited and satisfaction guaranteed.

MILES HARDWARE CO.  
113-115 MONROE ST. GRAND RAPIDS, MICH.

**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.

## Clothing

News and Gossip From the Hub of the Universe.

Readers of this publication who live in lands where it is not raining all the time may not believe it, but the most interesting thing in the way of modish news at the present writing is the waterproof garment. We have had in and about Gotham of late such a superabundance of vigorous drizzle that the chap who invented the modern rain coat receives our blessings. It is the one distinctive and all-round beneficial innovation that has been made in the realms of dress for men in very many moons. Quite as useful as the ulster, in its place, the waterproof has made a place for itself that can scarcely be measured. As I said above, it is today the most frequently encountered and most often discussed article in the world of masculine attire. The old-fashioned rubber coat was an abomination, and its successor, the mackintosh, not much better. These have been utterly routed and displaced by the up-to-date rain cloth; made in various weights for all seasons of the year, it is, indeed, a most excellent protector.

I wish I could feel so enthusiastic about the buttoned jacket, with the silk-faced shawl collar, which I note in some quarters is called the logical successor to the dinner coat (a misnomer, by the way) or Tuxedo. When the experts of the sartorial industry know not what else to do they plunge into the waters of novelty and bring forth from the mysterious depths a change in our evening and semi-evening clothes. The effect is that men whose business is the buying and selling of garments are constantly in doubt as to just where they are at and what to say to their particular customers on the subject of style.

For instance, what place in the sum of formal or semi-formal dressing should a buttoned jacket or sack coat (no matter whether it is faced with silk or satin) occupy? The very truest answer which can be made is to the effect that the garment is a novelty waiting for the right "party" to exploit it. Somebody asks me what tie and what collar should be worn with this closed-front proposition. I should say the same that are worn with the regulation dinner jacket. And somebody else wants to know whether it will be good form to attend the opera in this new conceit? To which I should say it all depends on the doorkeeper and the occasion. It certainly is not in any sense formal dress, and where evening clothes are the code the style in question will not go. Still there is a place for everything in this world, even for the Tuxedo (a name which everybody does not like), although I see a light in the world of style "literature" says that it has no place in the gentleman's wardrobe. Well, it certainly has if he consults his own convenience and wears the garment on the proper occasions.

There are not lacking signs that the almost universal roundabout sack, in the single-breasted form, is to share the fall business-wear season with its double-breasted brother. I should say that the percentage of men one sees going about with black coats having two rows of buttons and closing with three was quite enough to vary the monotony of the everlasting hobby, single-breasted. Black is a favorite color (thank you, I know that black is not a color!) and, taken in combination with the fancy vest in a modest scheme of hue

and configuration, with a black or grayish cast of trousers and one of the new, big, round-brim hats, either light or dark, the effect is not half bad.

Lining clothes throughout in black silk or satin is getting more and more to be the thing. Why should one's trousers be lined about the waist and its vicinity with white anything? It is not half so rich looking as black material, let it be silk or something else within the measure of one's purse.

Probably the most decided change in this season's dress accessories over last fall's is in the neckwear one sees whenever the weather is clear enough to permit us to see anything. There is an evident reaction against the high stand-up turn-down collars in favor of those with turned points—all sorts of points, at that. Still the rather decided kind that start pretty far back and allow a man to move his head from side to side without jaw-jabs are the most frequently encountered. They are not uncomfortable and, to all but thin-necked men, quite becoming. At any rate, they have ushered in richer patterns and broader widths in scarfs. Broad Ascots tied into puffs are all right this fall, and so we have a chance to properly wear out our most impressive scarfpins once more. There is a lot of red and green in the season's colors, with scores of novelties in fancy-patterned silk. Still the majority of the men I meet are going in for deep, rich colors, and I do not see any signs of black and white getting on the wrong side of fashionable favor at this time. This is one of those everlastingly good things that popularity can not kill even for the swells.

What next? Well, there is some talk of cross stripes in fancy business shirts getting a good run. What some custom shirtmakers have been quietly giving their most exclusive patrons, other shirtmakers are now doing openly, as though it was no offense to openly tempt men to take up a caprice that has but one thing to recommend it, i. e., it is not a ready-made style. Fancy shirts were getting to be downright sightly and serviceable, I thought, and here comes a chance to swing back to the sort of cross bars (of course it will begin with narrow stripes) that made the negro minstrels envious, until the common-sense of the "better dressed" made up-and-down effects the go. We shall know

**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.

## 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.

All Kinds  
of  
Solid

**PAPER BOXES**

All Kinds  
of  
Folding

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

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

Box Makers

Die Cutters

Printers

## PAN-AMERICAN GUARANTEED CLOTHING

Is something more than a label and a name—it's a brand of popular priced clothing with capital, advertising, brains, push, reputation and success behind it—a brand with unlimited possibilities and profits in front of it. The profits can be yours.

Our \$5.50, \$7.00 and \$8.50 lines have been "class leaders" for years. Progressive methods and success have enabled us to add QUALITY to our whole line. \$3.75 to \$15.00—Men's Suits and Overcoats—a range which includes everything in popular priced clothing.

Boys' and Children's Clothing, too—just as good values as the men's.

Looks well—wears well—pleases the customer—pays the dealer—and you want it.

"A new suit for every unsatisfactory one."



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

**WILE BROS. & WEILL BUFFALO, N.Y.**



more about the real thing for the fall in men's dress in another fortnight; meanwhile the rain coat receives a lot of our attention.—Vincent Varley in Apparel Gazette.

**Vast Variety in Umbrella Handles.**

Possibly no line of trade here in the United States demands a greater variety of styles or more frequent changes in materials and designs than those in the handles of umbrellas. Of all the umbrella handles used in this country in the manufacture of umbrellas taken together, by far the greater number is made here in New York, and the proportion of American handles used is increasing. On the other hand, the handles imported preponderate in value, although the relative value of the American handles produced is, like their proportionate number, all the time increasing.

"Umbrella handles are made of a great variety of materials," said a manufacturer to a reporter not long ago. "Many of them are made of woods in many sorts, both cheap and costly; of gold, silver, ivory, rubber, paper, celluloid, bone, horn, porcelain, and of many fine and beautiful mineral substances, such as agates. Handles are made also in these days of variously named compositions, in imitation of precious and semi-precious stones. There have been made umbrella handles of papier mache in imitation of wood, and remarkably good imitations of buckhorn handles are made of paper pulp, pressed in moulds, such handles costing much less, of course, than those of genuine buckhorn.

"Any two or more of these various materials may be used in combination, such a handle in its most simple form, for instance, being of wood with a silver mounting. You might have a handle of onyx and gold; and so on indefinitely. The stock of handles to be seen in any large manufacturing establishment would be found almost bewildering in its extent and variety, and it would be found also to contain a great many objects of beauty. The fact is that the sample stock of handles of a big umbrella manufacturer makes a really marvelous display.

"Who invents all the new styles of handles annually produced? Well, there are some that, as you might say, invent themselves, that are suggested by some fad or fashion of the hour as in the case of the handles in the form of golf sticks. And then, of course, umbrella manufacturers are constantly designing new handles in the endeavor to produce good sellers, as one handle or another may distinctly be.

"Horn umbrella handles come chiefly from Austria; fine, fancy, ornamented handles come from France or Germany, the finest of them from Paris; although most artistic and elegantly designed umbrella handles of silver are now produced in this country."

**The Meanest Man on Earth.**

Bill Nye once said in a lecture: "A man may use a wart on the back of his neck for a collar button, ride on the back coach of a railroad train to save interest on his money until the conductor comes around, stop his watch nights to save the wear and tear, leave his 'i' or 't' without a dot or cross to save ink, pasture his mother's grave to save corn, but a man of this kind is a gentleman and a scholar compared to a fellow who will take a newspaper two or three years and, when asked to pay for it, put it the office and have it marked 'refused.'"

# HELLOA!

M. J. ROGAN

representing Wile Bros. & Weill,  
Buffalo, will pay out of town customers' expenses who meet him at the

**MORTON HOUSE**  
Grand Rapids  
Wednesday and Thursday,  
October 22 and 23.

He will have on hand a good selection of Men's and Boys' Suits and Overcoats for winter trade which can be delivered in a few days. Come and see them.

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

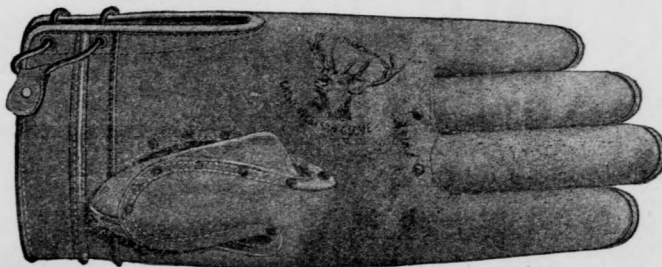


## Let the Goods Do the Talking

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

**Ellsworth & Thayer Mfg. Co.**  
MILWAUKEE, WIS., U. S. A.  
Sole Manufacturers of the



**Great Western Patent Double Thumbed Gloves and Mittens**  
UNION MADE

We have everything in gloves. Catalogue on application. We want an agency in each town.  
B. B. DOWNARD, General Salesman.

**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 IDEAL CLOTHING CO.**  
TWO FACTORIES.  
GRAND RAPIDS, MICH.

## Shoes and Rubbers

### Why So Many Fail in the Shoe Business.

Why do the boys who have been given an opportunity in the shoe business not prove their worth, in nine cases out of ten fall down, and eventually drop back into the original rut of selling shoes on the floor? Very often you will hear some one ask about a certain clerk, enquiring what has happened to him, and why he has not been able to hold down the position which was secured for him by disinterested parties. Usually the rejoinder is that he was found, in the language of the trade, to be a "light-weight"—that is, a man who was all surface, with little or no ability to study conditions or advance new and original ideas which would eventually make him as one capable of leading instead of following.

These experiences have been felt day after day by men who have worked hard and conscientiously in their endeavors to reach the top of the ladder and secure that which is most cherished by all shoemen—a position as buyer in some good, prominent house. Failures such as these are not confined only to shoe buyers, but very often you will find them among men who have branched out in business for themselves.

The real cause of half the failures in the world to-day is the belief of a man in his own ability. Fully imbued with ideas of his own importance, he imagines that he "knows it all," and that no one can tell him anything about the trade which he has so long followed. Shoemen do not seem to realize the fact that hardly two stores can be found in which the same conditions exist. A man buying or selling a shoe in one town imagines that if he leaves that place and secures a job as buyer in another city, perhaps 1,000 miles away, the same conditions which were apparent to the trade in his former home must exist in the new locality. This is an erroneous idea, and is just where most men fall down.

A man may be commended for believing that he knows his business because it gives him courage. Self-consciousness of his ability is another thing. It is perhaps a polite term for a "big head," and when a man is self-conscious he is sure to be a failure. The really clever shoeman who makes a success in his new position is the one who, after starting in his new berth, goes very slowly, studies the town and conditions of every store and department, talks with the clerks who have been handling the trade for years, and also interviews good, responsible shoe manufacturers and traveling men who have been calling on the trade in that territory and know exactly their requirements.

These are two channels which no man should deny himself. Information obtained from these sources is almost infallible, and a man can deduce from what he learns from the expressions of opinions of travelers and salesmen exactly what is necessary for the trade in which he is located. That is the fundamental groundwork of success; that is the first barrier between the new buyer and failure.

The second barrier is when a man places between himself and his friends that friendship reserve which prompts him to buy only that which is right, and which he feels positive will assist in building up the trade in his department or store. Many men believe be-

cause they have made a success of one line of shoes, or one make of shoe, in a certain locality that they are able to make a success of that same manufacturer's goods or shoe in another locality.

Stores are graded according to the character of their trade. Shoes should be graded according to the character of the patrons of the department. It is a laudable ambition for a shoeman to feel that he would like to build up the character of the shoes handled in his store or department, but it is very foolish for a man to immediately attempt to revolutionize everything in his new berth and break down all the standards which have attained success in the same store in the past.

Let the new man be guided. Let him be directed and assisted. Let him take for granted some of the truths which are given him by others—given him by those disinterested people who are simply willing to advance information when he asks it. Let him place a little confidence in his help on the floor, and let him call on a manufacturer or two before he buys his goods for the next season. If this were done many of the failures which are chronicled would be marked as successes.—Shoe Retailer.

Waste leads to want, and want leads to woe; before you start consider which way to go.

## It Certainly Will

Be to your advantage to send for samples of our Over-gaiters, Jersey and Canvas Leggings. Qualities are A 1 and prices right. Send for Catalogue and deal at headquarters.

### CHICAGO

Shoe Store Supply

### COMPANY

154 Fifth av., Chicago

ASK US

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

AGENTS WANTED

AMES & CLARK Detroit Mich



## Hard Pan Shoes

When in need of a shoe for boy or man,  
That will wear longest in all kinds of weather,  
Ask for "Herold-Bertsch's Famous Hard Pan,"  
The greatest Shoe made out of leather.

## Wear Like Iron

## Men's Work Shoes



### Snedicor & Hathaway Line

No. 743. Kangaroo Calf.  
Bal. Bellow's Tongue. ½ 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

## 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.

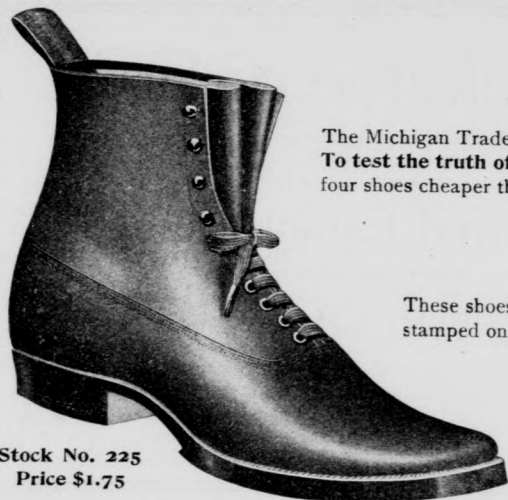
We are the main push on the above goods for this part of the country.

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





# 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.

## The Rodgers Shoe Company

Toledo, Ohio

Factory at Northville, Mich.

### What Properly Constitutes the Salesman's Portion.

We are all agreed that the sum total of the salary and traveling expenses of salesmen is the largest item in our annual expense account, and we are also sadly aware of the fact that this time has grown larger year by year, while the margin of profit has as steadily decreased. The whole question of whether our business shall show a profit or loss hinges upon the proper adjustment of this expense item, and it concerns us all so vitally that it is well that we should throw upon it all the light which can be contributed by the combined wisdom and experience of business men.

At the beginning of each year we figure that under no circumstances can we permit the salary and traveling expenses of a salesman to exceed a fixed per cent. of the net amount of his sales. We then proceed to renew contracts with old salesmen and add to the lottery risk by taking on some new and untried men. The old men are told the volume of their sales was too small, the proportion of staple goods sold too large, with their traveling expenses too high, and that all these things must be remedied next year or a cut in salaries will be made. Frequently the response is, "Well, Cutthroat, Price & Co., the largest jobbers in Shoeville, have offered me their line and a better salary than I am now getting, so I guess I will quit."

The usual result is we compromise by contracting with the old men for a raise of \$300 per year rather than risk the experiment of putting a new man in the territory, and we trust to luck that better crop conditions will enable us to make up the extra expense somehow or other. Naturally, the year is but a repetition of former years' experiences, with the extra expense of going over a territory three or four times a season for business that should be got in one trip, and the question, Where will this ever-increasing drain on our profits end?

That it is costing too much to sell goods all are agreed, but as to the remedy there will be as many different views as there are different minds. We should instill into our salesmen the idea that loyalty to the best interests of their employers demands that they increase the volume of their sales, and that the increase shall be on lines which bear a better profit than the staple goods now so largely sold. They must be made to realize as we do that a large volume of business is the only thing that will enable us to get away from the unprofitable basis on which we are now working.

Most salesmen are lacking in an ambition which would lead them to make strenuous efforts to reach a larger volume of sales, and, as a consequence, a better salary for themselves. To do this the salesman must have distinct personality and enthusiasm for his whole line which will enable him to sell bills in which the staples and profitable goods are more evenly balanced.

My judgment is that we will have to adopt a fixed percentage basis for our salesmen and adhere to it rigidly. The unbusinesslike custom some jobbers have adopted of selling certain prominent staples at cost, or less, and deducting the amount of such sales from salesmen's orders, adds to the difficulty of fixing an equitable basis for salesmen. In general terms I would say that a salesman's salary and expenses should not exceed 5 per cent. of his net sales, and if they do he is not a profitable man to travel.

The custom of the manufacturers of paying a commission on actual shipments and forcing salesmen to pay their own expenses without advances being made them is the only absolutely safe basis, but the jobbers can not yet adopt this basis on account of the demand for capable men being greater than the supply. The next best thing, then, seems to be the adoption of a combination of the guaranteed salary and commission basis, which will divide the risk more equally between the parties. On this basis the salesman is spurred to his best efforts to increase his sales and at the same time he has a very direct interest in keeping his expenses down to the lowest possible point.

### Girls of Today—

Give their mothers to understand that time has made changes in conditions.

Regard elaborate dressing as one of the requirements of existence.

Are disposed to wonder if there was such a thing as sentiment when ma was young.

Call men boys and boys men with an utter disregard of facts.

Take on swagger airs as soon as they don long skirts.

Make remarks in public which cause their elders to wonder what they mean.

Look upon it as a duty to read highly-spiced romances.

Do not pretend to possess any knowledge of historic events.

Take more interest in the sporting page of a newspaper than in any other.

Insist that marriage is a question to be considered only in after years.

### The Fullness of It.

Rev. Goodman—They tell me you took a little outing on labor day. I suppose you enjoyed it to the full.

Walking Delegate—What if I did? I paid my fine, so it's nobody's business.



## When In Doubt

Remember that Boston Rubber Shoe Co.'s Rubbers are always durable.

We keep in stock large assortments of the various kinds and sizes.

We make prompt shipments.

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

**Mayer's**  
**Men's Fine Shoes**

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

Write for prices.

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

## Dry Goods

### Weekly Market Review of the Principal Staples.

**Staple Cottons**—Neither the amount of business nor the character of the transactions has shown material change in this part of the market for the week under review. The home demand for heavyweight brown sheetings and drills has been fully up to the average, and in this section it seems comparatively easy to secure full prices. For the export trade, there is comparatively little business being transacted, for the exporters continue to make bids and endeavor to purchase goods at lower prices than are quoted but without success. Some small lots have been purchased at the sellers' prices, but not enough to be of any consequence. In fine yarn sheetings, the market is pretty well sold up and prices are naturally firm on this account. There is a steady demand for bleached muslins which amounts to a good total and prices are steady for all grades. Bleached cottons are firm in price and scarce. There has been no change in the market for wide sheetings and practically none for cotton flannels and blankets, the well-sold-up condition preventing any heavy transaction or change of price. Coarse colored cottons show a small supply on hand and prices are firm.

**Cotton Dress Goods**—About the same conditions exist in regard to printed calicoes as did a week ago, the chief request being for staple lines although fancies have received some attention. In the staples, indigo blues and mournings have received a good request and there is a more moderate business in evidence in reds and other shades. Shirts and prints have sold very well. In ordinary fancy calicoes there has been a fair business, but in special silk finishes and some other lines trading has shown an improvement. The general tone of the print market is very firm and there are no indications of accumulation of stocks in the hands of sellers, and as a result no special efforts to force goods on the market are made. This is well sustained by the strength of the market for gray cloths. Percalines are steady; printed and woven patterned napped goods are hard to be found in desirable lines. Both staple and dress styles of ginghams are hard to buy for nearby deliveries and are exceedingly difficult for buyers to operate in any way.

**Woolen Dress Goods**—There has been a continued good request for wool and worsted dress goods for both forward and immediate delivery and the market continues firm in almost all directions. It is believed that a good many buyers have already placed the bulk of their initial spring goods orders, but from other directions considerable business has yet to come forward. The facts alone that the leading corporations making plain staples have already sold their lines into a strong position and that a considerable number of smaller factors have also made a good showing are evidence conclusive that operations for spring have been carried on to a substantial extent. There are a good many buyers who make it a point to delay their orders, however, who have not yet ordered anything like their full complement of spring fabrics, and in the list are included cutters-up and jobbers. The Western buyer has carried his initial purchases closer to a finish than the Eastern trade and has shown a

greater degree of confidence and liberality.

**Underwear**—The price of fleeced underwear for 1903 is of considerable interest to the trade now. It has not been decided yet and probably will not be until the price of cotton becomes more settled and even then it is likely to be influenced to a considerable extent by the market conditions this season, which naturally exert an influence for higher prices. With conditions as they stand to-day, as far as the price of cotton is concerned, an advance of 40@50c a dozen would seem only necessary, and where this season's conditions operate, an even greater advance may be expected; yet very few agents look for this. For next spring the lightweight lines of knit goods are in excellent condition and mills report themselves as well sold up and many of them can take no more orders for several months. Prices are considered fairly satisfactory, although there is, of course, a certain amount of "kicking." The agents have assumed a stiffer attitude this season and the results have borne out our oft-repeated statement that it was only necessary to do this in order to get better prices and that it would not injure business in any way in the long run. This stand may not have been taken altogether from choice, but it certainly has resulted satisfactorily. It is a practical lesson that manufacturers and agents alike should not ignore.

**Hosiery**—The jobbing end of the hosiery business has for the past week seen a somewhat lighter trading. Part of this is due to the fact that early last week prices were advanced slightly for the more desirable patterns of fancies and a number of buyers have withheld their orders as a consequence. For men's hosiery there has been a lessening demand for fancies, especially for open-work effects, although the retailers report that they continue to sell fair quantities. They expect a lighter business, however, as cold weather approaches. It



**Suspenders  
That  
Move**

### "The Kady"

Moves in more ways than one. When worn it adjusts itself to every movement of the body. When marketed it sells faster than any other suspender you ever handled.

Try "The Kady"—to wear or to sell—you'll like it either way.

Leading jobbers handle "The Kady."

**The Ohio Suspender Co.**

Mansfield, Ohio

## P. Steketee & Sons

Grand Rapids, Michigan

Have in stock at all times a full range of

### Staple and Fancy Linings

and are now offering

### 3 Attractions

Their "Special" Silesia at 7 cents

Their fine Moire Percaline at 9½ cents

The "KK" Silesia at 9½ cents

Samples mailed cheerfully.

## Talk To Us

about stuff for the northern trade---Mackinaws, Kersey Coats, Covert Coats, Duck Coats, Pants, Underwear, Heavy Socks, Gloves, Mittens, Blankets and Comfortables---we have a good line.

### Grand Rapids Dry Goods Co.

Grand Rapids, Michigan

Exclusively Wholesale

## Duplicating Order Pads



### Counter Check Books

Simplify your work. Avoid mistakes. Please your customers. Samples and prices gladly submitted.

### The Simple Account File Co.

500 Whittlesey St.,

Fremont, Ohio



is considered safe to expect a good business in openwork for spring and preparations have been made accordingly all along the line. There has been an excellent retail demand for many specialties, including knit golf jackets, and some of the large stores say that they can not get them fast enough. Sweaters for both men and women have also seen a most satisfactory amount of trading.

**Carpets**—The carpet season has experienced no particular change over conditions prevailing a week ago. A general closing of the season's business is going on, so, as far as new business is concerned, the market is quiet. Weavers as a general thing have more business than they can attend to, and it is no uncommon prediction that the orders remaining unfilled will amount to a good many hundred pieces. Every loom that can be put in operation is done so and all hands are worked to their utmost capacity to supply as much stock as the machinery will permit. This will continue up to the week the new sample pieces are shown, when the new patterns now being designed will be woven. Many of the next season's designs are ready for the loom and it will not be long before all of the new ideas will be put down on the designing paper. The color effects, from what is gossiped around the mills will show but few changes from what they are at the present time. Good, bright colors will be in evidence. The figures will be in as big a variety as in the past few seasons. Large designs as well as the neat small patterns will be made. The red and green effects will be made in quantities as large as ever. Old gold, it is said, will be quite a prevailing color. In the very choice Wilton carpets the red and green backgrounds, with a figure a little darker than the prevailing color, of the puritanic order, are likely to be made as extensively next season as this season. The carpet jobbers are very busy attending to the deliveries of goods taken some weeks ago. Some difficulty is experienced in moving the goods in sufficient quantities from the mills, but not so much as was some weeks ago. Retailers are hungry for supplies and some stocks, larger than has been the case in some years, have been put in. The retail business, from all reports received has been exceedingly good thus far. The public have taken hold with a vim that has met with full expectations. The coal famine from all appearances has hurt business but little. The ingrain carpet trade report a very active market. Little new business has been taken, but weavers have all they can do on old orders. More business could be taken if mills were in a position to do so, but more than sufficient business is in hand than can possibly be turned out before the new season begins. Sufficient orders to keep machinery running in the immediate future is what is worryig the weavers the least at the present time. Future values are under consideration by all. The higher cost of everything put into the fabric has caused this feeling, and from the present outlook prices on all lines will show a good advance. Worsteds yarns have had a 10c advance over prices current a year ago. Woolen yarns have not shown such an advance, but they are higher.

**Both Too Far.**

"I don't see any difference between the society woman's décolleté gown and the costume of a ballet girl."  
"The only difference is that one is too far from the ceiling and the other too far from the floor."

**Discount Too Small to Justify Borrowing Money.**

I have been considerably amused by the articles published at different times in regard to the amount saved by discounting bills, and especially at the rate of interest. Take the hat and cap line, for instance, with terms 10 days less 6 per cent., 30-5, 60-4, 4 months net. If he discounts in 10 days at 6 per cent. he gets \$6 for the use of \$100 for 110 days, or at the rate of 10 9/10 per cent. per annum. If he takes the 30-day discount he gets 5 per cent. for 90 days, or 20 per cent. per annum. If he takes the 60-day discount then he gets 24 per cent. for his money, which is the best rate of interest he can get, and, of course, would pay him better than the 10 days' discount at a trifle less than 20 per cent. per annum.

But let us see how it works in actual business. Theory is all right sometimes, but actual workings are different. As a general proposition, the average country merchant buys of his hat house two bills a year—one in the spring and one in the fall, so that he can get his discount only twice a year—not three times at 6 per cent., nor four times at 5 per cent., nor six times at 4 per cent., but only twice, no matter which discount he takes, so that, while 4 60 is figuring at 24 per cent. per annum, he only gets 8 per cent.; and while the 6 10 figures scant 20 per cent. per annum, he really get 12 per cent.

While figures do not lie, they are sometimes very misleading, and the man who figures on 20 or 24 per cent. interest by discounting his hat bills will come to the conclusion that some one was mistaken.

Now, as to the actual amount saved: any up-country merchant can "work" his jobber for 60 days' extra time without interest by simply taking it when the bill is due, so that in borrowing of his banker he must take that into consideration. In this part of the world the bankers are in it for what they can make out of it, and 12 per cent. is not at all bad for one who wants to borrow; 10 per cent. is a very reasonable rate, and is just a fair average. So he borrows at 10 per cent and gets at the most 12 per cent., making a profit of only 2 per cent. per annum in the transaction, an amount too small to look at considering the trouble to get the loan.

Minor C. Badger.

**Modern Science.**

Weary Willie—Please, mum, can't you give a poor man some breakfast?  
Mrs. Givemnit—Certainly. After you saw that wood you may eat the sawdust. It makes a fine breakfast food.

**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

# TENTS



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

**THE M. I. WILCOX CO.**  
210 TO 216 WATER ST., TOLEDO, OHIO

# BAKERS' OVENS



All sizes to suit the needs of any grocer. Do your own baking and make the double profit.

**Hubbard Portable Oven Co.**

182 BELDEN AVENUE, CHICAGO

# 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.

# Cadillac

Fine Cut and Plug THE BEST. Ask for it.

MADE BY THE NEW SCOTTEN TOBACCO CO. (Independent Factory)  
AGAINST THE TRUST. See Quotations in Price Current.

## Woman's World

### The Homely Woman Gradually Getting Her Innings.

Time, it is said, brings strange revenges. A curious illustration of this is afforded by a dispatch from Budapest, in which it is stated that a law has been passed making it a crime for any but middle-aged and ugly women to be employed in restaurants or other public places.

Thus, at last, does the homely woman, so long passed over in favor of her beautiful sister, get her innings and justice make good its claim to being blind instead of having one eye on a peachy cheek and a taper waist.

Heretofore, among women, it has been the young and comely who have gotten all the plums. A blonde-haired cashier who made mistakes in the change has had the call over a stingy female who was as accurate as a cash register, while willowy typewriters with melting blue eyes and an uncertain grip on spelling could walk away with all the good places from the hard-visaged spinsters who were animated dictionaries.

To the majority of women it will be good news to learn that on one spot on the earth, at least, this invidious class distinction has been suppressed by the stern hand of the law, for of all the injustice under which the female sex labors, none is so grievous as the unwritten fiat that demands that every woman should be beautiful whether Nature made her that way or not. Compared to the tyranny of taxation without representation is a mere bagatelle, and even the right to earn a comfortable living for herself, instead of sponging on somebody else, passes into innocuous desuetude, for the favoritism shown the pretty woman is a burning wrong under which the homely woman smarts every hour of the day.

Of course, men will deny that this is true, and it is possible that they do not realize the distinction they make themselves between beauty and ugliness. It is not a premeditated insult—it is intuition, unconscious instinct. Enter a crowded car. A pretty woman, dressed in rustling, silk-lined garments, comes in and a dozen men spring to their feet to offer her a seat. She might occupy half the car if she wanted it, and they would hang on to straps and beam on her with bliss; but if she is old and ugly and shabby, the one man whose conscience drives him into relinquishing his seat to her does it with the expression of an early Christian martyr.

Let a pretty woman cry and every man in sight wants to comfort her and have her weep out her grief upon his shoulder; but when a homely woman weeps even her husband tells her to shut up and not make a fool of herself.

The fact that we make a fetish of beauty, and place it above all other qualities in a woman, is a tribute to our artistic taste but a sad commentary on our intelligence and morals. Yet we do it. When we hear of a woman, our first question about her is not, Is she good? Is she clever? Is she entertaining? But, is she pretty? That, in popular estimation, outranks all other charms, and if she is sufficiently good-looking she may smash the ten commandments into atoms, and be as dull as a doornail, and yet admirers will flock around her.

The crowning absurdity, however, of our beauty worship is to be found in the popular demand that even the woman

who does things must add pulchritude to her achievements. Nobody cares whether Edison is an Adonis or not, nobody expects Marconi to look like a matinee hero, or resents the fact that Kipling is an ugly little fellow in dowdy clothes, or Mr. W. D. Howells a fat gentleman with a double chin. It is the man's work, not his personal appearance, that concerns us; but we do not adopt this liberal attitude toward women.

Certain professions—notably the stage and stenography—are practically barred to her unless she is good-looking. An ugly girl or a middle-aged woman finds it almost impossible to get a job as a typewriter, while on the stage nothing but the most transcendent genius can ever get her a hearing, unless she adds pulchritude to her attainments. There has been one Charlotte Cushman and one Clara Morris, who have succeeded in spite of their looks; but there have been hundreds of Maxine Elliotts and Lillian Russells who have succeeded merely because of them.

The stage, being in a measure spectacular, there is some show of reason in demanding beauty in actresses; but what idiocy to expect the woman who does things in other lines to add good looks to her brains. Yet we do. The authoress of a popular novel is invariably described by her press agent as "young and beautiful," the woman who runs a sawmill or pilots a boat or takes a contract for street-sweeping has herself photographed in a low-necked evening gown and a sweet-sixteen expression, as if her looks and not her financial knowledge and executive ability counted.

It is all very sad and very silly; but no one need wonder why women spend their time and their energy and their talents trying to make themselves pretty when such a premium is put upon good looks.

The one right that men have that women have a right to envy and to shriek for until they get it is to be as ugly as Nature made them, without having any distinction made against them. When an ugly girl has as many partners at a ball as a pretty one; when a homely woman can marry as well as a beauty; when ability, and not looks is considered when a woman applies for a job—then, and not until then, will woman have her rights.

In the meantime, the experiment at Budapest will be watched with bated breath by those of us whom fate has not endowed with what old-fashioned novelists call the "fatal gift of beauty."  
Dorothy Dix.

He who is of no use to himself is of no use to any one.



NEAT.  
DURABLE,  
STRONG.

A Postal Card

Will get you prices on the best store stools made.

BRYAN PLOW CO., Bryan, Ohio  
Manufacturers

# LAMPS

The "Royal" Center Draft Lamps, absolutely the best lamps on the market. You can guarantee every one of them. They come complete with chimney and 10 inch dome shade. Retail for \$2.00 each. Cost you \$13.50 per dozen. Write for our illustrated lamp catalogue. It's a beauty.

Geo. H. Wheelock & Co.,

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

## 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.

## Julius A. 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





**Girl-Baby a Drug on the Market.**

It is announced that the Governor of one of the rural districts of Russia has ordered that when a girl-baby is born in a family the father shall be taken out and knouted.

Inasmuch as no one ever desires a girl-baby or has one on purpose, this seems a bit like rubbing misfortune in, and it calls attention once more to the curious fact that, the world over, the girl-baby is what diplomatists call persona non grata.

In time parents get reconciled to her, and even think she is the most wonderful baby on earth; but she makes her welcome; she does not find it ready-made.

As for strangers, their attitude is apparent from the start. The congratulations showered upon young fathers and mothers upon the arrival of the first baby are polite but cold and perfunctory if it is a girl. If the second baby is another, the good wishes are tinged with compassion. A third calls for active sympathy; a fifth and a sixth daughter are a cause for actual reproach of her unhappy parents; whereas the birth of a boy-baby anywhere from the first to the seventh is a joyful occasion that is popularly considered to justify the father in getting drunk.

Yet why should the girl-baby be despised? Primarily, it is supposed a son is a help and a daughter an expense, but, as a matter of fact, it generally takes ten times as much money to pay a boy's college debts as it does to dress a girl, and a daughter generally finds a husband to support her before a boy is able to support himself.

Nor is this all. It is the daughters of a family far oftener than the sons who cheer their parents' lonely old age and give them sympathy and love. The boy, who gets away from home, gets absorbed in business, in his wife and children; sometimes he even forgets to write to his mother, and lets long years go by without visiting his parents; but a woman never goes so far that she forgets the old folks at home.

"My son's my son until he gets him a wife—my daughter's my daughter all of her life," says the old rhyme, and yet, for all that, nobody wants the girl baby!  
Cora Stowell.

**\$28,000 in Tobacco Burned by a Judge.**

A fortune gone up in tobacco smoke. Not by accident nor in wholesale speculation, but at the seemingly impossible rate of one cigar at a time. That is the record of Judge Tighlman A. Hogan, of Valparaiso, Indiana, one of the pioneer residents and a leading Democratic politician of Northwestern Indiana.

Judge Hogan presides over the destinies of the City Court of Valparaiso. He has been on the bench since the Legislature allowed the organization of municipal courts, has never been defeated, although the Republican majority of Valparaiso is several hundred against him, and has just been unanimously renominated by his party for another term. He is 76 years old, hale and vigorous, and enjoys the personal friendship of almost every man, woman and child in Valparaiso. A resident of the city since its earliest days, he has been closely identified with its development and growth at every stage. He has a long and honorable career in the common council to his credit and a business record of more than the ordinary number of ups and downs.

In the pioneer days of the village "Uncle Till," as he is universally called, held a commanding position in its little business world. He operated a factory, amassed a comfortable fortune, as fortunes went in those days, and was a leader in everything. As the years went on, however, fortune

played an unkind trick or two upon her erstwhile favorite, and his financial fall was heard. For a number of years his lot was an exceedingly precarious one, but his old-time friends never wavered in their loyalty, and after a while better days came again.

The one personal habit which has always held Uncle Till a faithful devotee is that of smoking. My Lady Nicotine has few more devoted subjects. Ever since his boyhood, it might be said, he has averaged from eight to twenty-five cigars a day. In his days of prosperous middle age these were the most expensive of imported weeds, costing from a shilling to a half dollar each. His present average is twenty five-cent cigars daily.

A close estimate of the money Judge Hogan has seen ascend in gracefully curling ringlets during his lifetime places the amount at \$28,000—a comfortable fortune even in this day of capitalistic combinations. It is, in fact, a competency which would support a man in modest comfort for the term of his natural life if properly invested. It will average something more than a dollar a day for every single day of the judge's seventy-six years of life, with no discount off for Sundays or legal holidays. It is many times more than his bread has cost him, probably more than his meat has cost, for he is a moderate liver upon plain and substantial fare.

Perhaps the most surprising feature of the strange story is that Judge Hogan's intimacy with My Lady Nicotine successfully gives the lie to the baleful prophecies and warnings of the tract writers and physiologists, for, notwithstanding his unswerving fidelity to the weed, he enjoys as good health at 76 as the average man does at less than half his age. He is hearty and vigorous, a lover of the theater and good literature, fond of the outer air and most methodical in his daily life. Nor is he inclined to at all begrudge the money that his smoking has cost him. He believes that he has received the equitable value for all the money he has spent thus, and only remarked, when an hour's careful figuring brought forth the rather astounding total of his aggregate expenditures for blue smoke:

"If I had it to do again I would put more of the money in straight five-cent cigars and less in the higher priced brands, and I would get just as good smokes."

**His Personal Opinion.**

"But don't you think it would be better if the sale of liquor was stopped?" asked the old lady with the tract.

"Yes, mum, on one condition," responded Rummy Robinson.

"What is that?"

"Why, dat dey give it away instead."

**If It Is Ceresota It Is Guaranteed**

The high quality of our flour has been maintained for twenty years, and we have too much at stake to lower the standard now. You may offer Ceresota to your customers as we offer it to you—money back if not satisfactory.

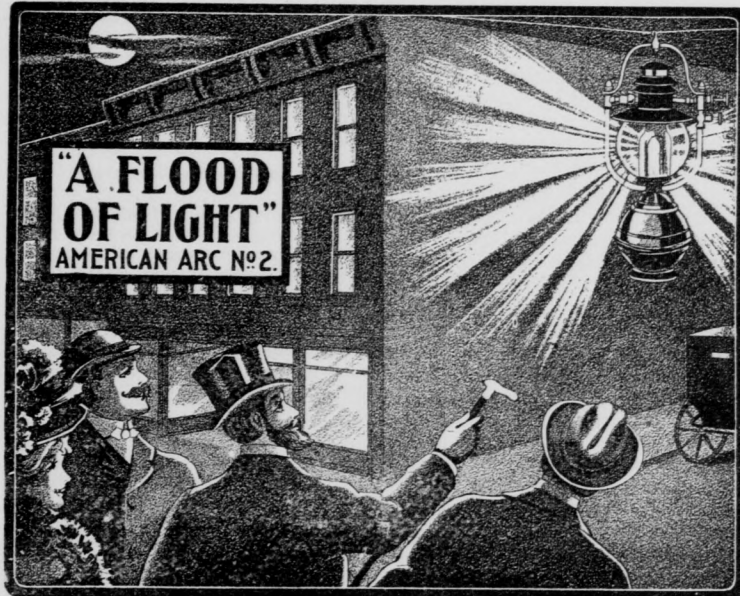
**Northwestern Consolidated Milling Co.,**  
Minneapolis, Minn.

**Olney & Judson Grocer Co.,**  
Distributors for  
Western Michigan

**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.

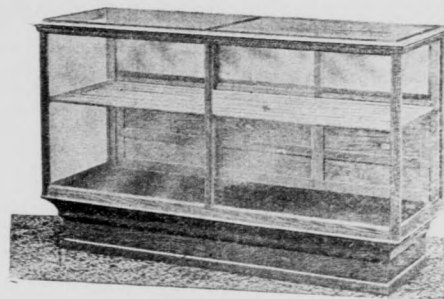


The finest artificial light in the world. Hang or stand them anywhere. One lamp lights ordinary store. Two ample for room 25x100 feet. No smoke, no odor. Very simple to operate. Burns ordinary gasoline. Absolutely non-explosive. 800 candle power light at cost of 5 cents for 10 hours. Ask for catalogue.

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

**Grand Rapids Fixtures Co.**

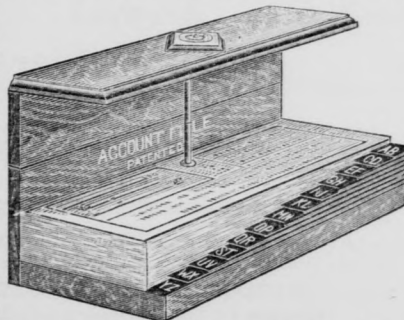
A new elegant design in a combination Cigar Case



Shipped knocked down. Takes first class freight rate.

No. 64 Cigar Case. Also made with Metal Legs.

Our New Catalogue shows ten other styles of Cigar Cases at prices to suit any pocketbook.  
Corner Bartlett and South Ionia Streets, Grand Rapids, Mich.



**Account Files**

For petty charges of the busy grocer. Different styles. Several sizes.

**THE SIMPLE ACCOUNT FILE CO.,** Fremont, Ohio  
500 WHITTLESEY STREET

## Butter and Eggs

Observations by a Gotham Egg Man.

Several weeks ago I made mention in this column of the practice being engaged in by a number of local small dealers of packing very poor eggs in tin and freezing them. It now appears that the business has been taken up by a good many and that the demand for spot eggs to be broken out in this way has been so great as to give them a relatively high value—somewhere about 7 or 8 cents per dozen, as I am informed.

It seems almost incredible that any one can be found to buy this rotten stuff for food unless the freezers of it have found some method of deodorizing it; but in any case the sale of spots and bad eggs as food is outrageous and ought to be stopped by the Board of Health.

I understand that the Board of Health is already taking steps in the matter and that conferences between the health officers and the Egg Committee of New York Mercantile Exchange have been arranged to consider what steps will be most practical to stop the sale of this deleterious stuff. I feel that I am safe in saying that the health officers will receive every possible assistance from the exchange officials in preventing the sale of rots and spot eggs for food purposes—whether they be frozen or otherwise.

If the freezing of these bad eggs for sale to bakers' trade is permitted to continue it will be damaging to the frozen eggs trade as a whole and tend to ruin the reputation of the goods.

I am requested again to call attention to the folly of mixing refrigerator eggs with fresh gathered stock at country points. Many lots of eggs are showing mixture with refrigerators, and it is evidently done with the mistaken idea that the held eggs can thus be worked through with the fresh at the value of the latter. But this is not the case; in the first place the eggs are all candled before being put out to retail trade and the old eggs are certainly detected; then the old eggs are worth less to a man who wants fresh than they are to a dealer who wants old eggs; everything is worth most to those who want it. When a dealer buys fresh eggs and finds a lot of refrigerator eggs mixed in he may keep them but only at a low price—lower than they could be sold for to some one enquiring for refrigerator stock. As a rule the value of mixed qualities is affected most by the value of the poorer portion and the most money can be realized when goods are packed straight and as nearly uniform as possible. Refrigerator eggs will bring more money as such, packed separately, than they will when mixed with fresh eggs; and fresh eggs will also bring more when packed alone.

Of course the current collections of eggs at this season (and later) contain many shrunken eggs that have never seen a refrigerator. With many egg packers it would doubtless be impossible to confine a No. 1 grade to absolutely full eggs at this season. But I feel sure that reasonably close grading would pay and it should be close enough to keep out of the first grade (both of the clean eggs and the dirties) all badly shrunken, weak bodied eggs, which should be packed and shipped separately.—N. Y. Produce Review.

Tasters as Bad as Shop-Lifters.

From the New York Commercial.

All American shop-keepers—more especially grocers in provincial towns—know what a draw on their profits the

sampling or tasting habit among customers is. It is even worse in England.

Up at the Calumet Club last night was the manager of a huge supply establishment in London, Phineas Brumby. His place is one of the sort spoken of in England as on the "stores order," as distinguished from a shop. "Unless you are in the business," he said, as he slowly sipped his Scotch high-ball with a party of New York wholesalers, "let me say that you will find it hard to realize the aggregate amount customers of the 'tasting' kind—I do not now so much refer to legitimate tasters, who sample butter and cheese—cost a concern like mine; and much of this tasting is nothing but bare-faced pilfering.

"Not to speak of the articles these people take—the offenders are generally women, I am sorry to say—the articles such as raisins, nuts, biscuits, a grape or two here, and a strawberry there, hundreds and hundreds of them will half-covertly help themselves to a peach, an apricot or a blood orange, and when they have several children with them, all scattered about a shop and doing the same thing, the matter becomes serious. It happens in scores of cases that the articles taken in this way exceed the value of those bought by fourfold. If a word is spoken to these people, their indignation, mock or real, is a sight; nothing can exceed their effrontery.

"It has become a serious question—one that is going to be debated with others before long by West End tradesmen—for it is calculated that we lose a total of many, many thousands of pounds a year by these tasters. We regard women who deliberately allow their children to take expensive fruits in this way, and then refuse to pay, as almost creating a tendency to shoplifting."

### Joke On the Man.

A Pontiac undertaker relates that on a certain occasion a farmer near the town came in and ordered a casket for his wife. She was not yet dead, but the prospect was so bright that her husband said there was no chance of her living the day out. The casket was tastily trimmed, but a week elapsed and still it stood in the shop, solemnly awaiting the customer. Then the man reappeared and said that, contrary to his plans, his wife was "up around" doing her house work. It was a year before that casket was needed, and then it was for the farmer instead of his wife.

### All Is Vanity.

Mrs. Dorcas—Why is Mrs. Gadsby so glad she hasn't any children?  
Dorcas—It gives her more time to attend those mothers' meetings.

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.

Established 1865

L. O. Snedecor & Son

NEW YORK

Egg Receivers

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.

Reference: N. Y. National Exchange Bank.

Cheaper Than a Candle

and many 100 times more light from

Brilliant and Halo  
Gasoline Gas Lamps

Guaranteed good for any place. One agent in a town wanted. Big profits.

Brilliant Gas Lamp Co.  
42 State Street, Chicago Ill.



## E. S. Alpaugh & Co.

### Commission Merchants

16 to 24 Bloomfield St.

17 to 23 Loew Avenue

West Washington Market

New York

Specialties: Poultry, Eggs, Dressed Meats and Provisions.

If you anticipate shipping any produce to the New York market we advise your correspondence with us before doing so; it will pay you.

References: Gansevoort Bank, R. G. Dun & Co., Bradstreet's Mercantile Agency, and upon request many shippers in your State who have shipped us for the last quarter of a century.

Cold Storage and Freezing Rooms

Established 1864

## Beans

The bean market is very active. I can handle all you can ship me. Will pay highest price. Write or telephone me for prices and particulars

E. D. Crittenden, 98 S. Div. St., Grand Rapids  
Both Phones 1300

## 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.

WHELOCK PRODUCE CO.

106 SOUTH DIVISION STREET, GRAND RAPIDS, MICH.  
Citizens Phone 3732.

## 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.



## The New York Market

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

New York, Oct. 11—Big crowds gather before the bulletin boards of the printing offices, and still bigger throngs line the streets where are located the offices of the "powers that be" in the great strike. It has gone past the joking time and the crowds are serious. Mutterings, not loud but deep, are heard, and on every hand is anxiety.

Coffee is steady and slightly higher, although from no apparent cause. The demand from jobbers and roasters has been only of an average character, nor can anything more be looked for. Grocers are not inclined to buy ahead of current wants so long as the supply seems so enormous and to do so would be injudicious. In store and afloat there are 2,772,669 bags, against 2,260,041 bags at the same time last year. Mild coffees have been in good request all the week and as offerings are light there is a firm undertone to the market. Good Cucuta is worth 9c and is strong at this. East India coffees are rather quiet, but some trading is being done all the time. Prices are unchanged.

Quietude has prevailed in sugar during the week as compared with the busy season of a fortnight ago. What little trade is being done is in the way of withdrawals on old account and new business is almost nil. No changes have been made in quotations.

Supplies of teas are moderate, and this has been one great cause of a very moderate volume of business during the week. Quotations are well held and importers seem to think there will be no reaction. Lower grades seem to be sought after with more eagerness than the better sorts.

The rice market is firm. A fairly satisfactory jobbing trade is being done and prices are firm and unchanged. Choice to head, 5½@6¼c.

In spices there is a little jobbing business, but, as a rule, the market is inactive. Prices are without change and the best that can be said is that they are well sustained.

The situation in molasses shows steady improvement and during the week orders have come in in a very satisfactory manner. Quotations are unchanged.

In canned goods it is evident that there will be far less corn and tomatoes than will be necessary to meet the requirements, and prices are gaining strength every day. Already large imports from Canada are talked of, but there is not enough there to "go around." Frosts have stopped operations everywhere, and in New Jersey packers say they will not be able to deliver over 50 per cent., and in some cases not over 25 per cent. of their contracts. Some tall tins sold at about \$1.22½ and, in fact, every block placed on the market is soon sought after by buyers. It is evident that packers are not keeping back supplies for they have obtained good rates and have sold them as fast as they were packed. Salmon are in light offering and quotations are firmly maintained.

The dried fruit and nut market for all goods in this line is in a fairly satisfactory condition, although little, if any, change has taken place in quotations. Currants, old crop, are in very limited supply and prices are firm.

Lemons and oranges are selling in about the usual autumnal manner. The record-breaking price of \$14 per box was paid for some California oranges this week, but this is not to be taken as any guide to the market. Sicily lemons are worth from \$2.10@\$.4.75.

The butter market is pretty well cleaned up and prices show a little advance, best Western creamery fetching 23c without any trouble. Seconds to firsts, 20@22½c; imitation creamery, 17@19c; Western factory, 16¼@18c, latter for fancy June make.

There is a fairly active trade in cheese and quotations are showing some advance. Best New York State creamery is quotable at 12½@12¼c. Nothing has

been done in an export way as our domestic rates are too high.

Western fresh-gathered eggs, loss off, 24c; fair to good, 23@23½c. At mark Western goods range from 22½@23c for fancy candled goods down to 19@21c for ungraded stock.

### Turkeys as Star Witnesses.

A modern Solomon's judgment, approved by a flock of turkeys, after the decision had been referred for final adjudication to the latter, has just come from Lower Providence township. The flock of birds in question had strayed from their own farm home, as turkeys will, and had been cooped up by the distant neighbor on whose fence rails they roosted.

A warrant, a trial before a Justice of the Peace and a proposition from the real owner to let the birds settle the question for themselves, prevailed.

"I'll forfeit the lot if they do not go home," proposed the owner.

"And so you shall," responded the Justice. "Turn them loose."

The liberated turkeys, as if they appreciated the weight of their new legal responsibility, went in a bee-line to their home roosts; and judgment was entered for the plaintiff.

### How One Housewife Makes Fuel.

She took four common bricks and placed them in a pail. Over the bricks she poured a gallon of kerosene oil and let them stand until the bricks had absorbed all of the oil they would take up. Then she took out two of the bricks and placed them in the kitchen range and set fire to them. They burned fully two hours, and the fire that they made was one by which it was possible to do any kind of cooking or other work requiring considerable heat. The lady says in this way it will be possible in her home to get along with the cooking, washing and ironing without resort to gas. There was no unpleasant odor or any trouble whatever, for the oil just blazed away like a stove full of good wood.

### The Most American City in Canada.

From the London Daily Express.

Winnipeg is the Mecca of the immigrant to Manitoba and the Northwest. A city of 60,000 inhabitants, with banks and warehouses that would do credit to the old country, with miles of avenues and dried-brick villas, down which run rapid electric cars, carrying their lines, with an eye for the future, far into the market garden and corn fields. Winnipeg, with its forest of telegraph and telephone poles and network of overhead wires, is more American and go-ahead than any city in the west of Canada.

The lucky man is the plucky one who sees and grasps an opportunity.

### An Important Subject, Letter Writing

It is a surprising thing that business men who are aggressive and up-to-date, usually willing to adopt new ideas, when those ideas have been proven good ones, will still continue to write their business letters with a pen; these same men will involuntarily form an opinion of the standing of the wholesale house which would do such a thing, and yet typewritten letters are easily within their reach.

A Fox Typewriter is easy to buy and anyone can soon learn to operate it more rapidly than they can write with a pen. In buying a writing machine, though, get a good one and save yourself lots of annoyance, hence the necessity of getting "A FOX."

If you will advise us that you are interested we will acquaint you fully with the typewriter and enable you to try it for ten days. Let us at least send you our catalogue.

**Fox Typewriter Co., Ltd.**  
350 N. Front St.  
Grand Rapids, Mich

# POTATOES

Carlots only wanted. Highest market price. State variety and quality.

## H. ELMER MOSELEY & CO.

GRAND RAPIDS, MICH.

Long Distance Telephones—Citizens 2417  
Bell Main 66

304 & 305 Clark Building,  
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.

## 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

## Window Dressing

Utilizing Girls as Window Trimmers.

Women, especially young women, have invaded very nearly every department of business formerly occupied by men. We have female book-keepers and stenographers galore, female drummers who travel with samples which entail excess baggage expense, and so on through all the fields of salesmanship, canvassing and clerical work, while female reporters and advertisement solicitors are growing numerous. Now come female window dressers. These, it seems, are likely to become conspicuous in Boston department stores.

There is no reason why women should not dress windows. Usually they have good eyes for color combinations, draping and beauty in general. The laborious physical part of the work can be attended to by male assistants, under the tasteful direction of the fair trimmers. For the benefit of the worried men in the window dressing "profession," it may be remarked that the feminine invasion is not especially strong as yet. The superintendent of a large department store says that he had noticed the marked aptitude which two very clever young ladies had shown in arranging the counters in the stocks in which they were employed. They gave him an idea, which he expressed to the head window dresser, and the result of that conversation was the creation of a new occupation for young women. The girls in question were given a trial in the window during the off summer season and proved themselves so capable that they have been put to work on the fall displays. They assist the head window dresser with their ideas as to color, etc.

We can see how this feminine department would operate in men's furnishing windows, if the trimmer was attractive as well as skillful. The chances are that she would draw large crowds especially if the work was done during the evening with the shades up.

Recently all sort of things have been done to attract attention to windows, and in these attempts young women have been employed to pose and show off various wares. Recently we saw a demonstration of belts by a young man. If the demonstration had been made by a young woman the crowd would have been seven hundred and fifty times larger.

Ah, these are queer times. The disposition to play the limit in the game of attracting attention is very evident, so it is not unlikely that outfitters with big windows will make use, sooner or later, of the new scheme of employing girls to trim windows, unless the methods now employed attract more profitable attention than they do at present on the average.

Speaking about girls, their connection with merchandising is becoming more and more important. One of the latest metropolitan propositions is a girls' technical school in which they will be taught the art of selling goods and the science of store practice. This school opens this fall, and will be in full operation by midwinter.

The principal says that he has found that a large percentage of girls make their way into department stores. Owing to marriage and other causes, the personnel of the female sales forces, he further discovered, was constantly changing, with consequent room for fresh recruits. His investigation led

him into conversations with superintendents of stores. He learns from them that it is difficult to get girls with any training, that is, girls who know how to figure or write when necessary, or to handle customers.

The principal says that the course which his pupils will receive will not be theoretical, but thoroughly technical. Girls will be taught the manners and deportment that go to make up a successful saleswoman. They will be taught about goods and merchandise of all sorts, qualities, prices, etc. Much attention will be given to penmanship, so that they will write down addresses and directions expeditiously and correctly. The sponsor for this school says one would hardly believe it, but there are many girls who will, through carelessness, make unnecessary mistakes. They will sell one article and write down the name of another on their checks. They are utterly unable to spell proper names and to write addresses.

What a blessing it would be to the furnishing goods dealers if someone would only start a practical school for the education of young men who pose as retail clerks. He certainly would fill a long-felt want. The demand for efficient male clerks is indeed very great. It is greater than anyone outside of the business realizes.—Apparel Gazette.

### No More Questions Asked.

A badgering counsel found a tartar in the person of a witness in a case where a clothier sued a customer for a suit of clothes.

The counsel's point was that the action was irrelevant, as his client was entitled to at least three months in which to pay the bill, and it was barely that time since the clothes were obtained.

"Now, sir," said the counsel to the witness, "had I got the clothes instead of my client, would you have summoned me to court at this stage?"

"No, sir."

"Ah! And why, pray?"

"Simply because in your case the transaction would have been a cash one!"



### A Safe Place for your money

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

immediately and easily when you want to use it.

Any person living within the reach of a Post Office or Express Office can deposit money with us without risk or trouble.

Our financial responsibility is

**\$1,960,000**

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

**3% interest**

Your dealings with us are perfectly confidential.

**"Banking by Mail"**

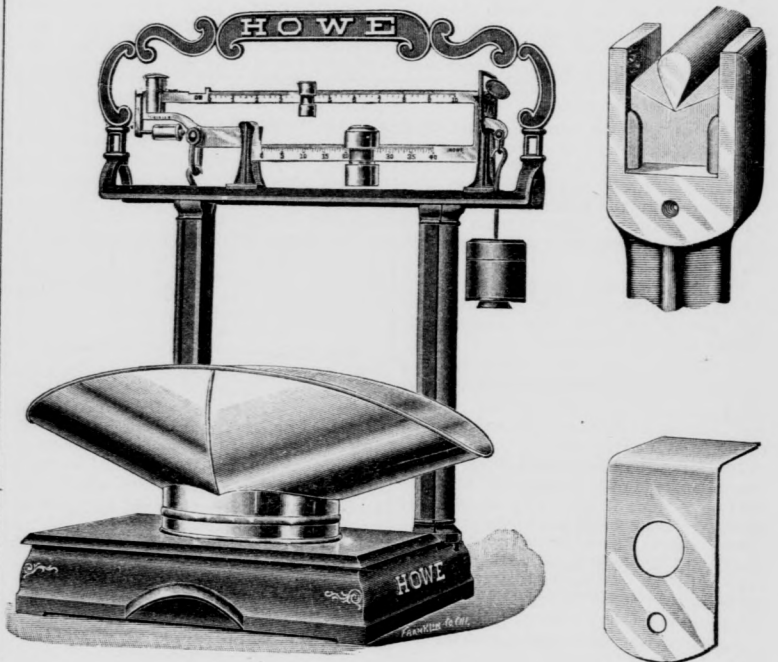
is the name of an interesting book we publish which tells how anyone can do their banking with us by mail; how to send money or make deposits by mail; and important things persons should know who want to keep their money safe and well invested. It will be sent free upon request.

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



# "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



**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.**

Monkeys imitate—don't be a monkey.  
 "Good news from home"—a letter with a draft.

"The noblest work of God" is a truthful man.

Buy a home and prepare for your declining years.

"I'm saddest when I sing"—so are your neighbors.

"The bloom is on the rye"—it's often on the nose.

Farmer traveling men often amuse practical farmers.

Putty-minded men are poor friends. Place no confidence in such men.

A man who can see only the shortcomings of others is narrow-minded.

"God hates a liar"—every one does.

The best plan to keep stock—never advertise.

Theoretical salesmen and practical salesmen are different men. One fails while the other succeeds.

If you find fault people will pronounce you a kicker. If you never make objections you are styled a stick.

The first of a series of dancing and card parties by Grand Rapids Council, No. 131, will be given at the lodge rooms on Pearl street Saturday evening, October 18. The committee in charge have made all arrangements for a good time, and it is hoped that every member will be there.

A. P. McPherson, President of the Frank B. Taylor Co., sailed from New York yesterday for Germany, where he will spend a month or six weeks in selecting china, dolls and novelties for next season's trade. "Mack," as he is familiarly called, ought to know what to buy by this time, because he has sold these goods to the trade for about a dozen years and has carefully noted the preferences and peculiarities of his customers.

A traveling salesman who conducts himself in a proper manner—and, of course, most of them do—is entitled to all the courtesy that would be extended to the head of the firm, which he represents. Nothing is gained by giving a traveler the cold shoulder. You may not want to buy, or perhaps may not be in a talking mood, but if you mistreat him you are mistreating a friend. A man who is forced by his calling to be away from home and family nine-tenths of the year is deserving of the kindest treatment. Every dealer can and should help to make things pleasant for him.

Sometimes men engaged in business go out among their customers in a social way, often soliciting business also, as opportunity offers. This is certainly legitimate and some of our best and most gentlemanly business men do not deem it beneath them. When the proprietors are in their places of business it is always clear sailing as one gentleman knows how to treat another in a call of this kind, but it takes some little whiffet, clothed with a little brief authority, to freeze with a chilling dignity and render speechless by curt and frigid answers, the unfortunate, no matter how

modest and unassuming he is, who dares to approach the confines of his presence. Is it any wonder that traveling men and solicitors often being repelled by men with more money and self-importance than brains, should quote Shakespeare as a safety valve: "Great God, on what meat doth this, our Caesar, feed that he hath grown so great?"

A few traveling men never tire of telling of their sales and proving their wild assertions by producing their order books. In the hotels, on the cars, in the stores, and in fact every place and on Sunday, too, their only conversation is about their great sales. They annoy everybody and create a doubt in the minds of every listener. The truly successful salesman is quiet, and seldom or ever mentions his sales, and never thinks of giving the name of his heavy buyers. There is policy in this plan. Why should he advertise his good trade and give competitors pointers that they may go and secure the same? The successful salesman is conservative and never speaks of his wonderful sales, but the shop talker constantly reminds everybody of his great success, and foolishly imagines that he is making a lasting impression upon the minds of his hearers when he relates his great exploits in the world of commerce. Wise salesmen say nothing, but quietly observe every remark and prepare to capture some of this very desirable trade. In nearly ever case where a salesman talks shop, he feels that he is not a success, and imagines every one knows it, but hopes to remove the idea by loud talk of his sales. The veteran remains mute, grasps every idea and quietly does his work. The successful old-timer never has a good trade, at least he always answers when asked the condition of trade, "very dull," but he continues on his route when the great salesman is forgotten. A shop talker is a certain failure, and feeling conscious of his weakness vainly endeavors to create the impression that he is a glorious success, but the successful salesman is not so easily deceived, and takes advantage of the weakness of his unwise competitor; quietly securing his customers without any noise. The shop talker is tiresome. What do you care about his immense sales? You rejoice, as every true man does, to learn of the success of another, but you expect to hear it from disinterested parties. Do not talk shop.

**Growth of American Wealth.**

The United States Census Bureau is now making arrangements for an elaborate study of the growth of wealth in the United States. Ever since the work of the census itself was actually over and the Bureau had really been placed upon a permanent basis, it has been steadily employed in investigating conditions as to state and municipal indebtedness in the various commonwealths. It is the first step in the elaborate investigation into the growth of public wealth which is to be undertaken. The statistician is laying plans for an enquiry which shall be more scientific and more inclusive than anything of the kind heretofore published. He wishes, first, to attack the question of classification of public wealth, and, if possible, to hit upon some better basis of what ought to be included in this category. To this end he is thinking of sending out a circular letter addressed to the economists throughout the country, particularly those who occupy college chairs, asking for their opinions on the best system for classifying public wealth.

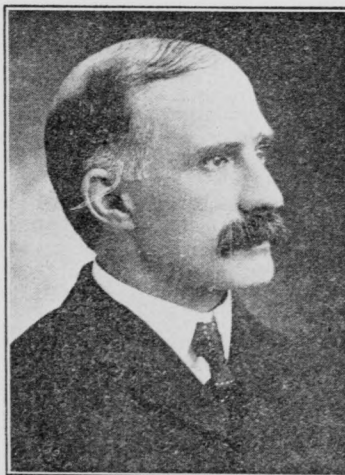
It is the guilty man who is always afraid of his "shadow."

**REPRESENTATIVE RETAILERS.**

Cassius L. Glasgow, the Nashville Hardware Dealer.

C. L. Glasgow was born on a farm near Jonesville, Hillsdale county, February 16, 1858. He is of Scotch parentage. His father came to Michigan before the railroads had entered the State. His education was received in the district schools and the Jonesville union school, finishing at Hillsdale College.

He remained on the farm until he decided to start life for himself, when he engaged to clerk in a hardware store in Jonesville. Later, getting the Western fever, he left his native State, bringing up, after several weeks of investigation, at Sioux City, Iowa, where he obtained employment in a wholesale hardware store as assistant book-keeper and billing clerk. This position he retained until called home a year later by the sickness of his mother. Being the



youngest and only unmarried member of his father's family, he was persuaded to remain in Michigan. In 1881 he went to Nashville and purchased the hardware business of C. C. Wolcott, which he has conducted with marked success to the present time.

In 1896 he added a furniture department to his business, which has also proved a success, his lines now comprising hardware, farm implements and furniture.

His unquestioned honesty and frank, open manner in the treatment of customers have won for him a host of friends and built up a large business and he is regarded as one of the brightest and best business men in Barry county.

He is an active working member in both the Masonic and Knights of Pythias fraternities.

He was born and raised a Republican and has always been a willing and energetic worker for the success of his party. He enjoys the confidence of all political workers, being known as a man who works for the party's good without thought of personal reward.

He has never been an office seeker in any sense of the term and has never held any office at the hands of the people aside from President of the village in which he lives, once by appointment and once by election without an opposing candidate. At the Senatorial convention recently held at Hastings, he was the unanimous choice of the delegates as their candidate for Senator from the Fifteenth district, comprising the counties of Barry and Eaton. As the district is overwhelmingly Republican, the nomination is practically equivalent to an election. As he is a man of excellent judgment and unusual tact, as well as a forceful and convincing speaker, his friends confidently expect to see him make a good record on the floor and in the committee rooms of the Senate.

Mr. Glasgow was married to Miss Matie C. Miller, of Jonesville, in 1881, after establishing himself in business at his present location.

Mr. Glasgow possesses a charming personality which naturally attracts and holds men. One can not come in contact with him without feeling that he is in the presence of a true gentleman. His aim is to do right, to stand for the right and to be kind to all. He does not preach to others, but he sets them an example. In an unostentatious yet magnetic manner he shows them the way. "One of the best and finest of men," say all, and a man with that reputation must have earned it.

A broken window pane may bring the doctor gain.

## The Livingston Hotel

Only three minutes' walk from Union Station.

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

## BUTTER EGGS POULTRY

We expect to double our sales of poultry this winter. Why? Because all our old shippers will stick to us and this advertisement will do the rest. We can handle your poultry as well as any one and better than many. We are headquarters for Eggs and Butter. Give us a trial. Prompt and honest returns. Reliable quotations.

Buffalo market compares favorably with all others.

**Rea & Witzig**

Commission Merchants in Butter, Eggs and Poultry

96 West Market Street, BUFFALO, N. Y.

References: Buffalo Commercial Bank, all Express Companies and Commercial Agencies. Established 1873

## Drugs--Chemicals

### Michigan State Board of Pharmacy

HENRY HEIM, Saginaw	Term expires
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. P. 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.

### Best Method of Making Aromatic Waters.

It is not intended in this paper to inform pharmacists of a new method for making aromatic waters, but to offer them an opinion on the best method in general use. Of three methods in mind, that involving the employment of precipitated calcium phosphate is most widely used, probably because recommended by the Pharmacopoeia; it is readily applied and yields a clear, strong solution of the respective oils. But, in the writer's experience, waters made by this process become somewhat musty and opalescent on standing.

Another method used to some extent is one in which purified talcum is used. Commercial talcum, freed from impurities according to the directions under "Talcum Purificatum" of the National Formulary, is the chemical to which reference is made.

The last of the three methods may be called the filter-paper method; the water being made by the exposure of the oil to distilled water by the aid of filter paper. The modus operandi is to drop the oil on a mass of picked or shredded filter paper, then to drop this oily paper into the required amount of warm distilled water contained in a bottle or jug, quickly stoppering. Set aside with frequent agitation, preferably during several days. When desired for use filter through a filter paper, properly folded, with the point resting in a pledget of absorbent cotton, placed in the neck of the funnel. The result will be a perfectly clear water of a clean, strong odor.

The object of this paper is to advise all pharmacists to use the last mentioned method.

Let us, however, consider the advantages and disadvantages of these several methods. The precipitated calcium-phosphate method has no advantage over the other methods in preparation, and leaves a water contaminated with traces, and often more than traces, of chloride and sulphate, as is proved by analysis. This is due to the calcium phosphate, as the commercial article is usually contaminated with these impurities. To readily obtain a clear filtrate more of the calcium phosphate is required and is used by many pharmacists than is directed by the Pharmacopoeia. Of course, the more impure the calcium phosphate used, the greater the contamination of the water. Purified talcum answers the purpose much better than the unpurified calcium phosphate, as all of the impurities, soluble and insoluble, have been removed; yet it involves a great amount of trouble to purify talcum, and the commercial article, like calcium phosphate, contains impurities, although not of the kind to cause as much trouble in the general use of aromatic waters.

But why should the pharmacist be bothered with even an occasional unsightly mixture due to the use of impure

calcium phosphate, or why should he be obliged to take the time to purify talcum to aid in the filtration of aromatic waters when there is no necessity for using these chemicals?

The filter-paper method will give a water with a cleaner and stronger flavor. Moreover, the flavor will last, and the product will not become musty as do the waters made by the other two methods.

While the writer was using the precipitated calcium-phosphate method there were many cases of annoyances resulting from the presence of the above mentioned impurities of the phosphate. Two or three of these are here specified:

On several occasions a physician ordered and waited for a mixture of equal parts of peppermint and lime waters. Upon mixing the two waters a flocculent precipitate formed; this was removed by filtration, but the precipitate continued to form. Meanwhile, the physician was out of patience.

Another case was of a prescription composed of:

Diuretin ..... ½ ounce.  
Peppermint water... 4 ounces.

A very heavy precipitate was caused; the mixture had to be thrown away. Diuretin costs \$1 per ounce!

Fowler's solution also causes a precipitate with the waters made with calcium phosphate.

Many other instances might be mentioned. Still, if there were only three, they should be sufficient to cause us to use the water which produces no incompatibilities.

H. A. Brown Dunning, Ph. G.

### Sued For Counter Prescribing.

Another druggist has been sued for counter-prescribing. It seems that a piano polisher in New York City had his finger lacerated, and on the way home stopped at a drug store for something with which to dress it. Two boys were behind the counter, and one of them gave him some carbolic acid. The next day the finger was perfectly white. Some days later the member had to be amputated at the second knuckle, and three days later still it was cut off entirely. Finally, gangrene set in, and the palm of the hand had to be operated upon. Sixteen weeks were spent put in a hospital, and the patient now says that he is unable to work and is forced to go about on crutches. He thinks \$10,000 little enough to remunerate him for the damages suffered. In this connection, however, it may be stated that a suit somewhat similar was dismissed a year ago in New York. Still, the present case is enough different to prevent the assumption that it will be disposed of in a similar manner.

### The Government License.

One of our New York contemporaries makes the statement in a recent issue that a United States liquor license must be taken out by every druggist. This is an error. We have before us a letter received from the Collector of Internal Revenue at Chicago, and he confirms our impression that a druggist need not take out a Government license unless he sells distilled spirits, wines, or malt liquors. The druggist has a perfect right, without a license, not only to use alcohol in making his tinctures and other medicines, but to reclaim alcohol used in the preparation of medicines without the payment of special tax either as retail liquor dealer or rectifier.

The more haste the longer you have to wait for the other fellow.

### Took Back All His Goods.

The druggists of three or four towns in Iowa have recently been having some sport with a member of the fakirs' fraternity. It all happened this way: One Frank, a purveyor of corn cure, called on the druggists and presented a "sure thing" proposition. The goods were to be sold for cash; a half-dozen men were to be put into the territory to take orders direct from the public and turn them over to the druggists; a vigorous campaign of newspaper advertising was to be conducted; and all the druggists would have to do would be to lie quiet and rake in the shekels. What a glorious prospect! After Frank had left the town of Decorah, however, it was accidentally discovered that he had not been near the newspaper offices at all. The druggists got a little suspicious and telephoned their brethren in the near-by towns. It was found that the same game had been worked through the whole district. Frank had sold the goods, got the cash for them, and skipped out. The Decorah druggists decided that they would have to do a little clever maneuvering if they caught the fellow, and so they telephoned to another town which had not yet been reached, notified the druggists of the situation, and asked that Frank be held when he made his appearance. By a little ingenious diplomacy Frank, when he did appear in the town, was kept on the ground until the arrival of one of the Decorah druggists accompanied by the sheriff. It all turned out very nicely. Frank was the most docile man imaginable. He thought the druggists were not treating him quite squarely, but he patiently took back all his goods, returned the money he had secured for them, paid the hotel bill which had previously escaped his memory, remunerated the sheriff for all his trouble and expense, and finally "stood treat" for a good supper!

### The Drug Market.

Opium—Is firm at unchanged price.

Morphine—Is steady.

Quinine—Is very firm at the last advance.

Cocoa Butter—The last Amsterdam auction sales were lower and prices have been reduced in this market.

Epsom Salts—Are very firm and an advance is looked for.

Menthol—Is higher in foreign markets and another advance is looked for.

Balsam Copaiba—Has advanced and is very firm.

Juniper Berries—Lower price is looked for, on account of new crop soon coming into market.

Oil Peppermint—Is very firm and advancing.

Oil Spearmint—Is very scarce and higher.

Oil Wormwood—Is in better supply and lower.

Oil Tanzy—Is scarce and advancing.

Linseed Oil—Is unsettled and tending lower.

### An Interesting Decision.

An interesting case has recently been passed upon by the Supreme Court of Indiana. It refers entirely to physicians, but will nevertheless prove readable to pharmacists. A regularly licensed and practicing physician had become the family doctor of one Charlotte M. Burk. She became dangerously ill and sent for her physician. The messenger informed the physician of the woman's dangerous illness, tendered him his fee in advance, and declared that no other doctor was procurable. With-

out offering any excuse whatever, the physician refused to respond to the call. Death resulted. The administrator of Miss Burk brought suit to recover \$10,000 for causing her death; but the court refused to decide against the defendant. The defendant, said the court, was under no common-law duty to respond to every call, and neither did the statute impose such a duty. "In obtaining the State's license (permission) to practice medicine, the State does not require, and the license does not engage, that he will practice at all, or on other terms than he may choose to accept. Analogies drawn from obligations to the public on the part of innkeepers, common carriers, and the like, are beside the mark." The court was doubtless right both in regard to the common-law duty and the effect of the statute, but it is also probably true that the statute might impose such a duty, and perhaps should do so.

### No Ginseng Boom Coming.

From the St. Louis Globe-Democrat.

There is no get-rich-quick possibility in the culture of ginseng root, according to the division of botany of the Agricultural Department at Washington. Recently Chinamen who have visited St. Louis have told in glowing terms of the rare financial remuneration to those engaged in this industry and shipping their goods to China. A letter was received from F. V. Coville, chief botanist at Washington, yesterday by the St. Louis Commission Company, in which Mr. Coville says the division of botany wishes to warn the public that, in addition to the legitimate traffic in seeds and live roots of ginseng, a boom in these products is under way based upon extravagant representations. One dealer, says the chief botanist, has been found to be selling as ginseng seed at \$3 per pound the seed of common turnip worth not over 20 cents per pound. It should not be forgotten, adds Mr. Coville in his letter, that the value of our exports of ginseng have in no year reached \$1,000,000, having been \$840,686 in 1897, \$638,446 in 1898, \$782,545 in 1899 and \$833,710 in 1900. Enormous increase in the amount of ginseng root produced will inevitably result in a decrease in selling price.

### Various Routes.

Some men take the poison route,  
While some jump in the lake;  
And others get a gun and shoot,  
And some gas treatment take.  
By cigarettes some get them hence,  
Some on the thin ice slide,  
While others go to more expense  
And take an auto ride.

## 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.

**FRED BRUNDAGE**

wholesale

**Drugs and Stationery**

32 & 34 Western Ave.,

MUSKOGON, MICH.



WHOLESALE DRUG PRICE CURRENT

Advanced—Oil Spearmlnt, Turpentine. Declined—Cocoa Butter.

Table listing various drugs and their prices, including sections for Acidum, Ammonia, Aniline, Balsamum, Cortex, Extractum, Ferru, Flora, Folia, Gummi, Herba, Magnesia, and Oleum. Each entry includes the drug name, quantity, and price.

Table listing various oils and chemicals and their prices, including Menthol, Morphia, Soda, Pyrethrum, and Zinc Sulph. Each entry includes the item name, quantity, and price.

Large advertisement for Hazeltine & Perkins Drug Co. featuring the word 'Drugs' in a large, stylized font. The text below reads: 'We are Importers and Jobbers of Drugs, Chemicals and Patent Medicines. We are dealers in Paints, Oils and Varnishes. We have a full line of Staple Druggists' Sundries. We are the sole proprietors of Weath-erly's Michigan Catarrh Remedy. We always have in stock a full line of Whiskies, Brandies, Gins, Wines and Rums for medical purposes only. We give our personal attention to mail orders and guarantee satisfaction. All orders shipped and invoiced the same day received. Send a trial order.' The company name and address 'Grand Rapids, Mich.' are prominently displayed at the bottom.

GROCERY PRICE CURRENT

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

Table with columns: ADVANCED, DECLINED. Items include Cheese, Handpicked Beans, Mackerel, Herring, No. 1 Whitefish, Family Whitefish, Some Brands Soap, Buckwheat Grits, Peanuts, Pepper Spice.

Index to Markets By Columns

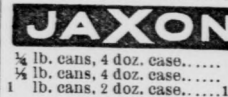
Index to Markets table listing various goods and their corresponding column numbers (A, B, C, D, F, G, H, I, J, L, M, N, O, P, R, S, T, V, W, Y).

Main price list table with columns 1, 2, 3, 4, 5. Includes categories like AXLE GREASE, CANDLES, CANNED GOODS, BEANS, BLUEBERRIES, BROOK TROUT, CLAMS, CLAM BOUILLON, CORN, FRENCH PEAS, GOOSEBERRIES, HOMINY, LOBSTER, MACKEREL, MUSHROOMS, OYSTERS, PEACHES, PEARS, PEAS, PINEAPPLE, PUMPKIN, RASPBERRIES, RUSSIAN CAVIAR, SALMON, SHRIMPS, SARDINES, STRAWBERRIES.

Table 3: SUCCOTASH, TOMATOES, CARBON OILS, CHEESE, CHEWING GUM, CHICORY, CHOCOLATE, CLOTHES LINES, COTTON VICTOR, COTTON WINDSOR, COTTON BRAIDED, GALVANIZED WIRE, COCOA, COCOA SHELLS, COFFEE, COCONUT, COCOA BUTTER.

Table 4: DWINELL-WRIGHT CO.'S BRANDS. Includes an image of a 'WHITE HOUSE MOCHA AND JAVA' tin.

Table 5: SWEET GOODS-BOXES. Lists various confectionery items like Assorted Cake, Belle Rose, Bent's Water, Cinnamon Bar, Coffee Cake, Cocoa Nut Macaroons, Cream Crisp, Currant Fruit, etc.





6

Table of goods including Pearl Barley, Peas, Rolled Oats, Steel Cut, and Grits.



Table listing various flour brands like Ball-Barnhart-Putman's Brand and Diamond, along with prices.

Table of Cotton Lines and Linen Lines with specifications and prices.

JAXON Highest Grade Extracts advertisement with logo and product list.

COLEMAN'S EXTRACTS advertisement with logo and product list.

JENNINGS'S advertisement with logo and product list.

Table of Folding Boxes, Taper Bottles, Full Measure, and Fly Paper.

Table of Fresh Meats including Beef, Pork, Mutton, and Lamb.

7

Table of GELATINE, GRAIN BAGS, and GRAINS AND FLOUR.

Table of Spring Wheat Flour and other flour brands.

Table of Meal, Feed and Millstuffs, and Oats.

Table of Herbs, Indigo, Licorice, and Lye.

Table of MEAT EXTRACTS, MOLASSES, and MUSTARD.

Table of OLIVES and PIPES.

Table of Clay and other miscellaneous items.

8

Table of PICKLES, Medium, Small, and PLAYING CARDS.

Table of POTASH and PROVISIONS including Barreled Pork.

Table of Dry Salt Meats and Smoked Meats.

Table of Sausages, Beef, and Pigs' Feet.

Table of Casings and Uncolored Butterine.

Table of Canned Meats and RICE.

Table of Domestic items including Carolina head and Carolina No. 1.

Sutton's Table Rice, 40 to the bale, 2 3/4 pound pockets.

9

Table of Imported goods including Japan, No. 1 and No. 2.



Best grade Imported Japan, 3 pound pockets, 33 to the bale.

Table of SALAD DRESSING and SALES RATUS.

Table of SAL SODA and SALT.

Table of Diamond Crystal and common grades.

Table of Warsaw and Ashton goods.

Table of Higgins and Solar Rock goods.

Table of Common goods and Salt Fish.

Table of Hallbut and Trout goods.

Table of Mackerel goods.

Table of Herring goods.

Table of Whitefish goods.

Table of Holland white hoops and other goods.

Table of Kingsford's Corn and Kingsford's Silver Gloss.

Table of Common Gloss and Kingsford's Corn.

Table of Kingsford's Silver Gloss and Common Gloss.

10

Table of SEEDS including Canary, Smyrna, and Cardamom.

Table of SHOE BLACKING and SOAP.



Table of Single box and 10 box lots of soap.

Table of JAXON Soap brands including Dusky Diamond and Jap Rose.

Table of JAXON Soap brands including White Russian and Dome.

Table of JAXON Soap brands including Acme and Master.

Table of JAXON Soap brands including Proctor & Gamble and Lenox.

Table of JAXON Soap brands including Ivory and Search-Light Soap.

Table of JAXON Soap brands including Good Cheer and Old Country.

Table of JAXON Soap brands including Sapollo and Kegan.

Table of JAXON Soap brands including Snuff and French Kappes.

Table of JAXON Soap brands including Whole Spices and Cassia.

Table of JAXON Soap brands including Nutmegs and Pepper.

Table of JAXON Soap brands including Pure Ground In Bulk and Allspice.

Table of JAXON Soap brands including Cassia, Saigon, and Cloves.

Table of JAXON Soap brands including Mace and Nutmegs.

Table of JAXON Soap brands including Mustard and Pepper.

11

Table of Common Corn and SYRUPS.

Table of Pure Cane and Fair Good Choice.

Table of STOVE POLISH and SOAP.



Table of Domino and Cut Leaf sugar.

Table of Crushed, Cubes, and Powdered sugar.

Table of XXXX Powdered and Fine Granulated sugar.

Table of 2 lb. bags Fine Gran and 5 lb. bags Fine Gran.

Table of Diamond, Scotch Family, and Cuba sugar.

Table of Jaxson Diamond, Jap Rose, and Savon Imperial.

Table of White Russian, Dome, and Satinet sugar.

Table of White Cloud, Lantz Bros., and Acme sugar.

Table of Jaxson Master, Proctor & Gamble, and Lenox sugar.

Table of Ivory, Search-Light Soap, and Good Cheer sugar.

Table of Old Country, Sapollo, and Kegan sugar.

Table of Snuff, French Kappes, and Whole Spices.

Table of Cassia, Nutmegs, and Pepper sugar.

Table of Pure Ground In Bulk, Allspice, and Cassia.

Table of Saigon, Cloves, Mace, and Nutmegs.

Table of Mustard, Pepper, and Kingsford's Corn.

12

Table of Common Gloss and Kingsford's Corn.



12

Table with 2 columns: Item Name and Price. Includes Lubetsky Bros. brands, Fine Cut, Plug, Smoking, TWINE, VINEGAR, WASHING POWDER, WICKING, WOODENWARE, BASKETS, CLOTHES PINS, EGG CRATES.

13

Table with 2 columns: Item Name and Price. Includes Faucets, Mop Sticks, Falls, Toothpicks, Traps, Wash Boards, Window Cleaners, Wood Bowls, WRAPPING PAPER, YEAST CAKE, FRESH FISH, HIDES AND PELTS, CANDIES.

14

Table with 2 columns: Item Name and Price. Includes Mixed Candy, Grocers, Competition, Special, Conserves, Royal, Ribbon, Broken, Cut Leaf, English Rock, Kindergarten, Bon Ton Cream, French Cream, Dandy Pan, Hand Made Cream, Crystal Cream-Mix, Fancy-In Pails, Champ. Crys. Gums, Pony Hearts, Fairy Cream Squares, Fudge Squares, Peanut Squares, Sugared Peanuts, Salted Peanuts, Starlight Kisses, San Blas Goodies, Lozenges, plain, Lozenges, printed, Champlon Chocolate, Kelpice Chocolates, Quintette Choc., Gum Drops, Moss Drops, Lemon Sours, Imperials, Ital. Cream Opera, Ital. Cream Bonbons, 20 lb. pails, Molasses Chews, 15 lb. pails, Golden Waffles, Fancy-In 5 lb. Boxes, Lemon Sours, Peppermint Drops, Chocolate Drops, H. M. Choc. Drops, H. M. Choc. Lt. and Dk. No. 12, Gum Drops, Licorice Drops, Lozenges, plain, Lozenges, printed, Imperials, Mottos, Cream Bar, Molasses Bar, Hand Made Creams, Cream Buttons, Pepp. and Wint., String Rock, Wintergreen Berries, Caramels, Clipper, 20 lb. pails, Perfection, 20 lb. pils, Amazon, Choc. Cr'd, Korker 2 for 1c pr bx, Big 3, 3 for 1c pr bx, Dukes, 2 for 1c pr bx, Favorite, 4 for 1c, bx, AA Cream Car's 3lb, FRUITS, Oranges, Florida Russett, Florida Bright, Fancy Navels, Extra Choice, Late Valencias, Seedlings, Medt. Sweets, Jamaica, Rod, Lemons, Verdell, ex fcy 300, Verdell, fcy 300, Verdell, ex chco 300, Verdell, fcy 360, Gall Lemons, 300, Messinas 300s, 3 50@4 50, Messinas 300s, 3 50@4 50, Bananas, Medium bunches, 1 50@2 00, Large bunches, Foreign Dried Fruits, Figs, Californias, Fancy, Cal. pkg, 10 lb. boxes, Extra Choice, Turk., 10 lb. boxes, Fancy, Trkr., 12 lb. boxes, Pulled, 6 lb. boxes, Naturals, in bags, Dates, Fards in 10 lb. boxes, Fards in 60 lb. cases, Hollow, lb. cases, new, Sairs, 60 lb. cases, NUTS, Almonds, Tarragona, Almonds, Iyca, Almonds, California, soft shelled, Brazils, Roasted, Fiberts, Walnuts Grenobles, Walnut, soft-shelled, California No. 1, Table Nuts, fancy, Pecans, Med., Pecans, Ex. Large, Pecans, Jumbos, Hickory Nuts per bu., Ohio, new, Coccanuts, full sacks, Chestnuts, per bu., Peanuts, Fancy, H. P., Suns, Roasted, Choice, H. P., Jumbo, Choice, H. P., Jumbo, Roasted, Span. Shld No. 1 n/w

15

Table with 2 columns: Item Name and Price. Includes STONEWARE, Butters, Churns, Milkpans, Fine Glazed Milkpans, Stewpans, Jugs, Sealing Wax, LAMP BURNERS, MASON FRUIT JARS, With Porcelain Lined Caps, LAMP CHIMNEYS-Seconds, Anchor Carton Chimneys, First Quality, XXX Flint, Pearl Top, La Bastie, Rochester, Electric, OIL CANS, LANTERNS, LANTERN GLOBES, BEST WHITE COTTON WICKS, COUPON BOOKS, Coupon Pass Books, Credit Checks, Steel punch.

You'd Better Hurry



and send an order for a supply of

STANDARD BUD OYSTER CRACKERS

before the demand gets too great We will ship them the same day the order is received. We guarantee the quality of these crackers to be superior to any on the market.

E. J. Kruce & Co.

Detroit, Mich. Not in the Trust.

Our Catalogue is "Our Drummer"

It lists the largest line of general merchandise in the world.

It is the only representative of one of the six largest commercial establishments in the United States.

It sells more goods than any four hundred salesmen on the road - and at 1-5 the cost.

It has but one price and that is the lowest.

Its prices are guaranteed and do not change until another catalogue is issued. No discount sheets to bother you.

It tells the truth, the whole truth and nothing but the truth.

It never wastes your time or urges you to overload your stock.

It enables you to select your goods according to your own best judgment and with freedom from undue influence.

It will be sent to any merchant upon request. Ask for catalogue J.

Butler Brothers 230 to 240 Adams St., Chicago

We Sell at Wholesale only.



**The Unsuccessful Experiment of Jimmy's Brothers.**

One of the passengers on a tramp steamer that left New York last week for Southampton, England, was a disconsolate, disgruntled young Irishman named Jimmy. He had come over about nine months ago to conquer America, and had not succeeded.

If I remember rightly, I have published something about this young fellow before. His older brothers came over here several years ago and started a grocery store. They were successful, and Jimmy got such a longing to come after them and get in the swim, too, that he pestered them to death with letters, and finally they sent him his passage money.

The brothers needed a new man in the store anyway, and they thought they could fit Jimmy into the vacant space as well as anybody.

So Jimmy came over, raw but confident, and went straightway to work as roustabout in his brothers' grocery. The store, incidentally, was in a large Eastern city, and of fair importance for a local stand.

The brothers gave Jimmy nine months' trial, and had to send him home again, because he was a nuisance. He got them into all sorts of snarls.

One of these men told me a few things about Jimmy's vagaries last week. Even as a boy, he said, he was always a self-opinionated cub—thought he knew more than anybody else and full of wild schemes for doing things different from anybody else.

He was the same Jimmy when he entered his brothers' grocery store. As soon as he had got the raw soil of old Ireland brushed off him, and had begun to feel at home, the same old characteristics began to bubble up.

Jimmy was the most independent individual with his brothers' customers you ever saw. One day a fussy old spinster, who bought a lot herself and had influence with a good deal more—a good thing, she was—sent back a roast of veal that she said was tainted. Jimmy was alone in the store at the time, and as he had noticed that his brothers were a good deal too truckling in their treatment of customers, he resolved to put the store on record in the right way.

So he sent the roast back with a curt message, and the brothers had a deuce of a time smoothing the old lady over.

Jimmy got one peach of a roast for that, but one roast can not change a leopard's spots.

Another time he was in the store one Sunday morning when another good customer who had forgotten to order the day before, sent up to know whether he would not please let her have a can of tomato soup as a special favor.

Jimmy sent back word that no, he wouldn't; they didn't sell goods on Sunday.

That made an awful time, too. The lady in question had company for Sunday dinner, and soup was the one thing needful. She got white-hot when she was refused it, and raised an awful stew with the older brothers the next morning.

This woman refused to be pacified and left. Jimmy got it in the neck again, but by this time he was feeling perfectly at home in the store and did not mind it.

He felt that the store needed reforming, and that he was the man to do it.

Well, Jimmy had his brothers up against it all the time. He had never learned—and never could have learned,

in fact—that it is necessary for a grocer to take sass from customers sometimes. When a woman got lippy in the store over some goods she had not liked, Jimmy would get lippy, too. He would fling his Hibernian repartee back at her until she got green in the face.

And his brothers could not educate him out of that—Jimmy enjoyed a verbal scrap better than his meals, and it only needed a touch to set him going.

Once I heard an irate boarding-house keeper kicking about something in the store. Jimmy's conciliatory remark was: "Why don't ye buy good stuff, mum? Ye buy the cheapest there is—what d'ye expect? Sure ye can't get silk fur the price of cotton."

Imagine how soothing that was to a customer who had, or thought she had, a good kick.

Well, to make a long story short, the brothers soon got their little stomachs full, and Jimmy was notified that he had to go home. He did his best to show his brothers that the store had really not been a store at all until he came, but they seemed obtusely unable to see it, and the disconsolate Jimmy had his ticket bought for him and was packed off to New York in post haste.

And now the brothers are canvassing hotly for business, and their slogan is, not good goods or good service; but:

"Jimmy's gone, mum."—Stroller in Grocery World.

**The American Tin Industry.**

In 1893 the United States Geological Survey gave the information that there had been produced in this country up to date 162,000 pounds of tin, valued at \$32,400. This was, of course, a very puny amount of tin compared with what this country requires, but it was hailed by the American tin enthusiasts as a great beginning that was very soon to increase into a sufficient supply for all the United States. This hope was doomed to swift and complete disappointment. There is tin in the Black Hills, probably a great deal of it, but so badly scattered that it costs more to mine it than it is worth. In the year 1893 the total tin product of the United States was only 8,938. That year saw the collapse of this industry and ever since 1893 there has been in each annual report of our mineral production the dismal record, "tin, none." About \$20,000,000 was invested in efforts to make the tin industry "go" in this country. If there had been anything in it this amount of money would have established the tin industry here. But the tin fields in the Black Hills have been deserted. The machinery set up there at the cost of millions is rusting out and is now almost worthless, even as junk.

**Supply and Demand.**

A rich man sat him down one night to dine;

Rare was his food, superb his price—less wine.

A poor man, hungry, lurked without the gate,

And craved a crumb from off the rich man's plate.

Yet neither rich nor poor man ate that night;

One had no food; one had no appetite.

Sam S. Stinson.

It is the polished villain who beats the bootblack out of his fee.

**The Imperial Gas Lamp**

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

The Imperial Gas Lamp Co.  
206 Kinzie Street, Chicago



**For Sale**

One of the largest and finest photograph studios in Chicago. Located in prominent theatrical building on West Side. Best operators, printers and finishers that money can hire; largest operating rooms, finest reception, printing and finishing rooms fitted with all modern improvements. Latest and most successful methods. Steam heat, electric and gas light. Long lease. \$93 per month. Receipts, \$125 per week. Busy season more than double. Price, \$1,800 cash. This will bear closest investigation. Address

A. M. Barron,  
Station A, South Bend, Ind.

**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.

**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.

**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.

**300 Per Cent. Increase**

In your Rice sales by selling these



**Pocket Rices**

2 1/2 lbs.



Large Grain Carolina

Retail 25c

3 lbs.



Choicest Imported Japan

Retail 25c

20 minute recipe on each pocket.

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.



**The Grain Market.**

Wheat, owing to several causes, cut loose from both corn and oats and went up the ladder alone. Cash winter wheat gained 2c since last week, while December options advanced 1 1/2c. The visible increase was small—less than half a million bushels. Exports are fair. Receipts at initial points are way below last year. The estimate of the present crop is about 100,000,000 bushels less, besides the damage by wet weather will further reduce the crop. Good wheat will be looked after, as all the millers are looking only for the better quality. There is plenty of low grade wheat, but that is not fit for any miller to use if he wants to hold up his grade of flour. There is less wheat in sight than there has been for several years, besides farmers are in such condition that they do not have to sell their wheat, as other products are bringing them a good price and they are holding their good wheat for an advance. They have disposed of the poor wheat before this. Our visible to-day is 12,000,000 bushels less than last year, being only 26,000,000 bushels, against 38,000,000 bushels last year. In England, as well as on the continent, the complaint is too much damp and wet weather, and the wheat is being spoiled in the fields, so we do not look for any lower markets at present.

Corn, owing to the fine sunshine during the last week, has settled back in price fully 2c. The Government crop report also helped to reduce the price, as the estimate was 2,100,000,000 bushels merchantable corn. Should this be true, corn is too high. All depends on the weather conditions. We certainly shall have corn enough, providing we have favorable weather from now on. The visible in corn declined 534,000 bushels, which leaves only 2,541,000 bushels in sight, against 13,414,000 bushels last year. There is considerable being shipped East to the New England States from Chicago, which leaves Chicago with only 1,000,000 bushels on hand. It will not take very long to ship that out and then the question arises, Where is the corn to come from?

Oats only increased 8,000 bushels, which is something very unusual, taking the large crop that has been harvested into consideration. The demand has been quite brisk and all offerings of oats were taken promptly. The visible increase for the last four weeks was from 1,000,000 to 1,500,000 bushels per week, and why this all stopped at once seems to be a conundrum. The farmers may be in more of a selling mood in the near future. However, as the visible is nearly 1,000,000 bushels more than a year ago, there will be plenty of oats and no advance in price.

Rye made a feeble spurt of 1c per bushel, notwithstanding the market is slow, with no snap, so there is not much show of very much advance.

Beans have been very steady, owing to the partial failure of the crop. Beans will be high unless importers ship them in, the same as they did eight years ago when the late Wm. T. Lamoreaux was dubbed the Bean King. I consider \$2.40@2.45 for cash lots rather high.

Flour remains steady, with a strong upward tendency and the enquiry is good. Prices are firm, both local as well as domestic.

Mill feed is still held firm in price and it looks as though present prices will remain as the demand is fully up to the supply.

Receipts of grain have been as follows: wheat, 63 cars; corn, 2 cars; oats, 6 cars; flour, 2 cars; beans, 2 cars; potatoes, 1 car.

Mills are paying 60c for wheat.  
C. G. A. Voigt.

**Can?**

- Can a saw-buck?
- Can a chimney smoke?
- Can a monkey-wrench?
- Can a horse-fly or a horse-fiddle?
- Can a cow-slip or a bed-spring?
- Can a chocolate-drop or a buck-saw?
- Can corn-stalk?
- Can butter-fly?
- Can wood-box?
- Can clothes-line up?
- Can a horse-shoe tobacco?
- Can a cake-walk or a sheep-tick?
- Can butter-milk or cats-paw?
- Can fire-shovel, stove-pipe jack-snipe, carpet-stretcher or a fish-hook?
- Can a bed-rock, a spring "creak," a codfish-bawl, a cat fish, a ginger-snap, a rail-fence, a railroad tie or a banana "peal"?
- Can a cross?
- Can a dragon-fly?
- Can a brick-walk?
- Can a newspaper-press?
- Catydid! Well, anyhow a catkin!
- How would a crash-suit?
- But isn't the weather-vane?
- Well, well, well! Fare-well!

**Stingy and Narrow-Minded.**

Her husband's brother had through his own efforts become very rich. "Now," he said, "I will do something for her and the children. I am under no obligation to them, but they are poor and I feel that it will be no more than right for me to help them."

Therefore he bought a comfortable home for them and gave her the deed. Then he took her to the furniture stores and they secured carpets, beds, chairs, and other things that were necessary to make them comfortable and he paid for them, after which he went about his own affairs rejoicing.

She sat in her new home, with her hands clasped in her lap and a sad look on her face.

"What is the trouble?" her neighbor asked.

"I was thinking of the selfishness and meanness of some people," she sorrowfully replied. "Think of all the money he has. Yet he is too stingy, too narrow-minded even to give us a piano."

**Business Wants**

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

**BUSINESS CHANCES.**

**WE SELL FARMS, RESIDENCES OR** business property for cash. Your property can be sold, no matter where located. send us good description and price asked and get our successful plan. If you have a photograph of your property send it along with the description and price asked. If you want to dispose of your property quickly let us try to sell it for you. Notice a few bargains below:

No. 69—A Big Bargain. A stock of general merchandise, invoicing about \$8,000, located on Blue River in Kansas; also store building 48x48; double store, with part two stories. Price for building \$2,600. Write us for full description and price. Best of reasons for selling.

No. 1101—Worth the money. A nice, neat grocery, flour and feed store, good fixtures and delivery wagons; will invoice \$4,000 to \$4,500; business good; sales per year, \$25,000. Room where stock is kept, 25x90. Rents for \$15 per month. Also an 8 room residence with good barn, coal house and other improvements; up-to-date; water and electric light in house; blue grass lawn; 4 lots 200 by 150. Price on residence property, \$2,000. Write us for more complete description, as this is a bargain.

No. 1102—A good home at a bargain. A house and 8 lots in Smith county, Kansas, on the Salmon River; price \$1,600, \$800 down and balance plenty of time if good security; 8 room house, good barn, chicken house and yard; plenty of all kinds of fruit trees, bearing pears, peaches, apricots, also grapes, strawberries and raspberries; plenty good water, with wind mill; water piped to barn; a good cave and all other improvements first class. Write us for more complete description.

If you want to buy any kind of property write us. We have anything you want and anywhere most that you want it. You will find our ad in most all the leading papers in the United States. Great American Real Estate Co., P. O. Box 104, Mankato, Kansas. 785

**FOR SALE—CASH GROCERY BUSINESS** in town of 1,000; splendid opportunity; stock will invoice about \$700; owner has other business and must sell at once. Address No. 783, care Michigan Tradesman. 783

**FOR SALE—A CLOTHING, HAT AND** furnishing goods stock in small town; doing \$11,000 business; rent, \$200 a year; amount of stock and fixtures, about \$5,000, which will be sold for 55 cents on the dollar; good reasons for selling; no traders need write. M. J. Rogan, 19 Kanter Bldg., Detroit. 782

**FOR SALE—TWO BUSINESS BUILDINGS** in best location in town; cost \$3,800; also a stock of men's furnishing goods and shoes in first-class condition; will invoice \$3,000; if taken with in 30 days both can be bought for \$4,500 cash. Real estate will have a big advance here before next spring. For further particulars address Box 343, Munising, Mich. 781

**SPLENDID MANUFACTURING PLANT;** experienced business men with capital can have immediate possession with stock taken. Address Box 253, Hastings, Mich. 780

**CIGAR AND GROCERY SALESMEN** to sell our cigar slot machine, as side line; sells on sight to every cigar and grocery store; big profits; write to day. Michigan Novelty Co., Vicksburg, Mich. 779

**FOR SALE—DRUG STOCK IN ONE OF** the best business towns in Western Michigan; good chance for a physician. Enquire of No. 778, care Michigan Tradesman. 778

**FOR SALE—BEST DRUG STOCK IN** Northern Indiana; invoices about \$800. Address No. 777, care Michigan Tradesman. 777

**FOR SALE FOR CASH, NO TRADES, GEN-** eral store; all new goods less than 1 year old; stock and fixtures invoice about \$5,000; sales \$50 per day; must sell at once; other business reason for selling. Address P. O. Box 15, Beaman, Iowa. 776

**FOR SALE—SMALL STOCK GENERAL** merchandise, about \$1,200; a bargain for someone; can lease store if desired. Apply 482 Washington Ave., Muskegon, Mich. 784

**FOR SALE—200 10 PER CENT, PREFERRED** stock shares in an incorporated mercantile company now on a solid paying basis, or will trade for merchandise; good position to buyer if he wishes it. For further particulars address Baker Mercantile Co., Nashville, Mich. 788

**WANTED—SECONDHAND GROCERY DE-** liver wagon. H. B. Outwater, Cass City, Mich. 789

**FOR SALE—STOCK OF MEN'S FURNISH-** ings and shoes; new goods; suburban town 1,800; good business; best reasons for selling; excellent chance, young man. Address Box 333, Plymouth, Mich. 790

**FOR SALE—A STOCK OF DRUGS AND** patent medicines, cigars and confectionery in one of the best fruit and grain sections in Michigan. Stock all new, clean and salable, no dead stock; invoice about \$1,800; will discount. Sickness reason for selling. Address No. 774, care Michigan Tradesman. 774

**EXCHANGE—GOOD STOCK AND FRUIT** farm of 156 acres, free and clear, located near Lowell; want a general stock of merchandise. Address Chas. K. Mercer, Widdicombe Building, Grand Rapids. 741

**FOR SALE—STOCK OF GROCERIES AND** furnishing goods. Good reasons for selling; located in small town in Central Michigan. Address M. & S., care Michigan Tradesman. 770

**WANTED—QUICK MAIL ORDERS.** Overstocked; must keep the factory running; telescopes, suit cases, whips; low prices. For special discounts and illustrated descriptive list address Olney Telescope & Harness Co., Box 155, Olney, Ill. 769

**FOR SALE OR TRADE—FOR LAND OR** merchandise, a store or lot in good town in Northern Iowa; store 22x100 feet; first-class shape. Address C. C. W., 136 5th Ave., Clinton, Iowa. 768

**WANTED—STOCK OF GENERAL MER-** chandise for cash; must be cheap to be removed. Address Reval, 221 Fifth Ave., Chicago, Ill. 767

**CHOICE 60 ACRE FARM IN EMMET** COUNTY for sale or exchange for merchandise. Lock Box 2-0, Cedar Springs, Mich. 766

**FOR SALE—OLD ESTABLISHED DRUG** business at 617 South Division street, Grand Rapids. Reason for selling, must retire on account of sickness. Enquire or address above location. 771

**FOR SALE—DRUG STORE IN MICHIGAN** town of 10,000 population; invoices about \$1,600; cash sales over \$400 a month; will sell at a bargain. Address No. 775, care Michigan Tradesman. 775

**WANTED FOR CASH—LUMBER OF ALL** kinds; also shingles and lath. Will contract mill cuts. Belding-Hall Mfg. Co., Belding, Mich. 764

**FOR SALE—GROCERY AND MARKET** doing good business; one of the best locations in East Saginaw; good opportunity; expenses low; best reason for selling; investigate. Address No. 76, care Michigan Tradesman. 761

**FOR SALE—THE BEST PAYING GRO-** cery business in the best town in Michigan, doing strictly cash business; no credit; stock will invoice about \$1,600 and in elegant condition; reason for selling, have other business that needs attention. Address Grocer 129, Colfax avenue, Benton Harbor, Mich. 760

**FOR SALE—\$5,000 STOCK OF GENERAL** merchandise; stock, with exception of a few shoes and groceries, all new within last six months; can be reduced to suit purchaser; located in hustling town of 600 in the best farming section in Central Michigan. Good reasons for selling. Address No. 759, care Michigan Tradesman. 759

**FOR SALE—DRUG STOCK AND FIX-** tures; only one in good prosperous town on railroad; good business; stock about \$1,200; cash, no trades. Address George, care Hazeltine & Perkins Drug Co., Grand Rapids, Mich. 671

**FOR SALE—A STOCK OF GROCERIES,** hardware and other merchandise amounting to \$2,000 will be sold at a bargain for cash. This stock formerly belonged to Palmeter & Pratt, of Ashley, and was assigned to me by them for the benefit of their creditors. For particulars write to Chas. H. Smith, Trustee, Saginaw, Mich., care Wm. Barie Dry Goods Co. 757

**FOR SALE—DRUG STOCK, INVOICING** \$300; only drug stock in town; sales last year, \$2,900; good reason for selling. Address 754, care Michigan Tradesman. 754

**WANTED—STOCK OF MERCHANDISE** for improved Iowa farm. Want to get into business and will exchange on right basis and give good bargain. No traders need answer. Address No. 763, care Michigan Tradesman. 763

**FOR SALE—BRICK STORE BUILDING, 22** x60 feet, with frame addition on back, 22x40 feet, two stories, with living rooms above. For particulars address J. L. Farnham, Mancelona, Mich. 707

**FOR SALE—A GOOD FIRST-CLASS 10** horse livery; only one in town of 900; good trade and everything in good order. Address Philip Taylor, Saranac, Mich. 636

**HOW TO WIN ON THE NICKEL-IN-THE-** slot game of chance machines. Send stamp for sample of slugs or check s. H. Morris, 1133 Bellevue Ave., Detroit, Mich. 756

**FOR SALE—FIRST-CLASS, EXCLUSIVE** millinery business in Grand Rapids; object for selling, parties leaving the city. Address Milliner, care Michigan Tradesman. 507

**SAFES—NEW AND SECOND-HAND FIRE** and burglar proof safes. Geo. M. Smith Wood & Brick Building Moving Co., 376 South Ionia St., Grand Rapids. 321

**FOR SALE—\$1,700 DRUG STOCK AND FIX-** tures; can be bought at great discount for cash. Address P. O. Box 222, Saginaw, Mich. 674

**FOR SALE—HOME IN FLORIDA; FOUR-** teen acres, eight acres bearing orange trees; good buildings; good neighbors; near railroad; healthy location; will sell for \$3,000 cash or take clean stock of merchandise (Northern Michigan or Wisconsin preferred) in exchange. Address No. 672, care Michigan Tradesman. 672

**FOR SALE—DRUG STOCK AND FIXTURES,** invoicing about \$2,000. Situated in center of Michigan Fruit Belt, one-half mile from Lake Michigan. Good resort trade. Living rooms over store; water inside building. Rent, \$12.50 per month. Good reason for selling. Address No. 334, care Michigan Tradesman. 334

**I WANT TO BUY SOME KIND OF BUSINESS** and residence (not connected); what have you to offer? Give full description and price. A. M. Barron, Station A, South Bend, Ind. 745

**I HAVE SOME REAL ESTATE IN GRAND** Rapids. Will trade for a stock of general merchandise. Address No. 751, care Michigan Tradesman. 751

**FOR SALE OR EXCHANGE FOR FARM** property in or near Kent county—A good clean stock of general merchandise and fixtures invoicing about \$4,500. Stock consists of dry goods, groceries, men's furnishing goods and crockery. Located in good lake port town of 25,000. The true reason for selling given on application. Address No. 731, care Michigan Tradesman. 731

**DRUG STOCK FOR SALE IN A GOOD** live town of 1,500; will invoice about fifteen hundred dollars. Reason for selling, other business. Address No. 738, care Michigan Tradesman. 738

**WILL PAY SPOT CASH FOR STOCKS** of dry goods, boots and shoes, hardware, furniture or groceries. Lock Box 74, Ypsilanti, Mich. 715

**HARD TO FIND—A FIRST CLASS DRUG** store in city of 50,000 people in Michigan for sale. Best of reasons for selling. Address Mrs. B., Room 801, 37-9 Broadway, New York City. 694

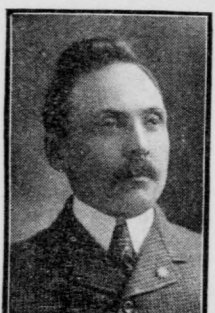
**MISCELLANEOUS**

**WANTED—REGISTERED PHARMACIST;** give references. Address Drugs, care Carrier No. 18, Grand Rapids. 787

**WANTED—REGISTERED ASSISTANT** pharmacist or person with at least two years' experience; good references required. Address C. E. Van Every, Kalamazoo, Mich. 786

**HELP WANTED—AN EXPERIENCED** young man in dry goods and clothing; must be an up-to-date decorator and a good salesman; state age, whether married or single, and wages expected. B. Cohen, Northville, Mich. 753

**Merchants**



Will you close out or reduce your stocks of merchandise? If so, our New Idea Sale does it without loss. We have a style of advertising which is distinctly our own and which draws an immense crowd to your store, people who have never been there before. We take sales on a commission basis, you to set your own price on the goods we are to sell and we dispose of odds and ends at the beginning of the sale. Write us for full particulars or call on us while you are in the city. Remember that we also buy and sell store fixtures or take them on consignment.

**C. C. O'NEILL & CO.**  
Special Salesmen and Auctioneers  
256 Dearborn St., Suite 408-9  
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