

MICHIGAN TRADESMAN

Twentieth Year

GRAND RAPIDS, WEDNESDAY, OCTOBER, 22, 1902.

Number 996

Do You SAVE a Dollar?

Then put that one where it will make more dollars.
I have made other people's dollars earn seven per cent. on investments, and some FOUR HUNDRED per cent. on speculations and investments combined.
Write me and I will tell you how.

Martin V. Barker
Battle Creek, Michigan

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. McCURONE, 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.

CURRIE & FORSYTH,

1023 Michigan Trust Bdg.
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.

Commercial Credit Co., Ltd.

Widdicomb Building, Grand Rapids
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We furnish protection
against worthless accounts and collect all others.

William Connor Co.

Wholesale Ready-Made Clothing

Men's, Boys', Children's

Sole agents for the State of Michigan for the

S. F. & A. F. Miller & Co.'s

famous line of summer clothing, made in Baltimore, Md., and many other lines. Now is the time to buy summer clothing.

28-30 South Ionia Street
Grand Rapids, Mich.

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CIRCULAR MOTION WITH STEAM.

Even those persons who have a superficial knowledge of the steam engine know that it operates by admitting steam into a hollow cylinder in which is a piston, arranged to move back and forth either horizontally or perpendicularly. When steam is admitted to one end of the cylinder it shoves the piston to the other end. Then steam is let in to that end when it shoves the piston back to the point from which it started. Thus is produced a back-and-forth motion, which is converted into a circular movement by the intervention of cranks after the manner of those of an ordinary windlass. All mechanical engineers know that both speed and power are lost by the use of the methods described. When the piston reaches the end of its stroke it comes to a dead stop before it starts back on its return thrust. Thus is sacrificed a great deal of time. It is also known that the crank is not equal and uniform in the power it exerts, for there are positions in which it comes where it has no pulling or pushing force, while there are others of its positions where it exerts its greatest power.

In hundreds of years it has been found impossible to get rid of these difficulties, although they are known to every engineer. They all realize that if a direct circular or rotary motion could be got by means of steam without the aid or intervention of the piston or the crank an immense advantage would be gained. This was done two thousand years ago by a Greek Egyptian named Hero or Heron; but although he succeeded in forcing the steam to produce at once a rotating movement, the loss of power was so great that it destroyed all the advantage attained. Within a few years past the problem of direct application of steam to produce a rotary movement and power has engaged the attention of mechanicians, and it is claimed that entire success has been attained. This contrivance is known as the steam turbine, and is constructed upon the principle used in the water turbine, in which a stream of swiftly running water, rushing through a screw-shaped channel in a hollow wheel, communicates to it a rotary motion. By a similar contrivance, steam is made to

rotate a shaft which operates machinery of any description, as it is claimed, with great power and swiftness.

Figures presented at the recent meeting of the British Association give some idea of the inroads of this simple form of motor into the field until lately monopolized by the steam engine. Its first use was in 1884 in the driving of dynamos, and by 1890 as many as 360 plants had been installed, ranging from four to 120 horsepower and aggregating more than 5,000 horsepower. Those now in use or building aggregate over 300,000 horsepower, the largest turbine thus far installed being of 3,000 horsepower. Experience has shown that the turbine compares favorably with the engine in running economy, is materially cheaper in first cost, and is much less expensive to maintain. The best economy thus far recorded is 17.3 pounds steam per kilowatt hour, corresponding to about 10.2 pounds steam per indicated horsepower per hour.

In large turbines working with superheated steam and a good vacuum a still higher economy is promised. As regards durability, it is asserted that careful tests with turbines long in continuous operation at high speeds have failed to show that they use any more steam than when installed per unit of effective energy. The usefulness of this form of motor, although first developed in connection with the driving of dynamos, is by no means limited to that employment. Already seven vessels have been fitted with motors of that type, and they will be put into the destroyer Eden and the third-class cruiser Amethyst, now building for the British navy. Two 4,000 horsepower turbine motors have been ordered for steamers for the Channel service. One English turbine steamer, the King Edward, was tested competitively this summer with a steamer chosen for the purpose as giving a fair basis of comparison, and made ten more miles in the season's run with 480 tons less of coal.

The turbine occupies but little space compared with the ponderous engines of modern warships and commercial liners, while the mechanism is vastly more simple and correspondingly more economical. If this turbine principle can be worked out to thoroughly practical results for all the purposes for which steam is used, it will mark a new era in the entire world of steam power, and therefore developments will be looked for with extreme interest.

German manufacturers are greatly incensed because Prince Henry has purchased an American automobile. A prince, they say, should patronize his own people rather than foreigners, no matter if he does think foreigners make the best things. If Prince Henry plans another visit to America there will probably be violent opposition in Germany.

There are too many people in this world who devote only their leisure moments to business.

Some hens will do a dime's worth of cackling over a cent's worth of eggs.

DEGENERACY OF THE DRAMA.

The greatest dramatist who ever lived, and he himself was an actor, set forth the business of his kind to be "to hold the mirror up to nature; to show virtue her own feature, scorn her own image, and the very age and body of the time his form and pressure," and, withal, as has said another playwright of eminence, "to point a moral and adorn a tale."

The great masters of dramatic expression had no false notion of their art and its duties. They knew that it was the object and end of their dramas and of their acting to portray the passions of human nature and the varied passages of human experience, in which both good and evil, virtue and vice, had their part, but in which finally vice was punished and virtue rewarded, and so thoroughly are this duty and function of the playwright understood by the people at large that the dealing out of poetic justice is always applauded, and not only is it applauded, but it is demanded.

So thoroughly grounded are the masses of the people in this doctrine of justice and the upholding of the right that the majority of the playgoing people will not patronize any theater in which this is not the rule.

But there appears to be growing up in certain circles a demand for presentations of the most abandoned characteristics of human depravity. "Art for art's sake" was an expression constantly in the mouth of the most depraved and morally-degraded poet of the nineteenth century. He belonged to a school of writers who claimed that any fact or act in the conduct of any human creature was a proper subject for literary and dramatic presentation. There was no realism too gross and disgusting or too depraved and hideous to be offered to the public, and while every dictate of ordinary sanitation counseled the making away with as little display as possible of material garbage, these degenerates sought to parade before the public the most abominable details of moral filth.

It is said that all the depravity in art and literature comes from Paris, but it is authoritatively declared that "the Theater Francais, embodying the traditions of self-respecting artists and authors, forbids on its stage even the slightest caress of a woman by a man."

Of course, the worst sort of immorality can be found in Paris or in any great city if it be sought for, but the caterers to the stage are not driven, for lack of subjects, to resort to the vilest sources of materialism. Like the obscene carrion bird, which gives no regard to the fairest scenes and the most delightful surroundings, but seeks his loathsome prey amid disgusting scenes, the purveyor of the literature and drama of depravity searches for it in all the repositories of moral filth.

The merchant must sell what the people want, or cause the people to want what he sells.

Mistake—to suppose a clock strikes with its hands.

MEN OF MARK.

Edward Frick, Vice-President Olney & Judson Grocer Co.

We are passing through the young man period. Not many years ago the remark was current that it required old men for council and young men for war, but in these days it is young men for both council and war. Mere age counts for little in the business world. Age brings with it an experience that the young can not have, but it does not necessarily carry with it executive ability. No doubt the older a man gets the more he thinks—provided he has been subject to the thinking habit. The time that in his younger days was spent in hustling is now given to reflection. Possession of the world's goods becomes of less value to him than it once was; he recognizes the fact that he is fast nearing the point where all except character will count for naught. He will pass through the gate where money, lands, bonds will be barred; hence in old age it is a question if a zeal to obtain them is a desire of the sanest mind. To the gay music of the morning of life the young man whirls upon the stage with vim and ambition. Defeat has not been his; therefore he is courageous to the extreme. Others may tell him of the quicksands of life, but he must find them out for himself. He thinks it senseless that others should have sunk. He is hopeful and invariably hope adds strength.

In these days, by some subtle understanding which can not be clearly analyzed, he has grasped the business situation and has oftentimes mastered it. Commercial schools have not enabled him to do this, for we never learn wisdom by committing forms to memory. Knowledge and wisdom are not synonymous. Perhaps instead of learning he has absorbed the business sagacity of the age. A sage writer has remarked that ideas hang in the air until they are ripe to be plucked, instancing periods in literature, art, invention, patriotism, and possibly in this case the business shrewdness and push which characterize the age have for a long time been forming into clouds from which now the rain is falling.

Edward Frick was born on a farm near New Holland, Aug. 26, 1858. His father and mother were both of Holland birth, having emigrated to this country from Groningen in 1848. Edward was the youngest of eleven children and is now the youngest of five living children. Both his parents have passed away. In 1866 the family sold the farm and moved to Kalamazoo, and a year later they returned to New Holland and purchased another farm near the home they had previously sold. Edward attended district school three winters—fifty-six days the first winter, fifty-two days the second winter and fifty-nine days the third winter—and this practically comprised all the education he obtained except in the school of business and experience. In 1875 he went to Holland and secured employment in the general store of Kruisenga & Son. He remained here eight months, when he left to take a clerkship in the general store of W. C. Semple, of East Saugatuck, with whom he remained one summer. He then obtained employment in the general store of A. Wagenaar, of New Holland, where he remained four years. During the closing weeks of his connection with this establishment, an incident occurred which we will permit him to tell in his own words:

"John Shields was then covering the

colony trade for Graff, Shields & Co. He asked Mr. Kruisenga one day where he could find a man familiar with the Holland language to cover the colony and contiguous territory, and Mr. Kruisenga immediately suggested that he communicate with 'Fred,' as he always called me. The next day, he called on me at the store in New Holland and enquired how I would like to travel on the road selling goods at wholesale. I told him I had a good home in the Wagenaar family; that I was practically in charge of the store on account of Mr. Wagenaar's illness and that I saw no reason why I should make a change. On his next trip to New Holland, two weeks later, he renewed the offer, but I did not feel as though I ought to leave an employer who had treated me so well and placed so much confidence in me. Two weeks later he again undertook to negotiate with me, when I told him I would not leave Mr. Wagenaar without

zation of the new house of Olney, Shields & Co., in 1886, I transferred my services to that firm. In April, 1889, Mr. Shields was suddenly compelled to leave for Florida with his wife and he wired me at Kalamazoo, where I was attending the funeral of my sister-in-law, to report for duty that evening in Grand Rapids and assume his position as buyer and manager of the four other salesmen then employed by the house. I knew nothing about my new work, but I called the boys together the next Saturday—James A. and Samuel B. Morrison, the late James N. Bradford and Scott Swigart—and told them it was up to us to hold the business up to its former proportions. I traveled three days each week and did the buying the best I knew how the remaining three days, making sales amounting to \$72,000 the following year and increasing the trade of the house \$150,000, which was quite as much of a



his consent, whereupon Mr. Shields asked if I would be willing to have him call on Mr. Wagenaar and go over the ground with him personally. I reluctantly gave my consent and, during this interview, he convinced Mr. Wagenaar that it would be to my permanent advantage to make a new alliance. On his next trip to New Holland he took me with him for three days through the colony, at the end of which time he told me to report for duty at Grand Rapids the next Tuesday morning. I spent the remainder of the week in the old store at New Holland, went to Grand Rapids Monday, located a boarding place and reported for duty Tuesday morning. I was assigned the territory Mr. Shields had previously covered, comprising the available trade between Hartford and Pentwater. I followed the fortunes of the house through the changes to Shields, Bulkley & Co. and Shields, Bulkley & Lemon and, on the organi-

surprise to Mr. Shields on his return as it was to us. But for the hearty support of the other traveling men and the cordial co-operation of my associates in the house, I could never have achieved this result."

On the retirement of Mr. Shields and the organization of the Olney & Judson Grocer Co. in November, 1889, Mr. Frick was made a director and Vice-President of the corporation, which position he still holds to the satisfaction of all concerned.

Mr. Frick was married Dec. 23, 1881, to Miss Martha Klise, of Nunica, and they reside in their own home at 234 South College avenue. He is not a member of any secret order or fraternity, having never acquired the jiner habit or felt the necessity of seeking associations not connected with his home and place of business.

Mr. Frick is Vice-President of the A. B. Klise Lumber Co., and was one of

the original stockholders of the Northwestern Yeast Co. He is also interested in the Globe Mining Co., managed by James A. Morrison, so long identified with the Olney & Judson Grocer Co.

Mr. Frick attributes his success to hard work, patiently and conscientiously undertaken and carried forward. He probably puts in the longest hours of any wholesale groceryman at this market, being the first to arrive in the morning and the last to leave at night. Some of his fraters in the trade who have tried to keep pace with him have given up in despair, believing that he is made of iron, while they are only common clay. Despite the long hours he puts in at his desk and the exacting manner in which he insists on personally attending to every detail connected with his department, he is charitably inclined toward those of his associates who can not keep his pace, and every one who has ever worked with him or under him is ready at all times to take off his hat to Edward Frick and to insist that he is one of the best fellows on earth and that his worst fault is his disposition to be too faithful to his business and too negligent of his own comfort and health in his earnest effort to treat his customers right and see that they get just what they order, in the quantities and qualities best adapted to their requirements.

Why the Junior Clerk Was Promoted.

A business firm once employed a young man whose energy and grasp of affairs soon led the management to promote him over a faithful and trusted employe. The old clerk felt deeply hurt that the younger man should be promoted over him and complained to the manager.

Feeling that this was a case that could not be argued, the manager asked the old clerk what was the occasion of all the noise in front of their building.

The clerk went forward and returned with the answer that it was a lot of wagons going by.

The manager then asked what they were loaded with, and again the clerk went out and returned, reporting that they were loaded with wheat.

The manager then sent him to ascertain how many wagons there were and he returned with the answer that there were sixteen. Finally he was sent to see where they were from and he returned saying they were from the city of Lucena.

The manager then asked the old clerk to be seated, and sent for the young man and said to him:

"Will you see what is the meaning of that rumbling noise in front?"

The young man replied: "Sixteen wagons loaded with wheat. Twenty more will pass to-morrow. They belong to Romero & Co., of Lucena, and are on their way to Marchesa, where wheat is bringing \$1.25 per bushel for hauling."

The young man was dismissed and the manager, turning to the old clerk, said:

"My friend, you see now why the younger man was promoted over you."

Potato Imports and Exports For the Past Year.

Imports of potatoes into the United States in the fiscal year ended June 30, 1902, amounted to 7,656,162 bushels, against 371,911 bushels in the previous year. Exports in 1902 were 628,484 bushels, leaving the net imports 7,027,672 bushels. With two exceptions the 1902 imports into this country were the heaviest ever made; the short domestic crop of 1881, amounting to only 100,145,494 bushels, resulted in imports in the following fiscal year of 8,780,860 bushels; another shortage in domestic production in 1887, when the crop amounted to only 134,103,000 bushels, was followed by imports of 8,259,538 bushels.

PROMPT SHIPMENTS

Realizing the growing necessity of prompt shipments, we have re-organized our shipping department and increased our facilities so that we are able to guarantee shipment of all orders the same day they are received.

WORDEN GROCER COMPANY
GRAND RAPIDS, MICH.

To the Grocers and Dealers of Michigan

I wish to assure all who are selling or using Jennings' Flavoring Extract of Lemon that I am the manufacturer thereof and know that it is made not only of pure material but of the best quality that is produced. It is not adulterated in the least. This I will be able to establish beyond all question and shall do so in the action begun against me in Muskegon by the food inspector. I ask that you withhold judgment pending the vindication of my extracts.

C. W. Jennings,
Proprietor of
Jennings Flavoring Extract Co.,
Grand Rapids, Mich.



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.

Around the State

Movements of Merchants.

Carleton—Wm. Lewis has closed out his grocery stock.

Dighton—Ernest Snyder has opened a drug store here.

Carleton—C. M. Reeves, grocer, has discontinued business.

Petoskey—E. W. Feile has purchased the meat market of E. D. Ellis.

Holly—J. B. Smith, grocer, has removed from Olney to this place.

Vassar—Ernest C. Rowley, blacksmith, has sold out to Robert Miller.

Adrian—Albert Reisig has purchased the grocery stock of O. L. Kaumeier.

Shafter—F. G. Randall has removed his drug stock to Webberville.

Saginaw—Enos C. Kingsman has sold his drug stock to the Dolson Pharmacy.

Lakeville—McKay & Campbell, general dealers, are closing out their stock.

Detroit—Thos. W. Goodale has sold his stock of tobacco and cigars to P. C. Payette.

Nunica—Fremont Brown has sold his grocery and dry goods stock to Barber- icle & Jubb.

Jones—Ralph Schell has purchased the hardware and implement stock of Wm. Thomas.

Jackson—The Jackson Cold Storage Co. has been organized with a capital stock of \$35,000.

Hastings—Dawson Bros., druggists at Ann Arbor, have opened a branch drug store at this place.

Middleton—Slaght & First have sold their grocery stock and meat market to Tuttle & Wiseman.

Detroit—Fred W. Haines, dealer in electric supplies, is succeeded by the Standard Electric Co.

Empire—Max Frazer, of Traverse City, has engaged in the mercantile business at this place.

Shepherd—Josephine (Mrs. J. A.) Harper is succeeded in the grocery business by J. C. Pulver.

Saginaw—Locke & Wysner, grocers, have dissolved partnership. Locke & Co. continue the business.

New Era—Wiersing Bros. have purchased the grocery, dry goods and boot and shoe stock of H. H. Plescher.

Jackson—Edward Alger, dealer in boots and shoes, has taken a partner under the style of Alger & Freshour.

Berlin—Ed. Burns and Ed. Fox have formed a copartnership and will engage in general trade here about Dec. 1.

Battle Creek—Chas. E. Blood & Co. have engaged in the dry goods business, locating in the new Kingman block.

Battle Creek—Ryan & Young, furniture dealers, have dissolved partnership. The business is continued by Wm. H. Young.

Ithaca—Henry J. Dodge has purchased the interest of his partner in the agricultural implement business of Kille & Dodge.

Perrinton—O. A. Cook has engaged in the general merchandise business, having purchased the stock of F. L. Longwood & Co.

Grand Haven—Ammeraal & Botbyl, grocers, have dissolved partnership. The business is continued under the style of Botbyl Bros.

Manistee—McKillop & Hopper have recently incorporated with authorized capital stock of \$30,000 and succeeded the partnership under the same style.

Middleton—Wm. Tuttle and Morrice Wiseman have purchased the meat market of A. J. Shickels, who recently purchased the same of W. S. Sleight.

Marion—The Marion Mercantile Co. has added forty feet on to its store building and constructed a potato cellar with a capacity of several thousand bushels.

Pellston—The general merchandise firm of H. A. Snyder & Co. has been dissolved by mutual consent on account of the ill health of H. A. Snyder. The business will be continued by H. D. Judkins.

Montague—Nicholas Osterhouse, of Grand Rapids, has purchased the stock of dry goods and groceries of John Haan and will continue the business at the same location. Mr. Haan will retire from business.

Jackson—Giddings & Co., druggists and recent successors to Giddings & Hyndman, are succeeded by Dr. Hyndman, a former partner, and Jas. E. Way, a clerk for them for the past eight years. The firm will be known as Hyndman & Way.

Altona—C. J. Pattison has purchased the drug stocks of Eli Lyons and Dr. Bursma and will consolidate them in the general store of Eli Lyons. He will continue to clerk for Mr. Lyons, placing the drug stock in charge of a registered pharmacist.

Petoskey—The Petoskey Jewelry & Optical Co., Limited, has filed articles of incorporation, with a capital stock of \$5,000, all paid in. The stockholders are Joseph T. Anderson, John Q. Anderson, E. N. Anderson, Albert F. Ruch and C. M. Ruch.

Greenville—Edward Lincoln, market gardener at this place, has succeeded in turning the wheels of time backward or forward by bringing two cases of strawberries to market during the fall season. The berries are large in size, bright in color and fine in flavor.

Traverse City—C. S. Cox, who has been conducting a meat market on East Front street, has sold out to Frank Hardy, of Interlochen, formerly of this place. The market will be removed to the Schomberger building, just east of the corner of Front street and Boardman avenue.

Manufacturing Matters.

Detroit—Burrell Chemical Co. has increased its capital stock from \$250,000 to \$500,000.

St. Ingace—Jamieson & St. James have recently begun the manufacture of hardwood lumber.

Saginaw—The National Manufacturing & Supply Co. has increased its capital stock from \$25,000 to \$50,000.

Detroit—The style of E. G. Frisbie & Co., manufacturers of extracts, has been changed to the E. G. Frisbie Co.

Manistee—The McKillop & Hopper Manufacturing Co. succeeds McKillop & Hopper in the lumber and sawmill business.

Kalamazoo—The Burt Manufacturing Co. is succeeded by the Automatic Machine Co. in the manufacture of gasoline engines.

Kalamazoo—The Lull & Skinner Co. is succeeded by the Lull Carriage Co. in the manufacture of carriages and agricultural implements.

Boyne City—A new industry has been established at this place with a capital stock of \$30,000 under the style of the Elm Cooperage Co.

Hopkins Station—The Hopkins Creamery Co. will hereafter use the Monterey creamery building as a skimming station. The machinery has been removed to this place.

Pontiac—The Pontiac Light & Power Co. has been purchased by J. W. Martin, acting in behalf of a Detroit capitalist whose name does not appear in the

transaction. Besides furnishing light to the city the new owners will do commercial lighting.

Pontiac—Vaughan & Co., of Detroit, announce their intention of erecting a canning factory here. The factory, which will be ready for business by early spring, will be in use all summer.

Bannister—A cheese factory, 30x90 feet in dimensions and equipped with the latest machinery, will shortly be erected at this place. G. C. Peters, of Chicago, is at the head of the enterprise.

Detroit—The Nutrine Food Co. has been organized in this city and will use the old Frederick Stearns laboratory building. Nutrine is a preparation made from beans. The capitalization is \$500,000.

Menominee—The outlook for a beet sugar factory here is very bright. Enough acreage has already been pledged by the farmers of the county and the company will probably be organized within a few weeks.

Battle Creek—The World's Fair Food Co. has been reorganized by Benj. F. Morgan, Howard Green, Edgar P. Boggs, John C. Bartholf and W. S. Powers with an authorized capital stock of \$3,000,000. Three hundred thousand dollars of the first issue of stock has been guaranteed by the International Banking & Building Co., recently incorporated, through the Equitable Life Insurance Co. of New York.

Bay Shore—The Bay Shore Lime Co. has purchased the Henry Easton quarry, comprising 50 acres and located west of Petoskey on the Charlevoix road and the Pere Marquette. This gives the company a total of 70 acres at this place. Extensive developments are already under way, a No. 5 Austin stone crusher, with a capacity of 250 tons per day, and a 50 horse-power Chandler & Taylor engine having been installed. A boarding house is also being erected. The output of the quarry has already been contracted for one year.

The Boys Behind the Counter.

Chesaning—J. W. Kendall has removed to this place from Pontiac and taken a position with John W. Jackson & Co.

Middleton—Wm. White, for the past two years behind the counter in the general store of W. C. Shepard, has resigned to accept a similar position in the general store of J. B. Resseguie.

Holland—Fred De Weerd, who has been clerking in the clothing store of the Stern-Goldman Co. for a long time, has gone to Cincinnati, where he will take a Bible course. Peter Van Anrooy takes his place at the clothing store.

Lansing—Harlow J. Brumm has resigned his position with the Donseraux Grocery Co. to take a place in the grocery store of Christopher & Loftus.

Cadillac—Fred A. Gleason, of Greenville, has taken a position with George D. Van Vranken as a pharmacist and has assumed the management of the drug department in Mr. Van Vranken's place of business. Mr. Gleason was registered in 1894 as a pharmacist and for several years has been with C. W. Passage, the Greenville druggist. W. T. Walker, also of Greenville, has taken a position with Mr. Van Vranken as Mr. Gleason's assistant. Mr. Walker was with Passage & Avery in Greenville.

Eaton Rapids—Will Godfrey has severed his connection with the H. Kositchek & Bros. store and gone to Grand Rapids, where he has secured a situation in a clothing store.

Grand Rapids Retail Grocers' Association.

At the regular meeting of the Grand Rapids Retail Grocers' Association, held Monday evening, Oct. 20, President Fuller presided.

The subject of co-operative buying was discussed at considerable length. No conclusion was reached, the matter being referred to a committee composed of D. S. Gray, J. Geo. Lehman, Ed. Wykkel, Ed. Connelly and Homer Klap.

Reports having reached the Association to the effect that the Market Committee of the Common Council contemplated a change in the present arrangements, placing the growers on the outside and the hucksters and grocers together in the center, the Secretary was instructed to communicate with the Committee, requesting that no change be made.

F. L. Merrill, chairman of the Programme Committee of the annual picnic, reported net receipts of \$209.20, for which he held the Treasurer's receipt. The report was accepted and adopted and the Committee discharged.

President Fuller announced the following standing committees for the ensuing year:

Executive Committee—J. Geo. Lehman, F. J. Dyk, D. S. Gray, M. H. Barber, W. W. Empey.

Trade Interests—B. S. Harris, E. Wykkel, Ed. Connelly.

Rich as the Standard Oil Company is, its managers have decided that it can no longer afford to burn coal in its refineries. The company is about to begin the use of oil in its furnaces at Greenpoint and Long Island City as a permanent substitute for coal. The utilization of oil has long been considered but had been laid aside until forced to the front by the shortage of coal. Inasmuch as the success of the experiment will result in the Standard Oil properties the country over abandoning coal for fuel the withdrawal of the demand from the coal market will be no small item. Other manufacturers are ready to follow the example if experience demonstrates that at the market price oil will prove a profitable substitute for coal.

We want

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

To handle on consignment.

M. O. BAKER & CO.

Commission Merchants

119-121 Superior St.,

Toledo, Ohio

**Winter
Weather
Demands
STEAM**

And steam requires wrought iron pipe, iron pipe fittings, radiators, radiator valves; also brass and iron body valves. Our mission is that of WHOLESALE DEALERS and we are amply prepared, with complete stock, to promptly supply your every need.

Honest Treatment—Fair Price.

**G. R. Supply Co.
20 Pearl Street
Grand Rapids, Mich.**

Grand Rapids Gossip

The Valley City Chair Co. has been organized with a capital stock of \$15,000.

John Bowden has engaged in the grocery business at Summit City. The Clark-Jewell-Wells Co. furnished the stock.

C. C. Follmer & Co., manufacturers and dealers in shingles, have increased their capital stock from \$20,000 to \$50,000.

A. B. Newton has purchased an interest in the fruit and produce business of T. H. Condra. The new firm will be known as T. H. Condra & Co. and will be located at 10 South Ionia street.

The Wm. Connor Clothing Co. has leased the sixth floor of the Wm. Alden Smith building and will remove its sample lines from the fourth floor to the sixth floor. The fourth floor will be occupied with its wholesale stock.

John T. Woodhouse, wholesale and retail cigar and tobacco dealer at Detroit, has leased one-half of the vacant store in the Barnhart building and will engage in the wholesale cigar and tobacco business Nov. 5 under the style of the John T. Woodhouse Co., Ltd. The traveling and office force will be decided upon this week.

The Wisconsin Lumber and Bark Co., which is operating at Lakota, Wis., has engaged Clarence A. Warren as superintendent of its mill and store. Mr. Warren has been engaged in the saw and shingle mill business and general trade for several years at Leroy, where he made an excellent record as a business man and lumberman.

The Putnam Candy Co. is now part and parcel of the National Candy Company. The formal transfer occurred Oct. 15, but the new deal dates from Sept. 1, at which time the inventories were taken and verified. Wm. Judson will continue the nominal manager of the local branch, assisted by Richard Bean, who has been elected a director of the National Candy Company.

Adolph H. Eckert, who purchased the drug stock at the corner of Carrier street and North College avenue last April of C. E. Kellogg on a chattel mortgage contract, locked up the store last week and decamped for parts unknown, leaving numerous small debts behind unsatisfied and unsettled. He wrote his mother a letter telling her where he had gone, and it is thought that she is the only person in the city who is acquainted with his whereabouts.

Co-operative buying of a peculiar kind has come to light during the past two or three days, culminating in the discovery that Bert Rice, shipping clerk for the Ball-Barnhart-Putman Co., has been systematically stealing from his employer for a long time. So far as can be learned, most of the stolen goods were delivered to Orra Chadwick, the Cherry street grocer. On being confronted with the evidence, Mr. Chadwick made a partial settlement by giving the Ball-Barnhart-Putman Co. a note for \$1,500, secured by mortgage. Since this settlement was made, it has been discovered that additional stolen goods have come into his possession, and the end is not yet. The stolen goods comprised mostly sugar and cheese, it being Mr. Rice's custom to have the goods placed on the sidewalk, when he

would hire an independent drayman to take them to their destinations. Fifteen barrels of stolen sugar have been traced to the store of Arthur J. Lane, the South Division street grocer, who claims he purchased the goods from Rice in the supposition that Rice was a merchandise broker. The affair is a very serious one and the outcome is a great surprise to the friends of all parties concerned.

The Produce Market.

Apples—Common, 25¢@75¢ per bu., fancy, \$2@2.25 per bbl.
Bananas—Good shipping stock, \$1.25 @2 per bunch.
Beeswax—Dealers pay 25¢ for prime yellow stock.
Beets—40¢ per bu.
Butter—Creamery is firmer and 1¢ higher, commanding 24¢ for fancy and 23¢ for choice. Pound prints from fancy command 22¢. Dairy grades are strong and scarce, commanding 18¢@19½¢ for fancy, 16¢@17¢ for choice and 14¢@15¢ for packing stock.
Cabbage—Home grown command 40¢ per doz.

Carrots—35¢ per bu.
Cauliflower—\$1.25 per doz.
Chestnuts—\$5@6 per bu. for Ohio.
Michigan nuts command \$7.
Cocoanuts—\$3.25 per sack.
Crabapples—Late Transparents are in limited supply at \$1 per bu.
Cranberries—Cape Cods are in ample supply at \$2.40 per box and \$7.25 per bbl.

Celery—Home grown is in ample supply at 17¢ per doz.

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

Eggs—Local dealers pay 19¢@20¢ for case count and 21¢@22¢ for candled. Receipts are small and many of the eggs are shrunken, giving evidence of having been held.

Egg Plant—\$1.25 per doz.

Figs—\$1.10 per 10 lb. box of California.

Grapes—Blue, 15¢ per 8 lb. basket; Niagaras, 16¢ per 8 lb. basket; Delawares, 15¢ per 4 lb. basket; Malagas, \$5.75 per keg.

Green Corn—10¢ per doz.

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

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

Maple Sugar—10½¢ per lb.

Maple Syrup—\$1 per gal. for fancy.

Musk Melons—Osage, 75¢ per crate.

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

Oranges—Floridas command \$4 per box.

Jamaicas fetch \$3.75 per box.

Parsley—20¢ per doz.

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

Potatoes—Local dealers hold their supplies at 40¢.

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

Quinces—Home grown are scarce at \$2.50 per bu.

Radishes—10¢ per doz.

Spanish Onions—\$1.25 per crate.

Squash—2¢ per lb. for Hubbard.

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

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

Turnips—50¢ per bu.

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

Champion sharpshooters—neuralgia and toothache.

Men on the gallows can see the folly of taking a drop too much.

The Grocery Market.

Sugars—The raw sugar market is firm and prices show an advance of 1-16¢ on 96 deg. test centrifugals. Refiners are rather indifferent, as they have sufficient stocks for the present and are not disposed to make heavy purchases. Buyers and sellers are widely apart in their ideas of value and but few sales are made. It is believed, however, that refiners will be obliged to pay the prices asked, as the market continues very strong. Refined sugar remains unchanged in price. The demand shows a little falling off for Eastern refined, on account of the competition of the beet sugar which is now coming from Michigan factories quite freely and is getting the preference in most cases. Trade on this sugar grows larger every year and it gives excellent satisfaction.

Canned Goods—Trade in canned goods continues very good, particularly on peaches. These are getting cleaned up, however, very rapidly and but a few small lots can be secured now, and a full car of any one grade is almost impossible to find. The demand for Michigan peaches is increasing every year, as the trade are beginning to find out the good qualities of the pack. At present prices, Michigan peaches are much cheaper than the Baltimore article and also much finer quality. We consider pie peaches the best purchase in the entire line of canned goods to-day. Prices on tomatoes are unchanged with demand fair. The outlook is somewhat brighter. Some Michigan factories will fill their orders in full and have a small surplus to sell. Others will not be able to fill over 60 per cent. of their contracts, while some packers in the northern part of the State will pack only about 10 to 40 per cent. Tomatoes are ripening very slowly and packers are able to secure only a few each day. Corn is a very interesting article in the canned goods line and prices are very firmly held. The pack is a short one and many packers will not be able to deliver more than 25 to 30 per cent. of their contracts. It is very difficult to get hold of any large-sized stocks of corn and orders have been turned down on account of inability to find the stock. Peas are in fair demand at unchanged prices, with stocks of the better grades very scarce. Some packers are very firm in their views regarding gallon apples, while others who did not sell any futures and have a surplus on hand are offering at slightly lower prices and we consider gallon apples a good purchase. Salmon is unchanged in price, but meeting with a good trade, moving out well under an active consumptive demand. Sardines are in good demand, particularly for ¼ oils, and previous prices are fully maintained.

Dried Fruits—The dried fruit market is practically without any change. Trade is as good as usual at this season of the year. No large lots are purchased now, as goods bought for future delivery are just beginning to come in and dealers want to move these stocks before they buy any more. The demand for prunes is improving a little and some fair sized sales have been made during the week. Stocks are light, but are considered sufficient to last until the new goods arrive in quantities. Raisins are firmly held, but meet with small sales as new goods are expected in very shortly. The recent strike in California held back about 150 carloads of raisins and late deliveries are almost sure to result, but it is believed that present stocks will last until they arrive. Spot

stocks of peaches and apricots are light, and prices are firmly held. Figs and dates are strong and meeting with fair demand, which is expected to materially increase as the holiday season draws near. Evaporated apples are firmly held, with good demand for all grades. The demand for 1 lb. cartons is considerably greater than the supply and orders have been turned down through inability to pack the goods fast enough. Most all of the fruit now on the market is winter fruit and is giving excellent satisfaction, as it is much better stock and will keep better.

Rice—The tendency of prices in the rice market is upward. Stocks at present are light and no concessions in price are made. It is said that the quality of the rice crop will probably not be as good as has been expected, due to the bad weather, but just the amount of damage can not yet be estimated.

Molasses—The consumptive demand for molasses is increasing largely with the advancement of the fall season and grocers generally are adding to their stocks. Prices are quatably unchanged, and the tone of the market is firm. Stocks in dealers' hands are moderate and offerings are consequently light. Advices from New Orleans report the season for the new crop as just about opening, with some factories already starting up.

Fish—Trade in fish is moderate and prices are firmly held, but show no change.

Nuts—Most descriptions show an active demand and prices are firmly held. Peanuts are the only article in the list that shows any easier tendency. New crop California almonds are meeting a good sale at previous prices. Filberts are in fair demand. Walnuts are firm and a good demand is shown.

Hides, Pelts, Tallow and Wool.

The hide market is firm, with light offerings, especially in the country. Dealers find their trade crippled by low prices, which country dealers are not inclined to accept, thus stopping trade with little accumulation.

Pelts have been offered more freely, but at prices not acceptable to pullers. Trade has been of some magnitude, however, and the demand is good.

Tallow is firmer for soapers' stock of lower grades, while No. 1 brings full or slightly advanced prices. The demand is strong.

Wools do not change. Large sales at seaboard points the past few weeks were made largely on conditions; while the tendency was to firm up the market, prices were no higher. But little has changed hands in the State and that at old prices. The outlook is that by March 1 these wools will be wanted and at higher values. Wm. T. Hess.

L. D. Stark, formerly engaged in general trade at Cascade, has gone to Evanston, Florida, where he will spend the winter on his orange plantation.

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.

Getting the People

The Handicap of the Advertising School Graduate.

Russell Henry Ramsey in Printer's Ink discusses the value of correspondence schools for advertising as follows:

One of the most damaging pieces of evidence supporting the current indictment against advertising schools is the recent voluntary admission of an advertising school graduate that in seeking employment he found it an absolute handicap to make known the fact of his advertising school training. When the writer read and carefully re-read the statement of this frank advertising school graduate, he mentally asked himself this question: "If a man applied to me for employment as an advertising manager or writer, and stated he had recently 'graduated' from an advertising school, would the fact influence me against the applicant?"

The writer thought awhile and then mentally answered, "Yes," for several reasons. First and principally, because it is a sign of lack of judgment on the part of the applicant. It is fair to assume that he was led to enroll in the advertising school largely by the promise of speedy and very remunerative employment upon his completing the "course." All advertising schools promise that. From \$25 to \$100 per week is the salary usually hinted at. Now the man who imagines that with the training obtained in a six months' correspondence course he can find endless opportunities for employment at such a salary has the poorest kind of judgment. What a cinch, a snap, he would be for the ordinary circulation liar! Where is the sane business man who would intrust to him the spending of an advertising appropriation? True, there are hundreds of advertising positions filled at such salaries, and at larger ones, too; but they are kept warm by men who must know more about real, life-size advertising than all the advertising schools in creation can teach them.

Again, the advertising school graduate usually holds a hopelessly distorted view of advertising. He has dabbled in it a bit—he has learned that advertising is usually measured by agate lines—he can tell what pica type is (although he probably would not know it if he saw it without the name tag)—he has several times made a printer's "lay-out" during the course of instruction (carefully copying the model sent him by the school)—and now he is fully posted on the whole subject of advertising. Confidently he will go to the makers of Sapolio, or to his local retail merchants, and offer to "greatly improve their advertising in order to make it as profitable as it should be."

In fact, nobody ever knows quite as much about advertising as the fresh advertising school graduate. After the world has rolled over him a few times (to borrow a good phrase from the Little Schoolmaster) he begins to know less and less. In the third place, the advertising school graduate's knowledge of advertising is wholly theory—and what holey theory it sometimes is! He knows nothing of the practical work of making real advertising. He consistently refuses to realize (because he can not) that advertising involves more of business ability and discernment than it does of technical rules for telling the printer what kind of type to use. Sooner or later the advertising school graduate will bump his head against the hard

Giving them away at the Popular Store

One Hundred Beautiful Pictures to be given away. We don't ask you to buy one dollar's worth of goods, all you have to buy is a pound can of our new baking powder and we give you your choice of any picture. This offer will not be good very long as the pictures are going out lively; see our window for display of pictures.

DRY GOODS.	GROCERIES.	SHOES.
• Outing Flannel Wrappers in nice, neat patterns, sizes 32 to 44 for 98c. • Shirt Waists in Outing Flannel, sizes 32 to 44, on sale at 48c. • Black Mercerized Waists, sizes 32 to 44, special at 50c. • Furs. Another big shipment just arrived, ruffs from \$1.25 to \$15.00. All kinds and qualities. • Blankets in all kinds and colorings from 50c to \$6.00. • Outing Flannel from 5c to 15c and a fine range of patterns. • Just received a swell line of new Umbrellas from 43c to \$3.50, ask to see them.	Keep coming and going and each customer asks us why it is we sell best 50c tea and coffee for the money they ever bought. We have other grades from 12c up. Try us just once for these. National Pancake Flour 10c Shredded Wheat 10c. Fresh honey only 16c lb. Breakfast Cocoa quarter pound cans on sale at 12c. Mustard Sardines, large tins 7c. PeP's for pies and puddings, something new, pound package 15c. Glassware of all kinds at special prices, see the line we are offering at 10c. Our tinware stock is now complete. Don't forget to examine our 5c and 10c counter.	Our Kaks Corner in Baby Shoes is the finest ever shown in Barry Co., from 25c to \$1.00. Ladies and Misses Shoes keep coming every day or so and we have the most up to date kind. We have a lot now on the road of the Drew, Selby & Co.'s line, there is nothing better made. For children we have the best and most serviceable lines we can find and at a discount in price from single lines. Gentlemen we have a good satin calf shoe for \$1.25, a better one for \$1.50, also a half shoe for \$2.00 and a better one for \$2.50 in a high top, and the top notch of the stock from \$3.00 to \$3.50.

Our new rubber boots have arrived. We have all kinds and prices the lowest.

John Mead is back and has full swing in our Grocery Department and you should see the change, the goods are going out good and lively, and why not at the price we have them marked at. John wants to see all of his old friends to come along and make yourself at home.

THE MONEY-BACK STORE.

WRIGHT BROS

Successors to Phin Smith.

Produce taken the same as cash.
Hello No. 30, we do the rest.
Hastings, Mich.

DEPARTMENT STORES.

Fresh Meat

We have just added a line of Western fresh meats to our stock of groceries and are in a position to guarantee good service and good meat to our customers.

Eastman & Charles.

Coal is dear but Shoes are cheap

If you can't get coal you can buy shoes all right. A dollar never before went so far in the purchase of good stout shoes. We have bought large quantities of stout heavy shoes for the winter wear for

Men, Women and Children.

The latest ideas are here and we will show you them with pleasure if you can follow the shoe fashions, without taxing your pocket-book too much. Why not? Drop in an look at the shoes just received from the factory.

Star Shoe Co.

Can you think

of any thing that gives more character to a house than it's floor coverings? Have you ever thought how much can be accomplished in this line with a small outlay? We have an excellent line of RUGS and floor coverings of every kind

Rugs from 18x36 in. to 9x12 feet.

All makes, shades and designs.

F. W. CRON

WHEN YOU ARE DEAD

Everyone speaks well of you. When you are very much alive some speak ill. If any one speaks ill of us, it's because we are very much alive. The secret is in the goods.

GOOD GOODS,
RIGHT PRICES.

Groceries,
Canned Goods,
Vegetables,
China Ware,
Porcelain,
Glassware.

The largest assortment in the city.

W. A. Hams.

Paraffine Wax

is used by all careful housekeepers to hermetically seal Jelly, Preserves and all kinds of Fruit.

We have just received a very fine lot of high-grade, Strictly Pure, Clean, Odorless, Paraffine Wax,

15 Cents a Cake.

Try it once and you will always use it.

JOHN J. MILBOURN
The Druggist.

Squibb's, Merck's,
Parke Davis', Wyeth's
Products.

We have a complete line of these and are prepared to fill any prescription exactly as specified by the physician.

We call the attention of physicians to this fact. We pay at wholesale whatever price is necessary to get the Best Drugs and Chemicals, and therefore we have earned a reputation for getting results with our medicine. You will find our prices as low as is consistent with first quality materials and work; nobody would knowingly accept cheaper than that.

Robinson Drug Co.

102 Washington Avenue N.

truth that advertising can not be taught in text books.

These reasons are sufficient to show why the fact that a man is an advertising school graduate is good grounds for rejecting his application for an advertising position.

* * *

A bright, hustling department store advertisement is that of Wright Bros. In this the management has evidently made a careful study of popular features and knows by experience whether the free picture scheme will gain attention. I like the paragraphing of the dry goods and shoes better than the solid groceries, and I should have shortened the wording in the latter, cutting out half the first sentence, for instance, so there could be room for opening out the sentences so the eye could catch the prices and the attention deal with one thing at a time. This is a good illustration of the difference between a solid jumble and paragraphed matter. The best paragraph in the shoe column is the last. The general design of the advertisement is good and the printer has kept unity in style and presents a well-balanced and attractive display.

A model announcement of the addition of a meat department is that shown by Eastman & Charles. The proportion in the display and the free use of white space will gain more attention from those who are acquainted with the firm than any other scheme, in my opinion. I would have added the location of the store.

The Star Shoe Co. is taking advantage of popular interest in current affairs to gain general attention. As the display of the subject under consideration is equally prominent the plan is not a bad one. I would have used smaller type in the paragraphs, and the main idea in the second, that all are able to keep in style, is obscurely expressed, partly owing to the punctuation.

F. W. Cron puts his rug advertisement on an apparently raised surface which, doubtless, tends to catch the eye. It occurs to me, however, that the attraction would be more effective to have the word "rugs" stand out in the strongest display. With this change and the omission of the stroke before the name and a small ornament at the left the results would be greater.

I do not like the suggestion in the first two lines of W. A. Hams' display and am of the opinion it will not prove an attraction to many. I would strike out all but the names of the goods and the closing lines, using a better type for signature and adding address and saying something about the goods, giving a few prices, perhaps. The difference would be that between a good advertisement and a bad one.

John J. Milbourn writes an attractive notice of a seasonable convenience which will bring him visits from housewives. I would have added the address.

The Robinson Drug Co. makes a strong bid for professional patronage. The list of manufacturers will not have much force in the popular eye.

His Bumps.

"That man is a phrenologist, Pat."

"A what?" asked Pat, puzzled.

"A phrenologist."

"An' sure, what's that, sorr?"

"Why, a man that can tell, by feeling the bumps on your head, what kind of a man you are."

"Bumps on my head, is it?" exclaimed Pat. "Begorra, then, I think it would give him more of an idea what kind of a woman my wife is."



Michigan Rotary Washing Machines

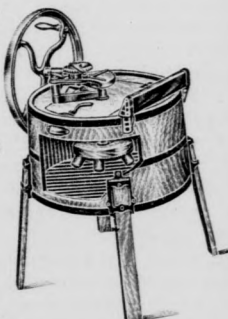
Are the finest, easiest running and most simple machines made. They are all fitted with the new improved roller bearings. The bottoms are also reinforced by tongue and groove strips which make them stronger than any others. They are simple, strong, easy running and noiseless. Do not jar or pound when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

Michigan Washing Machine Co.

Muskegon, Mich.



RUGS

Made From

Old Carpets

Any size desired at small cost. Price list and information as to amount of carpet required free.

Michigan Rug Co.

43-5 S. Madison St., Battle Creek, Mich.

Things We Sell

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

Weatherly & Pulte
Grand Rapids, Mich.

F. M. C. COFFEES

are always

Fresh Roasted

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

TRADESMAN

ITEMIZED LEDGERS

SIZE—8 1/2 x 14.
THREE COLUMNS.

2 Quires, 160 pages.....	\$2 00
3 Quires, 240 pages.....	2 50
4 Quires, 320 pages.....	3 00
5 Quires, 400 pages.....	3 50
6 Quires, 480 pages.....	4 00

INVOICE RECORD OR BILL BOOK

80 double pages, registers 2,880 invoices.....\$2 00

Tradesman Company

Grand Rapids, Mich.

JAMO

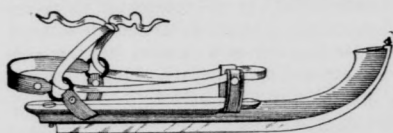
Coffee, the world's best, is blended and dry roasted by experts. Contains the finest aroma and richest flavor of any coffee in this market. Sold in pound packages

Telfer Coffee Co.

Detroit, Mich.

OLD RELIABLE B.L. CIGAR
ALWAYS BEST.

LUBETSKY BROS. DETROIT, MICH. MAKERS



DO YOU KNOW

the reason why the Dutch Skate is preferred to all others? If not, watch our advertisement in this paper and we will tell you.

Reason No. 1

* Because it is much lighter than ordinary skate. While waiting for more reasons write for price list.
J. Vander Stel, Grand Rapids, Mich.

Use Tradesman Coupons

WHOLESALE

OYSTERS

CAN OR BULK

DETTENTHALER MARKET, Grand Rapids, Mich.

Asphalt Torpedo Gravel Roofing

is the best roofing. Shingles are growing poorer and higher every day. Metal roofs need repainting each year. Slate roofs are too expensive for the ordinary man to consider. ASPHALT TORPEDO GRAVEL roofing costs no more than a fair shingle roof, much less than metal or slate, and for a permanent covering is unexcelled.

WRITE FOR SAMPLES AND PRICES

H. M. Reynolds Roofing Co., Grand Rapids, Mich.

Get Points from Your Competitor

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

Barlow Bros.

Grand Rapids, Michigan





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 22, 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 15, 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 eighteenth day of October, 1902.

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

A LESSON FROM NATURE.

In spite of nature's practical methods of teaching and in spite of her persistency the world is slow in learning and turning the knowledge to practical account. The intelligence of the present day with an exalted sense of its own importance is too proud of its "See here" to admit the time taken to bring it about. "The world is round and like a ball is swinging in the air" is an astounding fact made trite by repetition and the child in the primary grade looks with disdain upon the adult who questions it; but it took from the foundation of the earth until the sixteenth century to find it out. For centuries bodies had fallen and human numskulls had taken the fact as a matter of course with no thought of the universal law behind it and not until the patience of the teacher had become almost exhausted was the gray matter of Newton sufficiently agitated by the pelting apples to write out the laws that had controlled affairs from the first "And God said."

This stupidity of the human biped is painfully apparent in even these piping times of discovery and invention. We do, indeed, flood the world with light by the turning of a peg, the engine whistles at the forge and the earth quakes with his heavy tread as he trudges along with his heavily laden car, but Franklin of our own time broke into the playtime of the lightning, and it is less than a hundred years ago that Watt listened to the song of the teakettle and Stephenson and Fulton told us what the song meant.

The worst of it all is that these splendid results are attended with so much suffering. The dishes upon our breakfast tables are the result of almost starvation. The sewing machine came near being the death of Howe and the simple—simple because it is common—match was given to the world at the cost of nobody knows how many jaw bones that the phosphorous fumes destroyed. Of course "we get there" and then we

pat the sufferer on the back and call him a hero and put him down after he is dead among those who have "benefited mankind" without ever thinking and never caring and so never learning the most important lesson of all, that a good deal of the suffering never ought to have been suffered and never was intended to be suffered by that dear old mother that invention knows and loves.

This same far-reaching truth finds a painful illustration in the battle that has been waging in the industrial world for months. For years experience has been trying to drive through the thick skull of business and domestic economy the fact that placing too much dependence upon anthracite coal is too much like putting all of the eggs in one basket; but with a persistence worthy of a better cause the hope of the world has been centered upon the Pennsylvania coal mines until the owners and operators of that piece of the footstool have come to the conclusion that the life of all that is valuable is locked up in those mines and that they alone have the key. It is the result of false reasoning. Nature does not work in that way. Never has she confined herself to a single resource and for years has she been telling of ways and means of avoiding this very condition of things. No single spot of earth can be called the anthracite region, and no single mining production was ever intended to take the precedence of all others. It is only the obstinacy of the man that has led to the difficulty. Like lightning he follows the path of least resistance and changes his direction only when he has to. The last five months have been required to teach him the needed lesson. Now, after an end of cost in money and in suffering, he is beginning to repeat, like a learned-by-heart task, the maxim of the ages: "Don't put all your eggs in one basket."

There is little doubt that a way will be found out of the trouble without depending upon the decision of the scrappers, whose indifference to the public has been the most noticeable feature of the whole fight. The President may have done something; Congress may do more; but the point at issue will be attained in some other way. There are coal fields outside of Pennsylvania. Cheap light and heat are not yet shut in by state lines and the world's wit has not yet been exhausted. Accident disclosed Pennsylvania coal, national emergency sent the Monitor into Hampton Roads and the same agencies, never at rest, will settle this difference as it has others. It has followed the well-trodden track and there is every reason to believe that when the smoke of the battle has cleared away it will be found that anthracite coal is no longer a matter of interest to either householder or manufacturer, both of whom are looking with utter unconcern upon what has been a matter of the greatest interest for something over five slowly-speeding months. The lesson has been taught and learned. What now remains is to look for the outcome.

London has produced another sensational cause of death. A man was killed by the simple inhalation of a perfume. The perfume was subjected to a chemist for analysis and it was found that some lavender in the man's pocket had been strengthened by an addition of oil of almonds which induced nitrobenzoic poisoning. The cause of death was manifestly accidental, but it exposed the danger to human life which rests in apparently harmless perfumes.

ARE SHOES HARMFUL TO HEALTH?

The present is an age of fads about health and disease.

Medical men claim to have found out that vexatious and annoying little creature, the mosquito, originates fevers of the most dangerous description. Destroy all the mosquitoes and there will be an end to such fevers.

There are other medical men who teach that every disease is caused by a special microbe, and each disease has its peculiar microscopic monster that is responsible for its destructive powers.

There are others who hold that people eat and drink too much, and a starvation diet of bread and water is the only health-giver.

These are only a few of these fads, but perhaps the most unreasonable and impossible of them all is one announced very recently as a panacea against all the ills to which flesh is heir. It is a particular serum to make all disease-proof.

There has recently been put forth a proposition that we do not rest enough on the earth's broad bosom and absorb from her measureless reservoirs of physical forces enough of their life-giving influences.

There is an old story from the Greek mythology of an earth-born giant, named Antaeus, who once tackled Hercules in a fight. Hercules was a demigod; that is, he was half god and half human. In the course of his struggles with the giant he found that every time he knocked down his antagonist with a blow that should have finished him, the Son of Earth always arose with renewed vigor and strength which he received from his mother. The semi-divine hero, realizing the state of things, lifted the giant into the air and dispatched him while he was deprived of the life-giving force, which contact with Mother Earth would have given him under different conditions.

This very old story is suggested by a claim recently made that the wearing of shoes is extremely injurious to human health. A writer in Medical Talk for October declares that civilized man is seriously damaged in health by wearing on his feet a covering in the shape of prepared leather, which more or less insulates his body from the earth. He holds that savages who are constantly bare-foot, and the lower animals of every sort by their constant contact with the earth, are more vigorous than are the people who go shod. He cites, as examples, the natives of Africa and tropical Asia, who never wear shoes, and who, he asserts, are remarkably free from diseases to which the civilized are subject. They have no toothache—their teeth, indeed, are proverbial for whiteness and health without any toilet attention whatever—they are never bald, and their sight is remarkably clear and good, even in advanced age. The writer mentioned says:

I ask any man, before he decides this question for himself, to consider for a moment the wonderful construction of his own footsoles. Why are they provided by the Creator with that marvelous cluster of cutaneous nerve endings which so distinguishes them from any other part of his body? Why have we here those myriads of little nerve feelers brought right out into the papillae of the skin, so that, if free to do so, they would have perfect electrical contact with the earth as we walk on it? Is that provision made in vain? We must acknowledge that, if it is, it is certainly the first of nature's provisions which can be said to be so. Now, the latest advances of science on every side concede the fact that the nervous system

is to all intents and purposes the electrical system. I, therefore, contend that our footsoles are designed to act as an electrical highway between our bodies and Mother Earth, and the maintaining of that highway in a free and unimpeded state is a matter of vital importance not only to man himself, but to all other animals on earth.

It is so easy to multiply proof of the absolute truth and importance of these facts by practically relieving, as I have so often done, sufferers from various forms of sore feet—these being undoubtedly the first outward signs of nature's protest against our violation of her laws—that volumes might be filled with their narration. Instead thereof, let us endeavor to suggest a remedy. To this end I provide our ordinary shoes with an insole of good conducting material, with very fine wires invisibly fixed, so as to afford perfect electrical communication between this insole and the earth; so that a man in his ordinary footwear is caused, in an electrical sense, literally to walk barefooted on the ground, as he ought to do. The effect of this most simple attachment to shoes, as an immediate relief from cold feet in winter and from painful and swollen feet and ankles in summer, often amounts to almost a miracle. I have myself purposely worn rubber-soled shoes or ordinary rubbers until my eyes became sore as if filled with sand, and the pain in my foot-soles was unbearable. I have then had attached the metallic earth connection as described, and at once all was changed; the shoes immediately became easy, not hurting my feet at all, and in a short time my eyes were again perfectly well.

Possibly there may be some sense and reason in this theory. It seems to be as intelligent as is the mosquito origin of fevers. At any rate, its worth or worthlessness could be easily tested, and as to all the other fads, none of them should be accepted except upon indubitable proof made plain to the public, and not confined to the self-constituted scientists.

GENERAL TRADE REVIEW.

The habit of Monday panics in Wall Street seems to be so firmly fixed that, while the settlement of the coal question and buying of bonds would seem to have been sufficient to steady the market, yet the week starts out with another decided sag. The trouble seems to be that there is still really a lack of money to carry on normal operations. The restoration of confidence and activity in the hard coal section fails to help matters, rather tending to increase the stringency by still further demands for current funds. While it may take some days to regain command of the situation, it would look now as though the efforts of the banks and the Government to furnish the needed funds will eventually prove sufficient.

There is no abatement in real business activity. Railways are still breaking all records in earnings and, now that fuel is finally assured, the hesitation in steel and iron circles on this account is ended. There was not so much actual interruption as a tendency to conservatism for fear of what might happen.

Grain and other staple movement is exceeding expectation and prices are advancing in spite of the abundance. Textile mills are active, although the uncertainty as to raw materials serves to curtail future contracts. Footwear factories are still active, but large receipts and poor quality of hides are not favorable to high prices.

There are more waiters in a crowded hotel dining room than those who wear aprons.

A new class of work has been evolved—working other people.

CURATIVE PROPERTIES OF LIGHT.

Twenty years ago, among the many fads which sprang up in this country was the "blue light" or "blue glass" cure for diseases. The idea put forth was that if a sick man or animal were kept in a room to which the sunlight was admitted through blue glass a cure would be effected.

Heretofore but little attention has been paid to the curative powers of light. It is known that plants which attempt to grow in a dark or poorly lighted room are miserable specimens, while human beings confined in prisons soon become pale and degenerate in health. Light is absolutely necessary to the proper development of health and vigor in all animal and vegetable life, but until recently no other consideration has been given to a subject that has in it enormous possibilities for good.

According to an article in the October Review of Reviews, some six years ago the medical world watched with considerable curiosity the experiments of a young Danish physician whose theories anent a "light cure" held out great promises. Since then the experimental stages have broadened until they include the realm of practicability. Today no name in the scientific catalogue is better known than that of Prof. Niels R. Finsen, of Copenhagen.

The aim of Prof. Finsen and the Finsen Medical Light Institute is the conquest of superficially-seated consumption and cancer through the medium of both natural and artificial light. Many skin diseases yield to the methods employed by the eminent discoverer.

This Danish physician claims to have discovered that such and such rays in the sun's spectrum are bacteria-destroying, while others are of a healing and curative nature.

Working on this principle, bringing to his aid the electric current, experimenting constantly, the result of his studies has received the approval of many scientific men and he has erected buildings near Copenhagen for the treatment of diseases by his methods.

He uses both sunlight and electricity, but it is said that Prof. Finsen has come to the conclusion that the greater benefit lies in perfecting the electric appliances to such a point where the natural light can be dispensed with. As regards the relative strength of electric light and sunlight, Prof. Finsen's experiments with microbe cultures have convinced him that where sunlight kills the germs in a couple of minutes, electricity does the work in that many seconds.

It is claimed that the light cure is effected absolutely without pain. According to accounts not only does the patient suffer no inconvenience whatever, but those who have watched the progress of certain aggravated cases declare that the entire physiognomy of the patient undergoes a change. The eyes take on an added brilliancy. The carriage becomes more erect. It is as if a new dawn had risen, a regeneration where the victim of his disease is once more to be restored to his fellow men. It is in the moral aspect of the case that the Finsen treatment works such wonderful changes side by side with the physical.

In the removal of birthmarks, such as port wine stains, from the size of a dime to those covering the entire one side of a face, the concentrated-light treatment has proved very efficacious,

and even if this were all, it would be a valuable aid to curative science.

For anaemic patients, those in whom the blood is deficient in red coloring matter and other proper qualities, Prof. Finsen has experimented successfully with what he terms his photo-chemical baths. He claims that the red color of the exposed parts of the skin is caused principally by light. Hence his effort to restore the deficiency by subjecting the anaemic patient to what is probably one of the most powerful arc lights ever constructed.

In the room set apart for this treatment the patients walk about naked, except for broad-brimmed straw hats to protect the eyes. There is no glare, however, notwithstanding the tremendous light force generated, for the walls and the ceiling are tempered in yellow tones. The effect of this treatment is said to be exceedingly pleasant, a sense of exhilaration taking possession of the entire nervous system. A number of cures have already been reported.

Experiments with the various colored lights, it is claimed, show that each has important effects upon animal and vegetable life. Red is said to be specially beneficial to smallpox patients.

Without undertaking to champion the claims made for this particular light cure, there is good reason to believe that it embraces most important possibilities, which will sooner or later be fully demonstrated.

Senator Lodge, of Massachusetts, is accounted a rich man, but he does not hesitate to condemn those who do not realize the responsibilities of wealth. "When," he says, "wealth expends in a single evening upon a vulgar, brainless entertainment an amount of money the income of which would mean affluence to thousands of families; when it is used to promote corners in the necessities of life or for desperate gambling in the stock market; when it is engaged in an effort to debauch elections or control legislatures; when it considers that everything is for sale, legislatures and courts, public offices, the honesty of men and the honor of women, it is hard to overestimate the peril which it portends. When so used and sought only for its own sake it puts weapons into the hands of those who through envy, malice, ignorance, or misfortune seek the overthrow of society and to produce the anarchy which would return men to the savage state from which they have so painfully climbed upward."

The Pan-German movement in Europe is a tangible thing, and some of the nations that are neighbors to Germany express alarm at the measures which are employed to spread it. There are some who profess to believe that an attempt is being made to Germanize the United States. It is declared that Prince Henry's visit was not only intended as a flattering attention to the United States, but was also regarded as a means of awakening the sentiment of solidarity with the old home among the German-Americans. The votes of this element, it is intimated, might turn the scale and decide the policy of the United States at a critical moment, when differences might conceivably arise in regard to the practical application of the Monroe doctrine. It is hardly necessary to say that any expectations in this direction are not likely to be realized. There are no more loyal Americans than those of German origin.

He who has virtue of his own need not boast of his ancestors.

The Famous "Elgin" Floor-Mill



Finished in
red, black or
wine color.

Is 5 feet 5
inches high,
with 28 inch
wheels.

Capacity
4½ pounds.

Will grind 2 pounds of coffee
per minute. Regulated to grind
coarse or fine while running.

Forwarded to you with 100
pounds purest spices for **\$33**

Be sure you get the name right

The Toledo Coffee & Spice Co.,

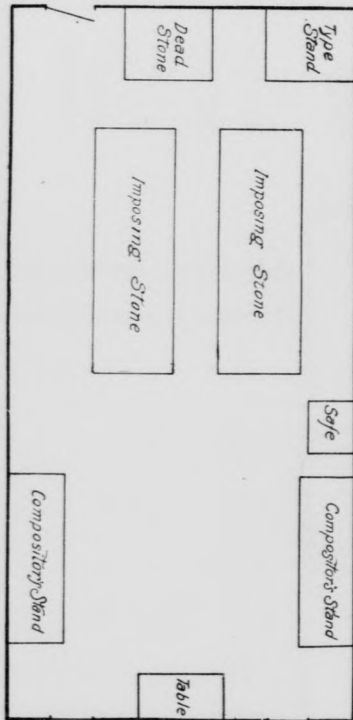
Toledo, Ohio

ON THE MOVE.

The Fourth Home of the Michigan Tradesman.

When the Michigan Tradesman was established in September, 1883, it was located in one little room on the third floor of the old Eagle building, 49 Lyon street. The space was as limited as the resources of the business, but in less than a year the cramped quarters were increased by the addition of an adjoining room, which became the mechanical department, while the original office was used as an editorial room and received accessions in the shape of carpet, desks, telephone, etc. As the business of the office increased, two additional rooms were taken, giving the firm the use of an entire floor, with the exception of one small room.

In 1888 the business had grown to



Birthplace of the Tradesman

such proportions that a change of location was imperative and in November of that year the three-story and basement building at 100 Louis street was leased for a term of five years. This lease was renewed for another five years, but before a year of the second term had elapsed the business of the office had increased to the extent that it became absolutely necessary that still another change should be made.

After carefully considering several locations it was deemed desirable to execute a long-time lease of the fifth floor of the Blodgett building, one of the finest office buildings in the city, comprising nearly double the floor space formerly occupied and admirably adapted to the purpose by reason of its central location, unusual amount of light (an important advantage in a printing office), and having everything, except warehouse and storage room, on one floor. The building is fitted with every modern convenience. It is heated by steam and provided with a quick passenger elevator and two freight elevators, one of which is the largest in the city. Especial care was taken in designing and fitting up the establishment, both business and mechanical departments, on the theory that the best work can be accomplished where the surroundings are made as light, airy and pleasant as



Second Home of the Tradesman



Present Home of the Tradesman



Future Home of the Tradesman

possible. No reasonable expense was spared to make the quarters complete and up-to-date.

It has been very evident for some time that the Tradesman has outgrown its present quarters in the Blodgett building and that a larger and more convenient location on the ground floor must be secured. The consolidation of the Ball-Barnhart-Putman Co. and the Olney & Judson Grocer Co., which involves the abandonment of the corner store in the four-story and basement building at the corner of Ionia and Louis streets, known as the Barnhart building, afforded the Tradesman the opportunity it had long looked forward to and little time was lost in negotiating a lease for seventeen years and three months, which establishes the Tradesman in that location until March 1, 1920. It is claimed that this is the longest lease of a business building ever made in Grand Rapids.

The location is all that could be desired. It is only a block from Monroe street—the Morton House corner—and only three blocks from the Union depot, on the direct route from the depot to the main business street of the city. It is surrounded on all sides by wholesale establishments, being opposite Rindge, Kalmbach, Logie & Co., Ltd., Sherwood Hall, Ltd., and the Grand Rapids Wholesale Furniture Co. In the same block are John T. Woodhouse & Co., the Grand Rapids Stationery Co., the Clapp Clothing Co., the Hazeltine & Perkins Drug Co. and the Grand Rapids Dry Goods Co. Within a block are located the Olney & Judson Grocer Co., Worden Grocer Co., H. Leonard & Sons, U. S. Packing Co., E. E. Hewitt and Maynard & Reed. Within two blocks of the office nine-tenths of the jobbing trade of this market is transacted.

As soon as the present tenant vacates the building, about Nov. 1, extensive changes will be made in the interior in the shape of new floors, partitions and other betterments, the present intention being to accomplish the work of removal between Nov. 15 and 20. It will be well along in December before the Tradesman will be fully settled in its new location, after which it will be pleased to welcome its friends and patrons, either city or out-of-town, any time it is convenient for them to call.

The Tradesman is not given to boasting of what it intends to do, but it may not be out of place to remark, in this connection, that the increased floor space will enable it to make material additions to its equipment, including a new Mergenthaler typesetting machine, which has already been ordered from the factory and is due to arrive early in December. Other changes and improvements which have been under consideration for some time will also be carried into execution.

Hit Him All Right.

A worthy man who was very sensitive and retiring, having lost his wife, privately requested that he might be remembered in the minister's morning prayer from the pulpit, but asked that his name might not be mentioned.

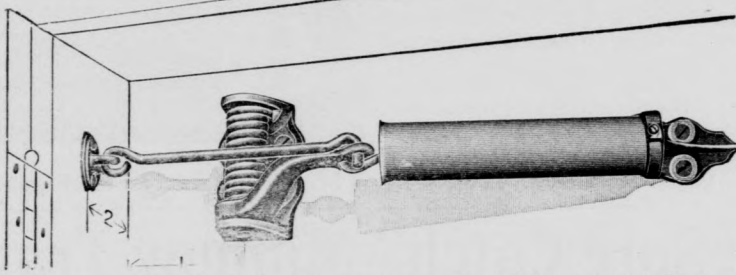
On Sunday morning the good minister prayed most eloquently for "our aged brother upon whom the heavy hand of sore affliction has so lately fallen."

At this point an elderly man, whom the minister had married during the week to a very young wife, arose with a bounce and stamped down the aisle, muttering loudly enough to be heard all over the chapel:

"It may be an affliction, but I'm blest if I want to be prayed for in that fashion."

The Larimer

Door Check and Screen Door Check and Spring



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

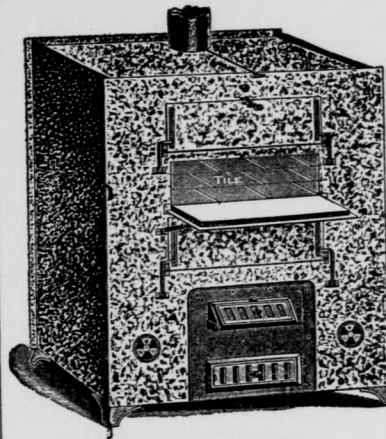
JOSEPH SCHURSCH, 280 Canal St., Grand Rapids, Mich.

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 100 packages. S. B. & A. on every piece. Made only by

Straub Bros. & Amiotte, Traverse City, Mich.

The Favorite Chips



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

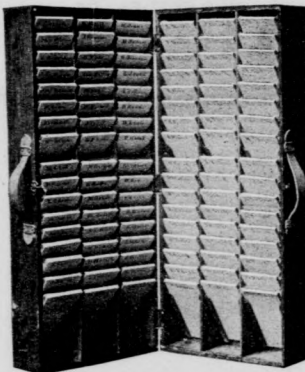
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YELLOW LABEL COMPRESSED
YEAST you sell not only increases
your profits, but also gives complete
satisfaction to your patrons.

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Putnam's Menthol Cough Drops

"They Stop That Tickle"

Certificate in every carton. Ten certificates entitle dealer to one carton free. Manufactured only by

The Putnam Candy Co.
Grand Rapids, 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.

Hardware

What a Dealer in Sporting Goods May Do.
Written for the Tradesman.

Passing down the street the other day, I was hailed by a dealer in sporting goods with this odd request:

"I wish you would come back and tell me what is the matter with my window."

It made me feel a good deal like a physician called upon to attend a sick man; and, filled with responsibility, I went back to see what was the matter. There was matter enough. The dealer had made the mistake so many ambitious window trimmers do—attempted to put his whole stock in the window at one time. His intent evidently was to give the idea that he possessed a large stock, while in effect he gave people the very opposite impression.

The dealer in sporting goods has an unusual opportunity for the display of his line. The dry goods man, the druggist and other merchants have no monopoly on this art; in fact, I am constrained to believe that those who are interested in his display are even more keenly interested than those drawn to the windows of his neighbors who deal in other lines, although I realize what a furore a well-arranged display of new ideas in fad and fashion will create among the female population.

I found that my sporting goods friend did not appreciate his opportunity. He had arranged, with mathematical precision and generous profusion, a window full of all kinds of sporting goods appropriate to all seasons. Footballs vied with baseball bats for attention and tennis rackets lined up against phonographs. Tennis rackets are ordinarily movable stock in summer, while the long winter evenings create an interest in Sousa and Gilmore sold by the yard. The dealer had made the mistake of showing everything he had, instead of trying to show a little well. If he had shown one line, no matter what it was so long as it was appropriate to the season, the passer by would at once have been impressed by the size of his stock of that character and, when the idea of purchase came to him at some later time, his mind would have involuntarily reverted to the display he had seen. He would have been well satisfied that this was the place to buy and so the window would have served the purpose for which it was intended, that of a trade puller.

The football season was just budding and, at my suggestion, we arranged a window that suited my fancy, however well it might meet the ideas of others. We first unloaded that mammoth stock of everything and in its place made a display of something—football goods. In the center of the window we laid some green crepe paper which cost the sum of 10 cents and which represented the entire outlay for that display. Upon this green crepe we outlined a regular football gridiron, with its five yard lines distinctly marked with chalk just as they would be with lime upon a real 'varsity field. At the two ends, where they belonged, were two miniature football goals shaped like the letter H. In the center, at a point technically known as the kick-off, reposed a tiny football placed in the position it would be at the beginning of the game. Around this gridiron we arranged football goods exclusively, and I am quite hopeful that any boy or student who saw the window went away with the impression that, when he wanted something in the foot-

ball line, here was the place to get it. If any dealer wishes to arrange this window and is not posted upon the layout of a football field, he can readily get the information, and I consider the window an attractive one.

Somewhere earlier in this article I stated that the dealer in sporting goods had an unusual opportunity for the display of his stock. His window exhibits are the most inexpensive of any, sporting goods are not in any way damaged by the sun and there is no expense for drapery or draping. The idea to follow is to exhibit that thing in sporting goods which is at the present moment exciting the public mind. The man who put in a ping pong exhibit when ping pong was at its first height has cinched the ping pong trade of his town or at least his share of it for some time to come; for not only were ping pong players but the general public interested if he presented in his window a correct exposition of the game just as it is played, so far as a mere display of the equipment would permit. If you have not had a ping pong window, it will soon be time. The winter months will see a great revival of this fascinating game.

There is a peculiar fact in connection with the display of bicycles, or rather a peculiar fact connected with my individual opinion on the subject, and that is that one wheel in a window of ordinary size makes a better display than many. The man who buys a wheel buys a great deal like the man who buys a horse, and David Harum in all his glory was not better posted upon horse flesh than is our ordinary rider upon the fine points of a wheel. If you have a bicycle that appeals to you as being particularly attractive in appearance or which possesses some new feature that would tell in its sale if called to the public's attention, place that wheel on exhibition alone in your window and it will receive the attention it deserves and you desire; put three or four with it and all will be lost in a confused picture made up of steel wire and rubber tires. The place to make an exhibit of wheels that will appeal to the public because of its size is in your store itself and not in your window.

The thing to be remembered in the display of sporting goods is this: That a general display of all lines gives the idea of a small stock, while the display of a single line well arranged and in season gives the idea of a large and up-to-date stock. Charles Frederick.

The smaller the brain the more conceit it will hold.

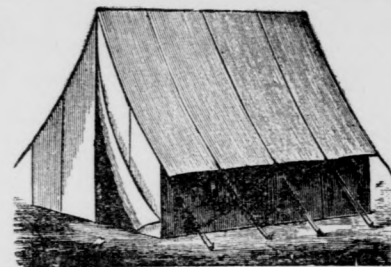
Insurance Against Fire

is generally conceded to be a necessity with every merchant. It is just as essential that he should be protected against slow-pay and bad-pay customers, which can be accomplished by maintaining a membership in the

**Commercial
Credit
Co.**

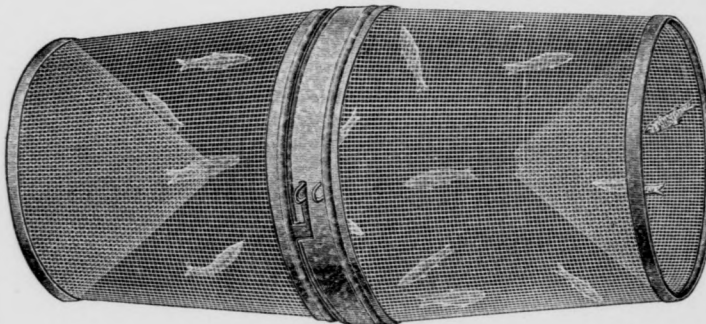
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Length, 19½ inches. Diameter, 9½ inches.

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.

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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.
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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

UNCLE SAM'S SWEET TOOTH.

Per Capita Consumption Is Steadily On the Increase.

The people of the United States are second only to the United Kingdom in satisfying the demands of a sweet tooth. They consume eight times as much sugar per capita as they did in the first quarter of the last century, four times as much as the average per capita during the decade ending with 1850, and twice as much as they did in any year prior to 1870. A vast quantity of this sugar consumption was in the form of candies. In the years immediately prior to 1825 the average consumption of sugar was about eight pounds per capita; in the decade of 1840-50 about sixteen pounds per capita; in the years immediately prior to 1870 the average was about thirty-two pounds per capita (omitting the war years, in which the consumption was light); from 1870 to 1880 it averaged about forty pounds per capita; from 1880 to 1890, fifty pounds per capita; in 1891 the figure was sixty-five pounds per capita, and it has ranged from sixty-two to sixty-eight pounds per capita since that time, the figure for 1901 being sixty-eight and four-tenths pounds. This steady growth in the per capita consumption of sugar is shown by some figures which the Bureau of Statistics will present in the next issue of its annual volume, the Statistical Abstract. The per capita consumption has been a matter of record during recent years, but it has not been before practicable to compare the per capita consumption of recent years with that of earlier years, and to note the very rapid increase in the quantity consumed by each individual of the country.

This growth in the consumption of sugar is, evidently, not confined to the people of the United States. The increase seems to have been equally rapid in other parts of the world, judging from the figures of total production. Figures recently published by the Bureau of Statistics in its monograph, "The World's Sugar Production and Consumption," showed that the sugar production of the world was eight times as great in 1900 as in 1840, the figure for 1840 being 1,150,000 tons, and that for 1900, 8,800,000 tons.

This increase in production, and consequently in consumption, has come largely through the development of the beet sugar industry, which increased from a production of 50,000 tons in 1840 to 200,000 tons in 1850, 831,000 tons in 1870, 1,402,000 tons in 1880, 3,633,000 tons in 1890 and 5,950,000 tons in 1900. During the same time, cane sugar production increased from 1,100,000 tons in 1840 to 2,850,000 tons in 1900. Beets in 1840 supplied 4.35 per cent. of the total sugar product of the world; in 1850 they supplied 14.29 per cent.; in 1860, 20.43 per cent.; in 1870, 34.40 per cent.; in 1890, 63.70 per cent., and in 1900, 67.71 per cent.

The per capita consumption of sugar in the United States is greater than that of any other country, except the United Kingdom, in which the annual consumption ranges from 85 to 91 pounds per capita, against from 60 to 68 pounds in the United States, the figure of consumption for 1900 in the United Kingdom being 91.6 pounds per capita.

The following table shows the per capita consumption of sugar in the United States and the principal European countries in 1900, the latest available year:

Countries.	Pounds.
United Kingdom.....	91.6
United States.....	65.2
Switzerland.....	60.3
Denmark.....	54.8
Sweden and Norway.....	38.2
France.....	37.0
Germany.....	33.9
Netherlands.....	32.5
Belgium.....	23.3
Austria-Hungary.....	17.6
Portugal and Madeira.....	14.7
Russia.....	14.0
Spain.....	10.6
Turkey.....	8.0
Roumania.....	7.8
Greece.....	7.2
Italy.....	6.1

What He Wanted to Say.

A few days ago Mr. Taylor was absent from his drug store for a few minutes and left his wife in charge. A large Norwegian, who spoke English with difficulty, entered and said:

"Hi owe de firm 10 cents."

"Very well," replied Mrs. Taylor; "just pay it to me and it will be all right."

The Norwegian made no attempt to produce the coin, but gazed steadily at Mrs. Taylor and repeated:

"Hi owe de firm 10 cents."

"Yes, I heard you say that before. Now, if you are afraid I will give you a receipt for it."

In astonishment the man from Norway looked at her and walked out without a word. Pretty soon he returned with a fellow countryman whose command of English was a little better, and who interpreted the remark to Mrs. Taylor by explaining: "He wants 10 cents' worth of iodoform."—Frankfort Review.

The more we help others to bear their burdens the lighter our own will be.

Point in Domestic Economy.

"There are few women who do not spend new money reluctantly," said a clerk in one of our leading stores. "It is worth one's while to watch them. A woman will invariably hunt around in her purse for old money in paying for a purchase. Why this is so I have never been able to discover, but the exceptions simply prove the rule. Daily I have examples of this trait in women right here in this store, and when feminine customers finally do part with their money against their wills. On some occasions I have actually known women to leave the store sooner than break a new bill.

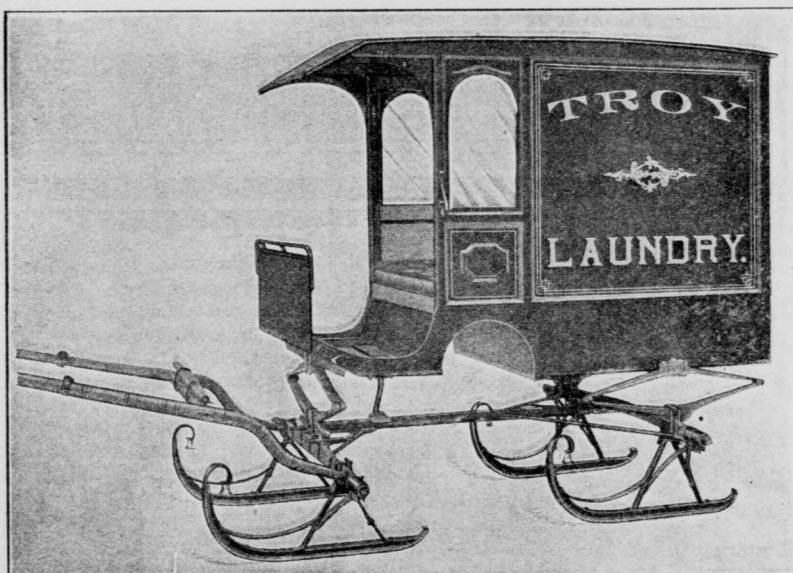
"But I have been benefited so by my different experiences with this peculiarity of the sex that I have learned to take it philosophically, believing there may be something yet to learn. So, when my patience is on the verge of exhaustion, I gain new strength from the knowledge of how much money I have been saved from a woman's dislike in parting with new money. The secret is simple enough: I always manage to carry my salary home in beautiful, clean, crisp bills, and the reluctance with which my wife gets rid of them redounds to my financial benefit. This is a tip for other married men, and I am certain they would save money by adopting the suggestion."

Keep Them at Home.

The country merchant who makes loudest complaint about the townspeople going to the city for trade is frequently the one whose "announcement" in the village paper remains unchanged from one season's end to another.

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

Clothing

The Straw Goods Situation and the Jobbers' Association.

Under ordinary circumstances the two subjects above mentioned would be treated in separate articles, but at this juncture the two seem so closely connected in the mind of the trade that it becomes convenient to talk of them under one heading.

In examining the first matter it is pertinent to speak of the agreement entered into by some of the large straw goods manufacturers with regard to a date on which they simultaneously opened their lines, for although a full month has elapsed since the opening date, viz., September 2, it is only now that the real effect of this agreement can be weighed with the possibility of arriving at anything near a correct estimate. For it is only now, when most of the jobbers have left the market and all orders have gone through the regular routine, that anything like a real comparison of this season's separate orders and totals, or purchases in special lines and staples, can be made with the records of last year.

And now that all this has been done, it appears to be a moot question as to whether there will be an agreed opening date next year or not, for the matter does not seem to have worked out as satisfactorily as was expected.

In other years the buyers of straw goods from case houses have usually come to this market in three groups, not, of course, strictly demarcated one from another, but merging the one into the other and making the buying season of considerable length. This year, as a consequence of the opening date agreement, the whole trade was practically here at one time, with the result, it is said, that the jobbers individually could not make their selections with the same careful deliberation as heretofore, although if this is so, it was most certainly through no intentional act of the manufacturers, for in some houses the salesmen were busy from six in the morning until long after the gas or electricity was on.

Another consequence of the rush was the inability of the salesmen to bring properly before the buyers the new things, of which there were many ready for their inspection.

And so it now appears that purchases have not been quite as satisfactory as we were led to state in our last issue, from reports which it now seems were premature, for although purchases have covered a large number and wide range of

styles, quantities have been conservative.

Still another feature that tends away from a date agreement for next year is the supposed advantage that non-signing manufacturers had. These, it is stated, sent their lines out into the trade before those who made the agreement, and it is believed in this manner were able to secure many good orders, to the detriment of other manufacturers.

The formation of the Jobbers' Association and its agreement with a number of the manufacturers will make itself felt in the straw goods market, but not quite in the manner that was expected.

The permission to the manufacturers to sell 150 retailers has had one peculiar result. This is, that some of the manufacturers who before had never tried to sell but a few very large retailers who called at their show rooms, since signing the agreement and learning of these names, are now trying to sell them, too. As a result of the existence of the Association, some duplicate orders will be placed with other factories than those who supplied the originals, but not to so great an extent as might be supposed, for enquiry develops the fact that members of this Association are continuing to buy from makers who did not sign the agreement.

Although the meeting at the Hoffman House in New York took place a month ago, its echoes are still heard, and apropos of it, many things are told us. It is stated that one of the results of the Hoffman House talk was a request that the manufacturers who had signed the agreement should refuse to sell goods to any jobber not a member of the Jobbers' Association.

A reporter for this paper has enquired of a number of jobbers who are not in the Association, but has not found one who has not been able to purchase any straws he desired from manufacturers who signed the agreement with the jobbers.

However, it is a fact that the possibility of these manufacturers actually refusing to sell to non-members of the Jobbers' Association has been regarded with some seriousness by both sides.

Evidence of this on the one side is, that some of the manufacturers have come together to discuss the matter as to its possibilities, and as to the legality of such action, while on the other side it is said on good authority that some powerful jobbers who are not members of the Jobbers' Association have earnestly discussed and formulated plans for the formation of a stock company to

Special Sale

Of the entire stock of the old reliable wholesale clothiers,

Kolb & Son, of Rochester

(now retiring from business)

The stock has been purchased in bulk by The William Connor Co. and will be disposed of at a great sacrifice to the retail trade.

Sale begins to-day, Wednesday, Oct. 22. Call early as the lots are going fast.

The William Connor Co.

Wholesale Clothiers

28-30 South Ionia Street, Grand Rapids, 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.

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.



Men's Suits
and
Overcoats
\$3.75 to
\$15.00

\$5.50
\$7.50
\$8.50
lines are
extra swell

PAN-AMERICAN
GUARANTEED
CLOTHING

MANUFACTURED BY

WILE BROS & WEILL

BUFFALO
N.Y.

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

Is a sure thing for all the time.

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

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

Salesman or samples—which will we send?

manufacture straws in grades below \$6 a dozen.

A competent manufacturer to run the plant was available, it is said, and the requisite capital would be readily subscribed by those jobbers who would be the customers of this factory. A shrewd detail of the plan was to allow salesmen of the jobbers to purchase stock, as this would make them push goods from this factory above those of outside makes.

This whole scheme is spoken of with regard to some cities other than New York, for none of the New York jobbers questioned seemed to know a thing about it, although it is a fact that in New York some of the jobbers who are among the very largest operators in straws have not joined the Association. Some others whose names we published in our issue of September 9 in the list of members as it existed last March have since resigned, and some who did not resign did not evince enough interest to attend the Hoffman House meeting.—Apparel Gazette.

Carrying Light Stocks.

A firm of retailers who have been conspicuously successful in New York's medium-grade outfitting field, have had, thus far, notwithstanding many adverse weather conditions, a very successful year. In talking about the prosperous state of affairs at their various stores, one of the partners said recently: "Like almost everybody else in the Borough of Manhattan and nearby, we did a comparatively small summer business, but we are not complaining, and for the reason that we made more money, because we tied up less than usual in big stocks. What I mean is that we had more than usual to show at the end of the season in dollars and cents and less in merchandise for the business done. We bought lightly, not because we anticipated small results, but because we wanted to see if it was not possible to so conduct our business that it would not be necessary to pile goods to the ceiling in order to anticipate all demands. It has seemed to us for some time that, being so near the sources of supply, it would not be necessary to order heavy stocks of goods."

"Of course, I know you can not always do what you would like in preparing for a season, but from all I can learn, among even the best of operators, it is becoming more and more the rule to prepare with fair liberality, but not superabundantly, so to speak. In this, as in other matters affecting merchandising, one must act in the light of his experience. It is better, it seems to me, to err on the side of too small than too large a stock."

Delays on Underwear Deliveries.

So far as the volume of business anticipated or now doing by manufacturers and jobbers in fall and winter weights is concerned, there is scarcely any room for complaint. In many localities retailers are not busy on heavy-weights, because there has been no cool weather but let there be a decidedly cold snap, or the thermometer fall considerably, and local jobbers will have to explain to retailers that there are not any too many goods to go around. Here and there (in the New York market, for instance) is encountered a large jobber who prepared for what has happened, and is well supplied, but the majority of wholesalers are not any too well stocked up with fall weights. In fact, in many instances the orders placed with jobbers by retailers have not been promptly filled, owing to a scarcity of

goods. Early in the buying season, and for quite a while certain jobbers held off, because of the conditions of the yarn market. They believed that concessions would be made later on, but in this they have been disappointed. In consequence some of them find themselves without desirable merchandise, and the condition becomes aggravated as the time for cold weather approaches. Jobbers who bought early and abundantly are in a fortunate position. Their more conservative neighbors are not so happily placed.

Small manufacturers, who made only limited quantities on account of the stiff conditions prevailing in the yarn market, are not showing any very decided disposition to live up to their contracts.

Another element that has contributed very materially to the embarrassment of unprepared jobbers is the usual disposition of scores of retailers to wait until the eleventh hour before placing their orders. With the exception of enterprising manufacturers and jobbers, this holding off has the effect of creating conservative conditions. The producer must know something of the intentions of the retailer before he can prepare stocks of goods. It is hardly reasonable to expect him to take all the chances. In fact, he will not take all the chances and the conviction is growing that the time is not very far distant when the systems which obtained in the fancy shirt business will prevail in underwear. That is, orders of a hard and fast character will have to be placed many months in advance by retailers before they can reasonably expect perfect deliveries.

Neckwear Silks.

Manufacturers of tie silks are quite busy on holiday orders, which are wanted for immediate delivery. There has been exceptionally good business done in heavy weave barathea, baskets, armures, ottomans and grosgrains. Those of the best grade have been ordered freely by high-class neckwear manufacturers, as the demands of the neckwear people are for weaves full of silk and soft and pliable to the hand, so that they will tie well and gracefully.

Silk manufacturers who have made a specialty of mufflers for fall have done an excellent business. They report that mufflers are to be worn freely this fall and winter, and heavy weaves, with plenty of silk, have been brought out for warmth.

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.



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



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

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.



Get our prices and try our work when you need

Rubber and Steel Stamps Seals, etc.

Send for Catalogue and see what we offer.

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



A Postal Card

Will get you prices on the best store stools made.

BRYAN PLOW CO., Bryan, Ohio
Manufacturers

Shoes and Rubbers

Why Retailers Should Not Return Shoes to Manufacturers.

Some time ago various shoe trade papers in the country took up the subject of "Returned Goods," and threshed it out pretty thoroughly in their columns. They advanced many reasons why shoe retailers should not return shoes to manufacturers, and proved that many claims made by them were indeed unjust. They also advised manufacturers to deal with such cases as severely as possible and not to permit any impositions, such as they were being subjected to, to grow. They also advised the retail merchants to be a little more considerate in their dealings with manufacturers and jobbers and to desist from sending a whole case, or cases, of shoes to the factory because they thought one or two pairs of the number did not come up to sample.

Strange to say, this discussion in the papers has brought about many startling changes. It doubtless proved to many merchants that they were entirely wrong and stopped the same people from continuing along their old lines of sending back shoes, just to let manufacturers know that they were living. On the other hand, many shoe dealers who never returned a case of goods in their lives, so manufacturers claim, have gotten the notion into their heads that they have been "slow" and have not taken advantage of the manufacturer as they might have done. With this in mind manufacturers claim that shoes which should never have been returned have been sent to them by dealers who, in years gone by, were perfectly satisfied with much less perfect product. It is rather an unusual thing to imagine that shoe retailers could be so inconsiderate, but in one or two cases this is positively a fact. We know of manufacturers who have been making shoes for certain houses for years and years without ever having one pair of shoes returned to them as not being up to sample. We know of another instance where one retailer sent back a lot of seventeen cases, claiming that they were not as good as they should be. It was quite apparent after examining the cases that sixteen of them had never been opened, and as for the one case that was opened, the shoes in it were equally as good as the samples seen in the shoe factory.

This world is rather a funny world and men get funny notions. This is about the most ridiculous one ever brought to our attention. It is a cause for wonderment if retail merchants realize what they are doing when they return goods in this manner. Of course, if they are overbought it is one method of getting rid of a lot of shoes which they rightfully contracted for and which on account of overbuying will not be sold during the season; but at the same time it is an undignified and an unbusinesslike method and makes some one else suffer for their own mistakes. The real injury, however, is the one they do themselves in the future. If they send back their goods to the manufacturer they leave themselves short of shoes which the trade is continually calling for. They can not expect to have their orders duplicated in three or four weeks, especially during the rush season, and by the time their goods are made up they will find they have lost many sales that they would have otherwise made had they not been inconsistent as well as inconsiderate and sent

back those shoes to the manufacturer.

If the manufacturer desired to be arbitrary, especially where the firm's name is stamped on goods, he could force the retail merchant to take the goods, as the retailer has no way of proving that the shoes were not as good as samples. It is simply a case of one man's word against another's, but along with the order the manufacturer has the signature of the retail dealer, which will stand in any court of law.—Shoe Retailer.

Ought to Be Satisfied.

"I never have any doubt about Henry's affection for me," the young bride said to her father, on the occasion of the first visit after her marriage, "but I sometimes wish he were a little more demonstrative."

"Does he ever make any objection," asked the old gentleman, "to your keeping this sore-eyed poodle in the house all the time?"

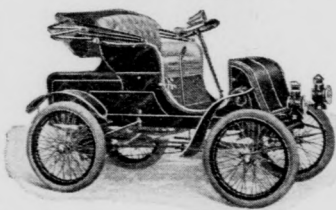
"No."

"What other demonstration do you want?"

Overdone heartiness is nearly as nasty as underdone mutton.

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

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

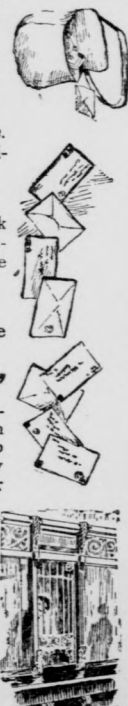
3% interest

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.



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.

Mayer's LADIES' SHOES

Embrace every feature of Style, Grace, Beauty and Durability; they wear well, look well. The dealer who will put in our line of Ladies' Shoes will do well. Write us about it.

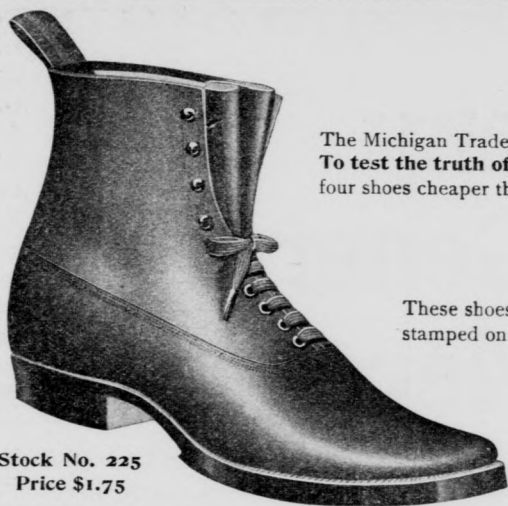
F. MAYER BOOT & SHOE CO.
Milwaukee Wis.

HIGH HUSTLER

No Time Like the Present

The weather conditions of the fall are particularly hard on footwear. You cannot appreciate the sterling wearing qualities of this shoe until you subject it to a severe test. We suggest you send for a few pairs. Their durability will create a demand that will be profitable to satisfy.

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



Stock No. 225
Price \$1.75

A Test Case

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.

Show Cases as an Assistant in Showing Novelties.

Too much importance can not be attributed to the value of show-cases as trade-bringers and assistants to clerks in the shoe store or department. Show-cases also have another use—that of setting the store off to advantage. Very often a shoe store or department which looks bare and incomplete is made more than ordinarily attractive by the addition of a show-case.

Many of the large departments use show-cases to exhibit not only their leaders, but also to show specialties to the consumers to advantage—perishable novelties in the way of colored slippers, lace ornates, suede or Persian calf oxfords and reception shoes, which do not show well except when formed up and exhibited in the show cases seen in the departments.

Past experience has proved that to handle this class of footwear, lifting them in and out of the cartons, takes the surface off the kid or soils the lace or ooze calf. All of this is obviated by the use of the show case. Here the customer can see the shoe or slipper to advantage without its being handled by either the clerk or the customer.

Outdoor show-cases are considered by some shoe men of more value as an advertising medium than their show-windows. If the merchant uses his cases to advantage, the "transient" begins to watch these cases for special leaders, and in this way many sales are made which would not otherwise be made. Outdoor show-cases if not properly used can be made an actual detriment to one's business.

Shoe men who put out their cases without any regard to their appearance very often disgust the prospective customers, and those who would have otherwise made their purchases at this store pass it by and seek some store where the surroundings are more inviting. If outdoor show-cases are used, avoid overcrowding of same. Taboo all styles of cards which you would not consider good enough for the show-windows. If cards are to be used, make them neat and distinctive.

Do not crowd the cases. If your cases have shelves in them, see that only one style of shoe is placed on each shelf. Make the exhibit of but a few pairs so that prospective customers can comprehend exactly what "specials" you have to offer.

See that each pair of shoes is properly formed up. Shoes shown in this way are to all appearances worth 200 per cent. more than those shown without forms.

Do not use a show-case which is not

as attractive as your window front. A poor looking show-case is a positive detriment to business. A good rule in every connection is to taboo everything which has the appearance of cheapness. Do not use a case with window glass sides. Get a good glass case, one which will show your shoes to advantage.

Predicts a Demand For Better Goods.

"Yes, I know the medium-priced shoe stores are multiplying," said a Western dealer, in discussing features of the shoe trade of to-day, "but I am a firm believer in the return of the higher-priced shoe. Of course, not so great in demand as formerly, but I believe that the day is not far distant when a store handling exclusively men's \$5 shoes will come and be a success. It was but a few years ago that the general run of trade in fine goods was on \$5 shoes. Then came the advent of the \$3.50, until now we have scores of one-priced shoes, either handled exclusively or as a leader. There are as many people now as formerly able to pay \$5 for their shoes and many want something better than the \$3.50 grade of footwear. Such being the case I believe the \$5 shoe will return. A dealer can afford to sell fewer, since the profit is greater, and it is a question if more \$3.50 shoes are sold, in proportion, which is necessary to make up the cost of handling at a closer margin of profit. Now we see \$3 and \$2.50 shoes coming in, but I think that is drawing it too fine for a stylish, serviceable man's shoe. Yet, I think a success could be made of a higher-priced men's shoe store, and more profit on the business realized."

The Solace of Solitaire.

"Solitaire as a nerve soother ranks with men just as knitting does with a woman," said T. O. Woodbury, of Cincinnati.

"There is nothing in the world that calms the troubled human soul as a game of solitaire, played all by one's lonesome. It has a solacing power that the great Napoleon admitted, and in this day is conceded by that Napoleon of finance, J. P. Morgan. It is said there are eighty-two separate and distinct forms of the game, and no doubt new varieties will be added from time to time.

"One of the best-loved of solitaires is known as the game of 'seven,' and rivals No. 13, otherwise styled the 'idiot's delight.' A far more intricate solitaire that has lately come in vogue is termed 'Miss Mulligan;' it is played with two decks of cards, and the man who can make it is a genius. In fact, it is far too complicated to ever become popular."

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

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

Dry Goods

Weekly Market Review of the Principal Staples.

Staple Cottons—Domestic cottons have shown no special change this week. The demand in all departments has been of an ordinary character, such as has characterized the market for some little time. Exporters are making a good many bids, but there are very few purchases made. The heavy brown goods market continues firm, lightweight sheetings are also firm and printed drills are pretty well sold up. Ducks show a quiet market, but very firm, and brown osnaburgs are without change. Bleached muslins are being bought in fair quantities, and it is easy to obtain full prices for them. Bleached cambrics are steady and firm. Wide sheetings have found a limited business, but made-up goods are in full demand and prices firm. In coarse colored cottons, denims show a fair trading, but supplies are very small for immediate delivery. Ticks are fairly steady, although there are said to be good supplies of some of the low grades. Plaids, chevrons, checks, etc., are firm and with a good demand.

Prints and Gingham—Printed calicoes have shown a fair amount of business for the past week. The reorder business for both fancies and staples for the fall trade, however, has been moderate. Prices are maintained fairly well and stocks have been reduced to a good condition. In this department buyers seem pretty willing to place orders for spring deliveries, but sellers are, as a rule, not at all anxious to accept these propositions. Fine printed specialties are firm and the spring production is pretty well sold up. Printed flannelettes are scarce in desirable lines and the market is very firm. Percales are quiet and show no change. Gingham are hard to obtain, the demand running ahead of the supply for both staple and dress styles, and prices show an upward tendency in some of the lower grades of staples.

Wool Dress Goods—There is a fairly active business under way on both light and heavyweight dress goods. Dress goods looms are generally well engaged and not a few mills have sufficient business between the fall and spring orders in hand to keep them fully engaged for some months. A substantial volume of spring business has been secured. In some quarters this is more apparent than in others, of course. The initial spring business is not conceded to be all in hand, however. There are a good number of buyers who are understood to have considerable buying yet to do, and manufacturers who have not yet got to the point in the selling of their lines where they can regard their accomplishment with complacency are building hopefully on the business that remains to come forward to place them in a much better position. It is expected that during the next few weeks a considerable volume of business will be added to that already in hand. The business that has come forward during the week has run to staple goods and such fancies as are but a step removed from plain goods. In out and out fancy goods in large effects and striking color combinations there has not been much evidence of interest.

Underwear—While there are a good many buyers to be found in the knit goods market, there is very little actual trading accomplished. Most of them seem to devote their time to pushing the manufacturers' agents for goods already

under contract. Some are making enquiries in regard to the coming season, but their greatest anxiety seems to be to obtain goods for the present season. This matter of deliveries is becoming a serious one, because the buyers, as a rule, have very small stocks carried over, some of them none at all, and unless they can obtain their quota of goods, it will leave them in a very difficult and not altogether enviable position. Some of the agents are taking a very independent stand in this matter, claiming that it is the buyer's own fault because he did not place his orders at the time he should have done so. What the outcome of this will be it is hard to say, but the mills are working up to the limit to make deliveries and there seems to be no relief in sight from the present condition. Higher prices are obtained for duplicates, but this seems to have no effect on the demand. Most of this business is from a distance, the local buyers having obtained their goods and needing very little more. Retailers are waiting to use up a reasonable portion of their present stocks before applying to the jobbers for more and until they do, the local jobbers will not again be in the market. There is a great deal of interest manifested in the prospect for fleeces for the next season. Just when the season will open is very uncertain, although rumors are circulated in the market to the effect that some salesmen are already out with their new samples. It is realized very generally that this is far too early to show them, but if such an act has taken place, it is only following out the style of business done last season. Every one in the business knows how, after it had been decided not to open until in December, practically every salesman was on the road early in November and some in October. Certainly this is not conducive to higher prices nor will it assist in maintaining the strength in the market, but, on the contrary, is bound to have an adverse effect and no matter how well the market is situated at present it will be weakened by any action of this kind. Those who take a common sense view of the matter say that they are willing to let their competitors take the lead and send their men out. Let them test the market and know just what is doing. These men predict that there will be very little in the way of business for the

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first month and do not think that there will be much inducement for them to buy on the present basis.

Hosiery—A few buyers of hosiery are seen in town, but most of them have completed their purchases for spring; therefore the market is likely to remain in a quiet state for some little time. It is undoubtedly a fact that there is considerable business to come which will probably extend over the next two months and before that time duplicate business will be due.

Carpets—The carpet season is too far advanced for manufacturers to take on any large obligations in the way of business, and many are not taking any, whether small or large. The manufacturing end of the market can be well defined as a "clearing up business." All orders left on the books are being filled as quickly as possible, so as to give ample time and a clear sway for the immediate business following the opening of the spring goods. Designers are practically through with getting out the initial designs, many of which have been run off on the loom to the extent of a few rolls for opening purposes. The question of prices for the next season is what is occupying much of the attention of the trade these days. All arguments point strongly to considerably higher prices than those received on the spring business. It is evident that the opening figures will show an advance, but not such a large one as some predict. Some consideration must be taken of the demand and its likelihood of decreasing should prices be quoted beyond a certain point. With the course pursued by a certain large New York factor in the situation during the past few years, there need be little sleep lost on the part of the public in regard to prices advancing more than they should. Last season it was said that this factor was the means of the manufacturers not getting their price. The scarcity of coal is having keen effect upon the numerous owners of the carpet and yarn mills all over the country. In Philadelphia particularly, where nearly all the ingrain carpets made in this country are produced, workers are threatened with a complete shutdown. Some mills have scarcely a supply of three days' duration ahead at any time, while others have from a week to two weeks' supply. Coal has become such valuable property that some manufacturers have deemed it prudent enough to place a guard on the coal pile during the night time. The yarn mills are in the same position. With a shutdown in this branch of the business, the supply of yarn, which is particularly short now, will not be large enough to keep those with a good coal supply running. No shutdown has yet come to our notice, but if the situation does not show a turn for the better before another week, it would not be surprising to find quite a number of mills idle.

Rugs—The rug manufacturing business continues on the boom. Everything in rugs sells well. Materials are higher, but prices as yet remain unchanged. Jute yarns are up one-half cent above the prices of two weeks ago. Large 9x12 Brussels, Axminsters and velvet rugs beginning at \$30 to \$35 are in larger demand than the supply will admit. Mills have orders for these that will take some weeks to fill.

The Annual Clean Up.

Crawford—What makes you think his wife is coming home from the country to-morrow?

Grabshaw—There was a barrel of empty bottles in front of his house to-day.

No Such Thing as Dreamless Sleep.

Many persons congratulate themselves when waking in the morning on having slept a sleep entirely free from dreams. In fact, the expression "dreamless sleep" has become a stock phrase which we all use to describe the most refreshing kind of slumber. Sir Arthur Mitchell, however, an eminent British investigator, agrees with perhaps the majority of medical authorities that there is absolutely no such thing as dreamless sleep. A writer in the British Medical Journal sums up the matters in part as follows:

Many persons when awakened from sleep assert very positively that they have not been dreaming, and yet later on remember that they have done so, after all. In a large number of cases such people may never be able to remember at all. The absence of a knowledge of having dreamed furnishes no proof that dreams have not taken place. The watcher by the bedside of a sleeping person may have what he regards as satisfactory evidence that the person is dreaming, yet that person when the sleep ends may feel quite positive that dreams have not taken place. In the direct support to his theory the author can not be said to be very convincing, nor from the nature of his subject is it possible that he could be. Several resolute observers had for a considerable time scarcely ever failed to ask themselves immediately on waking if they had dreamed or not, and they nearly always got a satisfying affirmative answer. In many such cases the details of the dreams were completely gone, but they knew that a dream had occurred. If, then, these mental processes continue both during sleep and while awake, it might naturally be supposed that the brain would become worn out. Such dreaming or "sleep thinking," however, according to the authority is not to be considered as affording no rest. On the contrary, by the withdrawal of "will" during sleep this form of thought is, so to speak, left free to sport, and accordingly refreshment actually comes from the change, not weariness. Similarly, delirium is merely another form of this thinking without the control of the will. Further, on such an hypothesis a reason might perhaps be found to explain why raving may go on for a considerable period without ordinary sleep. Some persons, again, are never really wide awake, and their thinking is normally of this disordered character. Into this class Sir Arthur Mitchell would even place the man in a "brown study."

It is quite natural for a pig to make a hog of itself.

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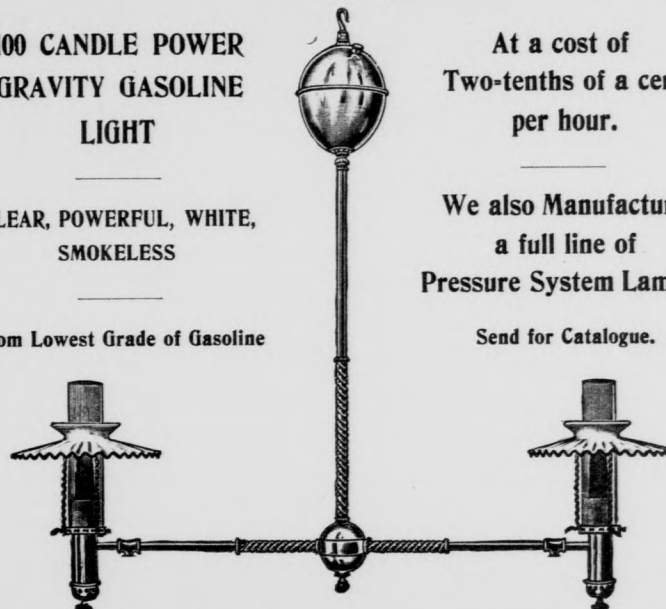
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Woman's World

Sensible Advice on the Selection of a Wife.

Woman is the one conundrum of the world that man has given up as unsolvable and ceased trying to guess. After centuries of deep philosophizing that amounted to nothing and generalizing that always reached a wrong conclusion, he has frankly admitted her to be a mystery beyond him, and lets it go at that. He has measured the distance to the stars, harnessed electricity to the plow, wrested from nature the secret of life and death, but no man has ever been able to discover why a woman gets off of a street car backwards, and is generally wrong when she reasons, and right when she acts on her hunches.

It is this inability to comprehend the feminine mind and character that makes men pure fatalists in marriage. They argue, in effect, that they do not understand women anyhow and that no man can tell what he is getting in a wife, and so they shut their eyes and make a blind choice on the church grab-bag principle.

It is true, of course, that the average man and woman do have precious little chance to know each other before marriage, because during courtship both parties are on their best behavior and have on their company clothes and society manners. Many a wedding would be called off if the man should get an inkling that the dainty little fluffy-headed darling, whose sweet willfulness he admires so much, was, in reality, a thing of slovenly curl papers and wrappers, with a disposition like a balky mule. Unfortunately, he does not find this out until the knowledge is too late to do him any good, and when he does, he generally accepts the result with philosophical fortitude as one of the accidents of matrimony that nobody could have foreseen or guarded against.

This is a mistake. Women are not nearly so inscrutable as they are represented, and if a man would only take half as much trouble in studying the character of the woman he is going to marry as he does the man he is going into business with, he would save them both much domestic unhappiness and many a curtain lecture. Straws show which way the wind blows, and there are certain lines in a woman's face that, be she ever so artful, are pointers that are dead give-aways of her disposition.

Take the matter of temper, for instance. The one thing on earth of which every man stands in mortal terror is a woman's temper. There is an old story of an intrepid lion-tamer who was found once hidden, trembling, in a cage of ferocious beasts, while his tiny mite of a red-headed wife stood on the outside and shrieked: "Come out of there, you coward, while I give you a piece of my mind," and the man did not dare leave his retreat. In a way that is fairly representative of the masculine attitude. Many a man who has had a forlorn hope on the battle field and faced the cannon's mouth without flinching or who has had the courage to stand alone and fight for an unpopular cause feels his knees smite together in terror as he puts his key in his own front door and pulls off his shoes and sneaks up the back stairs, cowering with fear at every step, on lodge nights. With a man he can fight, but before the storm of a woman's wrath he is abjectly helpless and brow-beaten.

No man in his senses ever voluntarily

and of set purpose marries a high-tempered woman, and the question thus arises, how is he to know a shrew before he has a taste of her tongue? A woman will answer by her face. Temper is like the tide. It ebbs and flows, but every surging wave leaves its mark, and the record of a woman's disposition is written on her countenance for all the world to read. The flashing eye, the quivering nostril, the tell-tale mouth, are all there for a man to see, and it is his own stupidity if he does not take the warning they give him.

If a man thinks of marrying a woman, the first thing he should take into consideration is her mouth—and he should not limit his observation, either, to the fact as to whether it is a Cupid's bow or not. If it is a straight, thin-lipped mouth, he should know she is a woman of strong character, intelligence, determination and ability, and then he should go into an executive session to try to ascertain if he has amiability enough for two. If he has, if he is easy-going and does not mind curtain lectures and is willing to be bossed, the thin-lipped woman makes a good wife. But he may depend upon it that she has a pretty temper of her own and a double-action tongue hung in the middle. On the other hand, her virtues are many, for she is nearly always nervously industrious, a good manager and a notable housewife.

If the thin-lipped woman's mouth drops at the corners, beware of her, for she is the woman with a smouldering temper, who nurses her wrath to keep it warm and who will stick pins in herself to keep awake in order to tell a man at 3 a. m. precisely what she thinks of him. This type of woman is the constitutional nagger, and better is it that a man should die of blighted love than to marry her. With age she drops into a state of hypochondriacal querulousness. The pictures of all the female martyrs have this kind of a mouth, and while theoretically we all admire and reverence them, most of us prefer not to live in the house with a saint.

If the thin-lipped woman's mouth has a little bunch of fine wrinkles that run up to the corner of her nose, flee for your life to a place of safety, for she is a sarcastic, and her words are scourges that flay you without pity. She is a woman who holds her husband's faults up to ridicule and makes him look like a fool in the eyes of strangers in order that she may show off her wit. A woman without sense of humor may be a bore, but a sarcastically funny one is one whose tongue raises a blister wherever it touches.

Only two types of men should venture on matrimony with the woman with over-full red lips—the man who is as placid and as unemotional as a bowl of bread and milk and the man who is brute enough to control her even if he has to break her neck to do it. Such a woman is irresistibly fascinating and correspondingly dangerous. She loves passionately and is willing to die for her husband, but the one thing that is totally beyond her is to live for him in such a way as to make him happy.

Her temper is hung on a hair-trigger and ready to explode at any minute. She "flies off" and says things that wound and hurt and that she expects you to excuse because you know she was angry and did not mean them. The thin-lipped woman will cherish a grudge and sulk over it for twenty years. The full-lipped woman sometimes kills, in jealous fury, the thing she loves, and

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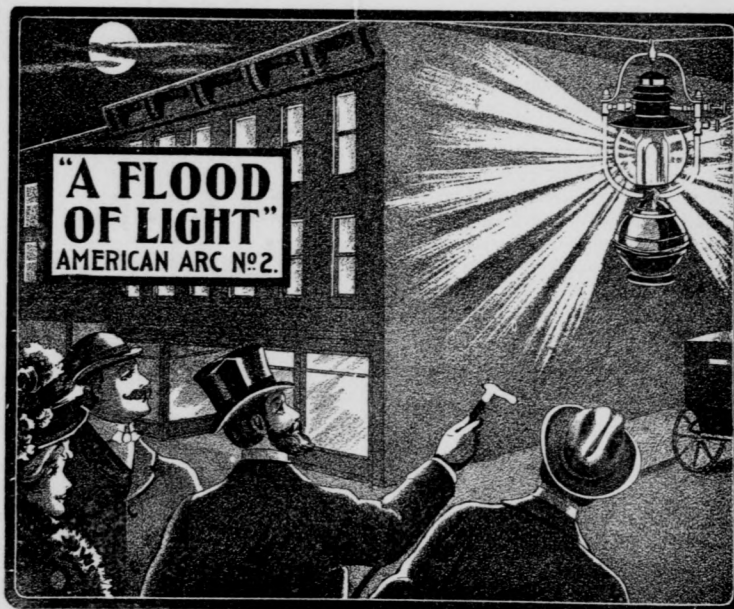
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then weeps passionate tears of devotion over it.

The choice between them is a matter of taste. The preferred risk is the woman whose mouth may defy every line of classic beauty, but that is wreathed about with smiles. She is the woman whose even nerves are not jarred by every turn of the wheel of fate, whose calm and equable temperament will adjust itself to every condition, who sees good in her fellow man, beauty in the world, love in her home, and who will make the sunshine of her husband's life.

Another thing is that, no matter how much men may write and talk of women being angels, every man looks forward to finding a helpful business partner in his wife. He wants some one who will spend the money he makes judiciously, who will keep a clean and well-ordered home and be a confidante to whom he can go with his financial worries, secure of getting comprehension and sympathy and wise counsel. Every man who fails to get this—who finds that his wife is a brainless doll, merely to be petted and dressed up, or a spendthrift who wastes his substance—realizes he has made a terrible mistake in the choice of a wife and curses his luck in drawing a blank instead of a prize in the matrimonial lottery.

He should blame his own lack of discernment, instead, for the signs of what sort of a wife a girl will make are so plain that a blind man might see them and know. Cuvier, it is said, could construct a whole animal from a single bone, and every man ought to be able to estimate from a woman's pin just exactly what sort of a housekeeper and wife she will be.

The girl who is never ready to see callers will make a curl paper and wrapper woman who wears down-at-the-heel slippers and never sweeps under the bed. She is not intrinsically neat. The woman whose skirt sags down in the back under her belt and whose shirt waist always bags in the rear is a slapdash woman who never takes time to do anything properly. Her table may be well supplied, but the dishes will be hit or miss, and nothing will be done orderly or on time in her house.

Any girl who wears dirty finery lacks refinement. One whose clothes are pinned where they ought to be sewed is a sloven and wasteful to boot. The poor girl who dresses beyond her means will keep her husband's nose to the grindstone the longest day he lives. The girl who wears shoes two sizes too small for her has mental corns as well as physical ones. The girl who dresses daintily, tastefully, appropriately and in accordance with her means, who is spotlessly clean and neat, is generally a well-balanced woman who will make a good housekeeper and preserve the harmony of life.

Unfortunately, you can not always judge a girl by her conversation, for not every woman is as big a fool as she appears. Girls think it attractive to men to pretend to be timid and clinging and helpless, whereas they are perfectly able to look after themselves. A man, however, does well never to marry a girl who boasts of her inability to cook and says that she hates domestic affairs. Never, either, marry a woman who is not attentive to old people, who does not love children and is not sympathetic. Life is full of angles and, if you are to get through it without being bruised and battered, it must be cushioned for you

by a woman's love and unflinching tenderness.

After all, advice to a man about how to pick out a wife is wasted. Love blinds his eyes so that he sees all the qualities he desires in the face of the girl he admires, and by the time he can see straight he is past the place where counsel does any good and where he only needs our sympathy. However, if he reads this, he can not say I did not warn him.

Dorothy Dix.

Letting Plants Die From Neglect.

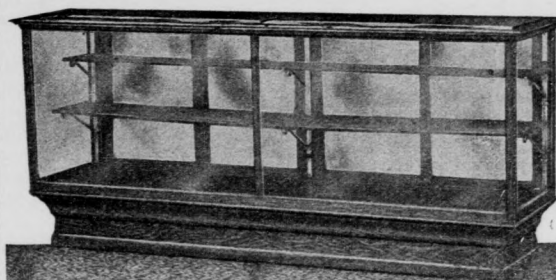
"A great poet has immortalized the death of the garden flowers in verse, but the pathos of house plants that die from neglect has never been appreciated," said a plant lover. "An exotic in all the happiness of sentient bloom and fragrance is taken from its natural surroundings, and does its best to adapt itself to an uncongenial atmosphere, putting forth pathetic little green leaves after its blooming season is over, to remind one that it would dearly like to live if only encouraged. Do we owe a plant nothing for having assumed the responsibility of its existence? It is not an inanimate object; it has life, and we do not know how much feeling. And yet how do we express our gratitude for the beauty and sweetness it has brought into our dwelling? 'Take away those plants, James,' says the house mistress, 'they are not in good condition. Where shall you put them? Oh, anywhere out of sight. Give them a little water occasionally, and when the warm weather comes they can be put in the back yard.' James carries them down into the servants' hall, perhaps, and puts them in the window. A few days later the kitchen maid declares she is not going to have 'them dirty old things about,' and consigns them to a dark corner of the cellar, where they die in prolonged misery, as the long, white death-stricken shoots which they send forth frequently testify. It would have been kinder to consign them to the ash barrel at once, but their mistress has a sort of conscientious feeling that prevents her from killing them outright, so she throws the responsibility upon others, and thinks no more about it. When the plants, through with their period of usefulness, are sent back to their homes—the green houses—it seems all right they should have been used to give pleasure, but they certainly should not be maltreated, and a society for the prevention of cruelty to plants might do a good work by collecting used-up plants during the winter and restoring them to health and beauty in a hospital devoted to the purpose."

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A Business Hint

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

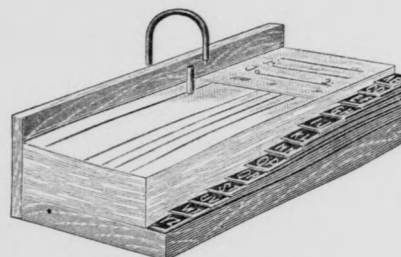
Every dealer should have his share of the profit that reverts from the enormous amount of money expended by the National Biscuit Company in keeping their products constantly before the eyes of the public.

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

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Butter and Eggs

Observations by a Gotham Egg Man.

Late information as to the receipts and output of refrigerator eggs at some of our larger local warehouses confirms very closely our previous estimate of the quantity of stock withdrawn into storage in New York and Jersey City during the past season. A new estimate, based upon reliable information, enables us to place the total quantity withdrawn to New York City warehouses at about 260,000 cases, and to Jersey City houses at about 178,000, making a total of 438,000 cases, against our previous estimate of 425,000 cases on hand September 1. As some of the goods stored were taken out prior to September 1, it leaves our previous estimate pretty closely verified.

But further information as to the output from the warehouses necessitates some revision of previous estimates of the quantity withdrawn from storage, which has been larger than supposed. The total output from New York and Jersey City houses to October 1 may now be estimated at about 83,000 cases, leaving a probable balance in reserve on the latter date of 355,000 cases. Part of this output occurred prior to September 1, and if we estimate this proportion at about one-fourth, it would appear that some 60,000 cases of eggs had been distributed during September in addition to the current receipts. From this, it would seem that our previous estimate of current consumption must be increased considerably. Our September receipts were 213,500 cases, and, allowing for a larger quantity in stores and on docks at the end of September than at the beginning, we may calculate that 210,000 cases of these were consumed, together with the 60,000 cases removed from cold storage during September. This would indicate a consumptive demand during September of 60,000 cases per week, and upon that basis, the prospects for a satisfactory clearance of remaining stocks would seem to be less unfavorable than heretofore indicated.

It may be supposed that a reduction of our storage stocks to, say 55,000 cases by January 1, would be sufficient to preserve a healthy tone in the egg market; to effect this, we shall have to move about 300,000 cases from local warehouses during the thirteen weeks from October 1 to January 1 an average of about 23,000 cases per week. If our present consumptive capacity is 60,000 cases per week, as above indicated, and remains constant, this would leave 37,000 cases per week to be supplied from current arrivals during the last three months of the year. During these months of last year our receipts averaged over 42,000 cases per week.

As to the prospect for current receipts during the balance of this year it may be expected that the eastward movement of refrigerator eggs will be somewhat less because a larger proportion of the stock seems to be held in the East than usual. But there are indications that we shall have more fresh gathered eggs than during the late fall of last year. Southerly sections are looking this way for an outlet and while the stock so far received from Kentucky and Tennessee contains many stale and shrunken eggs there is also mixed in a good deal of fresh and full stock, indicating a fair current production in that section.

If the increase in fall fresh compared with last year shall prove to offset a

possible decrease in receipts of refrigerators our revised estimates of the situation still indicate a considerable surplus of eggs for the New York market.

It is worthy of attention that up to October 6, Boston stocks had been reduced only about 8 per cent., while last year they had been reduced over one-third at the same date, when the quantity remaining in store was some 23,000 cases less than this year.

I noticed a shipment of eggs from Indiana the other day in which some of the cases were packed sideways. That is, the packer had taken off the side of the case instead of the top, placed in his fillers and eggs as if the sides of the case were the bottom and top, and replaced the side. The stencil was put on the end of the case in the usual way—right side up—and the cases were naturally handled in transit as if properly packed, but the weight of the contents came on the sides of the eggs and fillers instead of on the end of the eggs and tops of the fillers. Naturally there were about six dozen broken to the case—less than might have been expected. Such things do not happen very often, but other faults of packing—almost equally damaging—are all too common. We describe them in this column from time to time.—N. Y. Produce Review.

The Cleanly Peach.

A California grower has recently devised a method of "skinning" peaches alive," as he calls it. The fruit is dipped, a boxful at a time, in an iron cage, into three vats successively—the first containing a solution of lye, the second hot water and the third cold water. From their final cold bath the peaches are taken smooth and clean, ready for preserving, with their epidermis entirely removed.

Poultry

We have an outlet for all kinds and will give our shippers top market and prompt returns.

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

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.

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

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

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

Butter

I always
want it.

E. F. Dudley
Owosso, Mich.

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

The New York Market

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

New York, Oct. 17—Every branch of trade feels a new life now that the coal strike is over, and it is pleasant to walk along by the big concerns and note the enthusiasm over the future. Without a single exception dealers are sure of a long run of prosperity and they are working to make up lost time with vigor.

The coffee market is naturally the one that will not be especially "vitalized" by the ending of the strike; but, incidentally, there is a better feeling even here. The demand during the week from both roasters and jobbers has been rather quiet and prices are practically the same as last noted. Receipts at primary points are fairly large, although to date the amount is quite largely behind the same time last year. In store and afloat there are 2,801,338 bags, against 2,201,148 bags at the same time last year. At the close Rio No. 7 is worth 5½¢ and seems to be well sustained at this. Mild sorts continue firm, with supplies comparatively light. Good Cucuta is firm at 9¢. Dulness characterizes the movement of East India coffees and sales generally are of small quantities.

Soft sugars have been shaded somewhat, but the market for hards is rather firmer than last week, owing, perhaps, to better conditions reported in European markets for beet sugar. The next few weeks will be interesting to the sugar trade, as the competition between beet and cane may become keen.

Offerings of teas are reported light and the general situation favors the seller. Country greens and pingsueys are especially called for and prices tend to a higher level. A Ceylon planter is trying to enter his goods in the American market by selling direct to the retailers tea in one-pound lead-wrapped packages. There are three grades and the same is delivered in New York at about 11 pence for the best.

There is a fairly active trade in rice and dealers seem to be satisfied with the prospect. Full values are being obtained and there seems to be no surplus in any grade. Prime to choice, 5¼@5½¢.

Pepper is in light supply and, with a pretty good demand, the market is firmly sustained. Other spices are in usual demand at this season and the outlook is for a satisfactory fall and winter trade. Singapore pepper, 13@13¼¢.

Fancy grades of both open-kettle and centrifugal molasses are sought for and the market is firm. While quotations are unchanged, the tone of the market is such that a slight advance will occasion no surprise. Good to prime centrifugal, 17@30¢. Syrups are steady and held at full value.

Canned goods remain active and there is not an article on the list but sells readily at full price. Tomatoes are advancing and all sorts of prophecies are heard as to the future. Some think we shall soon see tomatoes as high as they were last summer and, indeed, there seems reason for the belief. The corn pack is awfully short; in fact, the whole line of canned goods is on a rising market. Salmon is selling well and people find it cheaper than steak.

Prunes are scarce in the large sizes and the market is gaining strength every day; in fact, all sorts of dried fruits are in good request and holders are not anxious to dispose of stock unless full figures are obtained.

Supplies of beans continue light and on almost all kind the market is strong. Choice marrows of this year's crop are worth \$3 a bushel; medium, \$2.45@2.50; pea, \$2.45@2.50; red kidney, \$3.10.

The better grades of butter are not over abundant and, while the demand is not especially active, the market is very firm and prices show a slight advance. Best Western creamery, 24½¢; seconds to firsts, 21@24¢; imitation creamery, 18@19¢½; Western factory, 17½@18½¢, the latter for fancy June make; renovated, 17½@20½¢.

The cheese market is hardly as firm as last noted and possibly some little concession might be made rather than lose a sale. Full cream is worth 12½¢, and this is probably top rate. Large sizes are about ¼¢ less.

The egg market is strong, after a slight decline, which has been about recovered. Western, loss off, 23@24¢. At mark the range is from 19¢ for ungraded to 23¢ for choice graded and candled stock.

Methods of Large Packing Concerns in Handling Poultry.

The packing houses have spent many thousands in poultry experiments and to-day are a factor in the trade, a factor which must be reckoned with. It was only a few seasons ago that these large operators turned their attention to poultry as a side line. Shrewd managers of these departments have brought the side line up to a respectable position so that from now on the meat packers will be the large poultry operators. They have found where the profit lies in the poultry line and will develop this feature of their business in a scientific manner. They will put system behind a deal in which there was never known system. Naturally hundreds of handlers now doing a fairly large business in the large market centers will have to take up other lines or follow the deal with methods similar to those used by the meat packers. They must become large handlers and invest heavily or they are outclassed. The same evolution which has taken place in fruits, especially apples and tropical fruits, is now going on in poultry.

The meat packers have established hundreds of buying stations during the past twenty-four months. Farmers have received cash for their poultry. All the past summer meat packers have been steady buyers of young fowls. They are buying now and will continue so long as the present outlook lasts. They are buying live stock just as they are buying live cattle, sheep and hogs. The cattle, however, are already fattened, the poultry not.

And here lies the secret of the meat packers' success. They are buying thin, light live fowls and are selling fat, dressed poultry. They have found the profit in this particular division of the production of poultry for market. The farmer owns the hens and markets the young chickens while they are light. This is when they can be bought at a low value per head. The meat packers save the risks and losses attendant to raising young fowls and taking them in at an early stage proceed to "finish" them for market.

That the meat packers will have a large supply of poultry all through the fall is certain. They have bought in all the primary poultry markets and in the country on a larger scale than ever before. One concern alone in one of the packing house centers is now using 1,000 gallons of buttermilk daily with which are mixed ground feed and stale bread. Another concern has a large poultry feeding building full and buying more stock every day. The demand for fat, tender young fowls during the holiday will be supplied. It looks as if those who have had the nerve to invest in thin, scrawny chicks will be the ones to get the fancy price for the fancy product. Of course sales will be almost wholly in the East—Packer.

Just An Easy One.

"Papa, can you answer a question?"
"If it's not too hard a one."
"Oh, it's easy."
"All right. What is it?"
"Why don't bald eagles wear wigs?"

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

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

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

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.

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.

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 3232.

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

COMMISSION SEEDS.

Little Prejudice Against Them Nowadays.

Written for the Tradesman.

I believe, as a rule, that it is a pretty good idea for a boy to choose his own calling. I selected mine, although I was a long time about it, and began at a very early day to make my choice. I wavered between a yearning to be the drum major of a negro minstrel troupe, and the desire to run a knot saw in a shinglemill, and I might have remained undecided to the end of time had it not been that my mother put an end to the drum major dream and my father positively forbade the knot sawing proposition. I believe I wept copiously at the time and compared myself to Mozart, Rubens and other talented youths who made their mark early in life and who knew much better for what they were fitted than did any one else, and I thought it pretty hard if, a fellow had a special gift for twirling sticks or for trimming off the edges of pine shingles, that he should not be allowed to improve his talents.

And so it happens that the grocery business is the better off to-day by the acquisition of at least one real genius, and likely to this cause may be attributed the disfavor into which the drum major business and the knot sawing profession have fallen.

But all this is aside from the subject on which I wished to pen these few lines. Early in my grocery career I tumbled to the fact that garden seeds grew in paper packages, were imprinted with the name of "Ferry," and that they were sold on the commission plan. Just why this was, I did not stop to enquire, and supposed that was all there was to the seed business. This went on for a time, but eventually there came a change. A customer one day asked why in the world we did not get some of Burpee's seeds and have something good. Said he had had all kinds of bad luck with Ferry's and thought they were rotten. Showed me Burpee's catalogue that depicted vegetables of gigantic size, and portrayed field after field growing with vines so heavily laden that they appeared as if touched by the hand of some good fairy. He said that a farmer would get rich in two years if he planted Burpee's seeds, and it looked to me like a cinch. I wondered what right Burpee had to monkey with the seed business, when Ferry seemed able to supply everything in that line that was required, but I thought very likely if he had such a graft as his catalogue seemed to indicate, Burpee might be a good thing for the growers, and I decided not to interfere with him.

After that I began to notice things more, and I soon found that there was a fellow named Rice who was in seeds to some extent, and then Peter Henderson showed up. There were a lot more, but I won't take the space to enumerate them. Still, it seemed to me that they were rather overdoing the matter and that some of them were sure to go up the spout. The old fellows who used to swear at Ferry's seeds began to say that they did not know but they were about as good as any of them, after all, and that some of the seedmen who promised so much were not able to make good. But the general impression was that all "boughten seeds" were bad, the best way you could fix it, and the only really reliable article in this line was that grown by the farmer himself.

It was a long time before I heard

much about bulk seeds being handled in the grocery stores, but when that idea got hold of the farmers, the commission seed business, as far as the small dealers were concerned, began to go hay wire. Bulk seeds were lots cheaper and ever and ever so much better, so said they all at first, and as there must be something in what every one says, everybody flocked after bulk seeds and the commission boxes lay untouched in the corner groceries.

But now things are a little different. I think that the seed companies take more pains with their commission seeds than they did at one time, and I am sure that there is but little prejudice against them now as far as quality goes. The large user buys in bulk, of course, while the village gardener usually takes the package goods.

A number of seed growers now sell their package seeds outright and in a limited number of cases they destroy yearly, at their own expense, all or at least a part of the seeds that the retailer happens to have left over.

Many merchants prefer the latter way of handling package seeds. The profit is better and there is at least as good a chance to see that the goods are fresh.

The originator of one of these ideas tells me that he occasionally runs across a merchant who prefers the commission plan, and to such as these he tells the following story:

Jones met Smith on the street one day wearing the funniest little bobbed off jacket he ever saw. Smith looked rather hard up, but Jones could not help asking him if he did not think his coat was too short.

"Oh, yes," replied Smith, jocularly, "but it'll be long enough before I get another one."

Jones thought the matter over for a while and when at last he saw the point he was very much pleased with the joke. So when he got home he said to his wife, "I met the funniest man on the street to-day that ever you saw. His coat didn't seem to me to be long enough, and I asked him about it. He said: 'My coat is a little short, but it'll be a good while before I get another one.'"

"Huh!" said Mrs. Jones, "I don't see anything very funny about that."

"No," said Jones, "I s'pose not. I didn't at first, either. But you just keep a thinking and you'll see it after a while."

"And that," said the seed man, "is what I tell 'em about my way of selling seeds. Just keep on a thinking and you'll see it after a while."

Back in the old days there was quite an excitement among country merchants about short count in commission seeds. Some grocer either found or thought he found that his box was a few papers short, and he flew into print to expose the alleged fraud. Then one after another, the Michigan grocers began to believe that they had been trifled with, and if I am not mistaken, at least seven or eight reported discrepancies of this nature. Two or three merchants found that theirs were either all right or else a little ahead, and finally the matter died out to give place to short count pickles or undersized prunes, and the matter dropped.

As a matter of fact the seed companies, I am sure, mean to give their customers all they buy. Fraudulent firms never prospered for any length of time. Short counts and short weights never profited the seller more than temporarily, and Michigan dealers are too much alive to suffer such a wrong in silence. Mistakes may have happened, and some seed boxes may have been packed short, but when this has occurred and the matter has been properly presented to the seller, I believe that he has always been more than willing to make good the shortage.

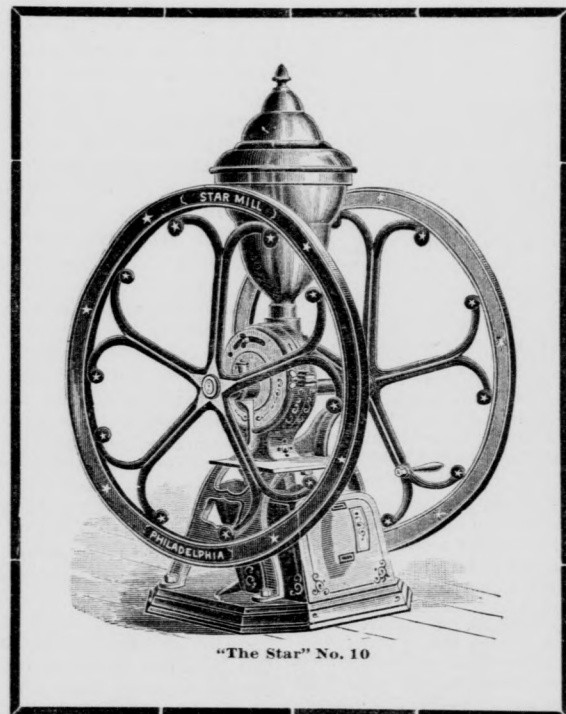
I sometimes think that if some of our extra sharp country dealers really had a fair sized business to look after, with a decent number of employees to keep lined up, they would be so crazy by the time the first week had expired, that they could not tell a package of garden seeds from a cake of soap.

George Crandall Lee.

The Celebrated Star Mill

The Acknowledged King of Coffee Mills

No Better Made



"The Star" No. 10

This mill has an elegant nickel plated hopper, holding three pounds of coffee, with a hinged dome top cover. Has two twenty-three inch fly wheels. Mill stands thirty inches high, and finished in vermilion with rich gilt decorations. Its capacity is one and one-half to two pounds per minute. The most popular size of counter mills. See supplementary list for price on larger size mill.

Given as a Premium with 100 pounds of Pure Spices, assorted, for **\$27.00**

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

Woolson Spice Co.

Toledo, Ohio

Commercial Travelers

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

James A. Massie, for several years past connected with B. J. Reynolds, is debating between two offers—one from the John T. Woodhouse Co., Ltd., and the other from a Chicago tobacco house.

Robert S. Brown, for the past two years traveling representative for B. J. Reynolds, has engaged to travel for the cigar department of Berdan & Co., of Toledo. He will continue to reside in this city.

J. F. Bird, formerly connected with C. B. Bailey and R. C. Ballard, of Manton, in a clerical capacity, has gone on the road for Wilcox Bros., basket manufacturers of Cadillac. His territory comprises Michigan, Ohio and Indiana.

The first dancing party of the winter series to be given by Grand Rapids Council, No. 131, occurred last Saturday evening at the Council rooms on Pearl street. There was a jolly crowd and even although the evening was warm and the hall close, all put in an enjoyable time. It is the intention of the committee in future to hold all dancing parties in some larger hall and card parties only in the Council rooms.

E. E. Bower, a traveling man of Romeo, has started a damage suit against the Grand Trunk Railway for \$5,000. Bower was a passenger on the afternoon train of the Air Line division which runs between Pontiac and Jackson on May 5 last. While inside the city the train collided with a string of freight cars. Bower claims he was thrown forward with such violence that he was permanently injured, besides being kept from business duties for a period of two months.

Neal Cary (Olney & Judson Grocer Co.) had the misfortune to lose a pocket-book containing \$400 while driving from Luther to Tustin one day last week. He did not discover his loss until he reached Tustin, and as soon as daybreak next morning, he hired a rig and started over the route traversed the day before, resulting in the discovery of the pocket-book at Edgett, on the exact spot where he had dismounted from the vehicle. It is useless to say that Neal was very much rejoiced over the happy find.

Petoskey Evening News: The many friends of L. J. Fasquelle, of Detroit, formerly of Petoskey, will be gratified to know that he has been made manager of the new varnish department of the Sherwin-Williams Paint Co., which has been established at Cleveland, Ohio. Mr. Fasquelle has been remarkably successful as a traveling salesman, and this new promotion is a just recognition of his valuable services as a business man. Mr. and Mrs. Fasquelle, who are prime favorites in Petoskey, will remove to Cleveland in a few weeks to take up their residence in that city.

Harry C. Rindge (Rindge, Kalmbach, Logie & Co., Ltd.), has returned from the Gulf States, where he put in six weeks booking orders for the river shoe manufactured by his house. Mr. Rindge was greatly interested in the wonderful development of the rice

growing district near Jennings and Crowley, La., where he found lands adapted to the cultivation of rice selling at \$30 per acre which were going begging at 25 cents an acre a few years ago. He spent some time at Beaumont, Texas, which he describes as one of the most remarkable settlements he has ever visited.

The Dream of the Drummer.

The long day was over, when, tired and wet, The drummer climbed into the train
And watched the dim landscape slide past and away
Through the dirty and blurred window pane,
With a long ride before him and none of the boys
To while away time with a jest;
So he laid his head down on his old sample case,
To try for a moment to rest.

Soon he dropped off to sleep, all his troubles forgot,
And how strange his sensation did seem;
He thought he had just started out on a trip,
He was working a town in his dream.
But, ah, what a difference there seemed in the air
Of each place that he went in to sell,
For the buyer invariably gave the glad hand;
He had never been treated so well.

"Why, good morning, Friend Smith, now isn't this luck,
You're the man that I wanted to see.
My stock is down low and I thought you'd forgot
To call on a man like me.
I want twenty tons of that best grade of yours,"
(Now, ten was a corking good bill),
"Never mind about price, do the best that you can,
For I feel very sure that you will."

And so through the trip the orders piled up
Till he'd broken all records to date,
And he thought of the "raise" 'twas a cinch he'd obtain;
You can bet he was highly elate.
And when he reached home the head of the firm
Said, "Smith, we can use you up higher;
We'll take you inside and give you some stock
And make you our principal buyer."

So now the scene shifts, he is sitting in state
In an office palatial and grand,
With a long line of salesmen outside of his gate
Awaiting his beckoning hand.
But, strangest of all, every one of the bunch
Are buyers he'd called on of old;
But in all of the crowd he could not see the face
Of a single one he'd ever sold.

In the days that were gone he had waited on them
And taken their insults galore,
And laughed at their jokes and bought them cigars,
But it wasn't that way any more;
For what a great change had come over them all,
They were laughing and curt with him then,
Now with hats in their hands they humbly drew nigh,
A very subdued lot of men.

He bought bills of some and some he turned down,
But he saved himself up for the last;
('Twas a sour old man he'd called on for years
Who had treated him worst in the past.)
But just as he started to roast him in style,
A voice of a stentor, and strange,
('Twas that of the brakeman) rang out through the car,
Calling "Buffalo! Every one change!"

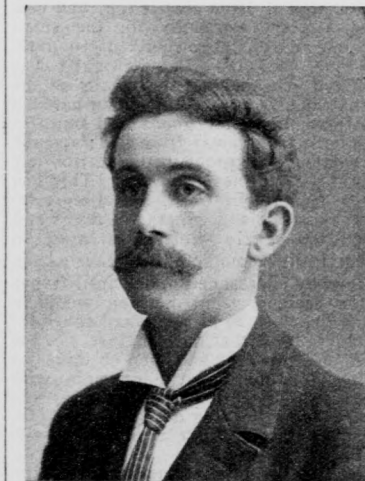
The last census makes an interesting showing regarding the progress made by the negro race in the South in the tenancy and ownership of land. In South Carolina, Mississippi and Louisiana, more than half of the farms are managed by negroes, either as owners or tenants. In the entire South 150,027 negroes own the land they till; 28,000 are part owners and 1,336 both owners and tenants. Cash tenants and share tenants number 550,000. The Southern negroes have, in fact, one-quarter of the farms. Forty-nine per cent. of these are cotton plantations and 37 per cent. rice farms, and 14.8 per cent. of the remainder are sugar plantations. The negroes carry, however a much smaller quantity of live stock on their property than the white farmers do. The average value of the live stock owned by negro farmers amounts to \$135, as against \$603 for each white agriculturist.

The Business Women's Club of Chicago has voted to exclude wine from its precincts. There were some of the members who protested against this action. "It's a funny kind of a club if you can't get what you want," they said. But the majority decided that it would be a funny kind of a woman's club if women were to be seen coming away under difficulties. Wine and women do not go well together. The Chicago business women are wise to preserve the reputation of their club for sobriety.

SUCCESSFUL SALESMEN.

August F. Engfer, Representing the Rodgers Shoe Co.

August F. Engfer was born in Toledo, Ohio, Feb. 17, 1868. He attended the public schools until he was 16 years of age, when he secured a position in the retail shoe store of S. W. Nettleton, with whom he remained six years, beginning as errand boy and, by conscientious and faithful service, working his way up to the position of buyer. At the end of six years he was tendered a more lucrative position with the shoe house of Wachter Bros., which he accepted. He was employed in this capacity when the business was purchased by J. L. Hudson, with whom he remained for five years, when he accepted the position of buyer and manager for John N. Mockett, clothier and shoe



dealer, of Toledo. Three years ago he was engaged by the Rodgers Shoe Co. to cover one of their best territories—Southern Michigan and Northern Ohio and Indiana—formerly represented by John Thomas, who now occupies the position of buyer and manager for the same house. Mr. Engfer is a hustler and is well liked by his trade and fellow salesmen and enjoys the esteem and confidence of his employers.

June 18, 1895, Mr. Engfer was married to Miss Alice Baldwin, of Toledo. They have two children, a girl of six and a boy three years of age. The family reside at 1029 Oakwood avenue, Toledo.

Mr. Engfer is a member of the Toledo Traveling Men's Association and Toledo Council, No. 10, U. C. T.

Only Woman Whisky Drummer on the Road.
From the New York Sun.

The lineman of the old joke who, perched on a sixty-foot pole, boasted that, however women might invade other fields of men, his job was safe would probably have felt less security in his high calling had he heard of Mrs. H. Rueger, of New York.

Mrs. Rueger is a whisky drummer. The field she covers is conservative New England, and all along her route a ripple of comment is caused by this feminine invasion of a hitherto distinctly masculine occupation.

The presence of women in bar-rooms is a spectacle not often witnessed in New England towns. Consequently, when the woman whisky drummer enters, business is temporarily suspended.

Her calls are therefore brief and to the point, for she is the last to wish to discourage trade. Quickly she tells her story of the merits of her wares and as quickly writes down orders and leaves.

From her appearance Mrs. Rueger might be the matron of an orphan asylum. She sells whisky strictly on

its merits and not by her personal charms. She dresses neatly, talks in a brisk, businesslike manner and has the reputation of being a good fellow.

She looks upon her work as a legitimate calling for women, and that she, at least, is a success at it is acknowledged. Her earnings are comfortable.

"Men treat me courteously," said Mrs. Rueger. "I have never been rudely addressed, although they are not used to seeing a woman in my line of business and at first the impression is apt to be misleading."

"I walk into a saloon, hotel or club and state why I am there and put forward the merits of my goods. The whisky dealers either buy or they do not. That closes the incident and I hurry on, for I am a busy woman."

"Yes, I think I am the only woman in America who sells whisky. One disagreeable feature of the business is that I am obliged to take from fifteen to 100 drinks in a day, just as the men salesmen have to. Otherwise selling whisky is not much different from selling anything else."

To avoid an encounter with Carrie Nation Mrs. Rueger has been forced to make changes in her route where it intersected that of the Kansas cyclone. She admits she left New Haven when she heard of the hatchet-wielder's arrival in that city.

An exchange digs out the following questions that will keep most people guessing: "You can any day see a white horse, but did you ever see a white colt? How many different kinds of trees grow in your neighborhood, and what are they good for? Why does a horse eat grass backward and a cow forward? Why does a hop vine wind one way and a bean vine the other? Where should a chimney be the larger, at the top or bottom? Can you tell why a horse, when tied with a rope always unravels it, while a cow always twists it into a kinky knot?"

The Warwick

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

The Livingston Hotel

Only three minutes' walk
from Union Station.

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

Gas or Gasoline Mantles at 50c on the Dollar

GLOVER'S WHOLESALE MDSE. CO.
MANUFACTURERS, IMPORTERS AND JOBBERS
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Grand Rapids, Mich.

You ought to sell
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"The flour the best cooks use"
VALLEY CITY MILLING CO.,
GRAND RAPIDS, MICH.

Drugs--Chemicals

Michigan State Board of Pharmacy

Term expires
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JOHN D. MUIR, Grand Rapids Dec. 31, 1905
ARTHUR H. WEBBER, Cadillac Dec. 31, 1906
President, HENRY HEIM, Saginaw.
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Examination Sessions.
 Lansing, November 5 and 6.

Mich. State Pharmaceutical Association.
President—LOU G. MOORE, Saginaw.
Secretary—W. H. BURKE, Detroit.
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The Department Store a Creature of Natural Law.

The small dealer of every kind, including the druggist, has always been fiercely hostile to the department store. Ever since this modern development in commerce appeared it has been fought tooth and nail. Abuse of every sort has been heaped upon it. It has been branded with the stigma of octopus. It has been pictured as a demon seeking whom it could devour. Attempt after attempt has been made to legislate it out of existence. Bill after bill, both in this country and in Germany, has been passed after fanatical agitation. Zealots have made it a part of their religion never to step foot inside a department store—never to countenance by example the operations of a ruthless creature leaving a trail of injury ever in its wake.

But despite all this the department store is still with us—nay, it still continues to grow in size and increase in number; and for a very good reason: It is the creature, not of circumstance, not of the law or will of man, but of the law of nature. It is in complete harmony with the unfolding of progress in the commercial and industrial world. More, it is demanded by the stern requirements of necessity, and has appeared in compliance with those requirements.

Darwin made clear how it is that higher and higher levels of perfection have ever been reached in the animal world. The struggle for existence has always been so fierce that only the best-equipped individuals could survive; these individuals have passed their superiorities along to the next generation; this generation has in turn experienced the same struggle, undergone the same survival only of the fittest; and thus sheer necessity has continuously brought about a greater and still greater degree of efficiency—thus higher and higher types have constantly been evolved. This is the law of "natural selection;" and it is a law which is universal in its operation. It exercises its powerful and ceaseless influence upon man as well as upon the animal, and upon the institutions of man as well as upon man himself.

It is in response to this law that industrial and commercial structures have always ascended to higher and higher planes of efficiency. The struggle for existence is such that only those institutions survive—only those are "selected"—which do their work best; all others, incapable of continuing the competition, are "rejected" and fall by the wayside. There is a ceaseless demand, a never-ending necessity, for greater and greater efficiency in order that existence may not be sacrificed; and so it is that the crude structures of one generation or century give way gradually and slowly to the better-equipped ones of the next.

The factory succeeded the small shop because it greatly increased the power of production and the small shop was eliminated—"rejected"—because it could not continue the competition. The trust is now in turn succeeding the independent factory because it is still further increasing the power of production, and the independent factory is suffering the fate which it meted out formerly to the small shop. The department store appeared, and is growing in size and power, because it is much better equipped to meet the stern requirements of necessity than the small store.

It prevents in considerable measure the economic wastes inevitable in a number of separately conducted stores; it makes possible a greater degree of organization; it develops a higher type of executive ability; and in a number of ways it becomes much more efficient in the struggle for existence.

It is apparent, then, that nothing can stop the development of the department store. It is born of necessity. It is the child of progress. It is protected and nurtured by the great laws which hold mankind in their grasp so firmly that there is no possible escape. And it is bound to endure until some more perfect structure arises in competition and wrests from it the victory of struggle. Understanding all this, grasping its significance, how futile and how unwise is seen to be the effort of the small dealer to abolish the department store! As well might one hope to stay the rising tide or to turn back the mighty river upon its course.

I am aware that all this sounds very cold and calloused, and I hasten to declare that I have always felt, and now feel, a great sympathy for the small dealer, and of course more particularly for the druggist. The druggist has suffered grievously at the hands of the department store. More than half his business in toilet goods and sundries has been taken away from him; and the percentage of profit in the portion left has been cut nearly in two. This has been enough in itself, but of more recent years his business in drugs and even his purely professional work in prescription compounding have been ruthlessly encroached upon, until it has often seemed as if nothing would in time be left to him. Small cause for wonder is it that the druggist, goaded first on this side and then on that, has turned on the department store with anger in his eye, a fierce hatred in his heart, and a burning desire within him to rid the earth of his merciless assailant!

And yet, unwholesome although the thought is, we must recognize here the penalty of progress. No higher step in economic evolution is ever reached but some cruel harm is done. It will not now be gainsaid by any one familiar with industrial conditions that the machine and the factory, since their introduction in England a century ago, have been of enormous benefit to society, increasing the wages and salaries of the workers and executives on the one hand, and on the other greatly reducing the cost of the goods which they consume. Indeed, scarcely any single industrial change has ever been so decidedly to the advantage of society as that ushered in by the machine; and yet the machine threw thousands of men out of work at one stroke; it brought these men to the verge of starvation and despair; it bred in them a spirit of savage hatred and revolt; and the machine-breaking riots in England are among the most bloody scenes in all the pages of industrial history.

Two years ago it was reported that the trust, in its rapid development during the previous three years, had brought about the loss of position to thirty thousand traveling salesmen. These men were of a higher order of intelligence than the handicraftsmen thrown out of work by the machine; they had less difficulty in adapting themselves to their changed environment; and so the public at large has heard less of the fate of the commercial travelers than was the case a century ago with the mechanics and laboring men. But the travelers were nevertheless very bitter. They met in national council, made severe complaint of their fate, and declared in no mild terms that the trust was a cruel monster which should be wiped off the face of the earth sternly and without remorse. They desired the extinction of the trust no less devoutly than the handicraftsmen desired that of the machine, or the small dealer that of the department store.

The readjustment which follows industrial or commercial changes is ever painful. Somebody is always hurt—somebody cruelly and ruthlessly crushed;

and it is a saddening thought that it is by these very injuries that society benefits. A real economy was made when the machine threw thousands of men out of employment; it was no less an economy when the trust dispensed with the services of the traveling salesmen, and when the department store compelled the small dealer to lower the price of goods. Every time a handicraftsman or traveler lost his position; every time a small dealer was compelled to reduce his profit on an article, or perhaps to sell the article at a loss, society gained that much. The few were hurt in order that the many might be benefited. This is cruel. It is sad to contemplate. But it is nature's way; it is inevitable; and there is no escape from it—positively none.

The department store represents a higher step in the evolution of commerce; it is the result of natural "selection;" it is more efficient than the small store—more capable of succeeding in the struggle for existence; and it will continue to grow and develop despite all efforts to abolish it, and absolutely regardless of the classes or individuals whom it treads under foot in its progress onward and upward. To cry out against this fate is worse than useless. To attempt its prevention is merely to kick against the pricks or, Don Quixote-like, to tilt one's lance against a windmill. The lesson of evolutionary science is to waste no time in reactionary efforts which can avail nothing, to spend no energy in foolish attempts to turn the river back upon its course, but to realize that the conditions have changed irrevocably, and that we must adapt ourselves to them if we are not to perish from the earth. In biology the species of animals which have successfully adapted themselves to their changing environments have continued to exist; those which have not so adapted themselves have suffered the fate of extinction. The same alternative presents itself to the small dealer. If he succeeds in lifting himself to the economic plane of the department store he will be in position to continue the struggle for existence on equal terms. If he does not so succeed, his lot is bound in the very nature of things to grow worse and worse with each passing decade.

Fortunately, so far as the druggist is concerned, the process of adaptation to environment is beginning to take place, and the outlook is promising. I most firmly believe that an era of co-operation and combination in pharmacy is slowly appearing, and in a paper read a month ago before the Michigan Pharmaceutical Association I reported the numerous evidences of such a movement which had manifested themselves during the past year. This development is in line with economic progress. It will equip the druggist with powers equal to those of the department store. When the drug business is done on a larger scale; when the economic wastes of the present order have in considerable measure been prevented, and the percentage expense of doing business has been decreased; when greater executive ability has been developed and placed at the helm; when, in short, greater economic efficiency has been gained, the druggist will be in position to compete with the department store on equal terms. He will then have adapted himself to the changed environment and will have placed himself in harmony with the laws of progress instead of in blind opposition to them.

This adaptation will not be accomplished quickly. Its consummation must wait upon a fuller development of the co-operative spirit. Its attainment must necessarily be a matter of slow and natural growth. But a long step in the process will have been taken when it is once thoroughly realized that adaptation is necessary. When we have come to know perfectly that to kick against the pricks is not only useless, but is wasteful of time and energy that should be husbanded and used to better advantage, and when we have been brought to realize that we must keep pace with changing conditions if we are to succeed in the struggle for existence, the battle will already be half won. To

bring ourselves to this realization is then our first duty; and the rest shall follow in due time. Harry B. Mason.

The Drug Market.

Opium—Is weak but not quotably lower.

Morphine—Is unchanged.

Quinine—Is less firm but unchanged.

Cocaine—Is very firm and an advance is looked for on account of higher price for crude material.

Epsom Salts—Have advanced 25c per cwt.

Menthol—Has again advanced and is tending higher, on account of reports that the Japanese peppermint crop is seriously damaged. Stocks are light both here and abroad.

Nitrate Silver—Has declined on account of lower price for bullion.

Bromide Potassium—Is weak at late decline and tending lower.

Santonine—On account of higher price for raw material, has advanced 25c per lb.

Balsam Copaiba—Is in small supply and advancing.

Balsam Tolu—Has advanced.

Oil Peppermint—Is excited and has advanced again. It is stated that one firm controls 90 per cent. of the supply and will not sell for less than \$5 per lb.

Oil Spearmint—Is in very light supply and has again advanced.

Oil Cloves—Is tending higher, on account of higher price for spice.

Linseed Oil—Is dull and lower.

Asks For Removal of Borax Prohibition.

The Society for the Protection of the Interests of the German Chemical Industry, in session at Frankfurt last week, unanimously passed a resolution against the prohibition of the use of boric acid for the preservation of meats, and has appealed to the Bundesrath to reverse its decision in this connection, in view of the present scarcity and dearth of meat. This society has a great deal of influence and it is believed its appeal will have considerable force.

Kind to the Sick.

William Slimson, Jr.—Do you believe in being kind to the sick, mamma?

Mrs. W. Slimson—Certainly, Willie, and I hope you always will. Why do you ask?

William—Because, mamma, I heard the little boy in the next block had the measles, and I've been visiting him all the afternoon.

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32 & 34 Western Ave.,

MUSKEGON, MICH.

Don't Place Your Wall Paper Order

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

Prices Guaranteed

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

Heystek & Canfield Co.
 Grand Rapids, Mich.

WHOLESALE DRUG PRICE CURRENT

Advanced—Oil Peppermint, Oil Spearmint, Turpentine.
Declined—Nitrate Silver, Linseed Oil.

Acidum		Conium Mac.		Sella Co.	
Aceticum, German.	70¢ 75	Copaiba	1 15¢ 1 25	Tolutan	50
Boric acid	17	Cubebae	1 30¢ 1 35	Prunus virg.	50
Carbolicum	24¢ 29	Erigeron	1 00¢ 1 10	Tinctures	
Citricum	43¢ 45	Gaultheria	2 00¢ 2 10	Aconitum Napellis R	80
Hydrochlor.	3¢ 5	Geranium, ounce.	50¢ 60	Aconitum Napellis F	50
Nitrosum	8¢ 10	Gossypii, Sem. gal.	50¢ 60	Aloes and Myrrh	60
Oxalicum	12¢ 14	Juniper	1 80¢ 1 85	Arnica	50
Phosphoricum, dil.	15	Lavandula	1 50¢ 2 00	Assafoetida	50
Salicylicum	50¢ 53	Limons	1 15¢ 1 25	Atropa Belladonna	50
Sulphuricum	1 10¢ 1 20	Mentha Piper	4 00¢ 4 50	Aurant Cortex	50
Tartaricum	38¢ 40	Mentha Verid	2 40¢ 2 50	Benzoin	50
Ammonia		Morrhuae, gal.	2 00¢ 2 10	Benzoin Co.	50
Aqua, 16 deg.	40	Myrra	4 00¢ 4 50	Barosma	50
Aqua, 20 deg.	50	Olive	75¢ 3 00	Cantharides	75
Carbonas	13¢ 15	Picis Liquida	10¢ 12	Cardamon	50
Chloridum	12¢ 14	Picis Liquida, gal.	9¢ 35	Cardamon Co.	75
Aniline		Ricina	9¢ 38	Castor	1 00
Black	2 00¢ 2 25	Rosmarini	9¢ 1 00	Catechu	50
Brown	80¢ 1 00	Rose, ounce	6 50¢ 7 00	Cinchona	50
Red	45¢ 50	Succin	40¢ 45	Cinchona Co.	50
Yellow	2 50¢ 3 00	Sabina	90¢ 1 00	Columba	50
Baccae		Santal	2 75¢ 7 00	Cassia	50
Cubebae, po. 25	22¢ 24	Sassafras	55¢ 60	Cassia Acutifol.	50
Juniperus	8¢ 9	Sinapis, ess., ounce.	1 50¢ 1 60	Cassia Acutifol. Co.	50
Xanthoxylum	1 50¢ 1 60	Thyme	40¢ 50	Digitalis	50
Balsamum		Thyme, opt.	1 60	Ergot	50
Copaiba	50¢ 55	Theobromas	15¢ 20	Ferri Chloridum	35
Peru	60¢ 1 70	Potassium		Gentian	50
Terabin, Canada	80¢ 85	Bi-Carb.	15¢ 18	Gentian Co.	50
Tolutan	45¢ 50	Bichromate	13¢ 15	Gulaca	50
Cortex		Bromide	50¢ 55	Hycosyamus	50
Ables, Canadian	18	Chlorate, po. 17@19	12¢ 15	Iodine	75
Cassia	12	Cyanide	16¢ 18	Iodine, colorless	50
Cinchona Flava	18	Iodide	2 30¢ 2 40	Kino	50
Euonymus atropurp.	30	Potassa, Bitart, pure	28¢ 30	Lobelia	50
Myrica Cerifera, po.	20	Potass Nitras, opt.	7¢ 10	Myrrh	50
Prunus Virgin.	12	Potass Nitras	6¢ 8	Nux Vomica	50
Quillaja, gr'd.	12	Prussiate	23¢ 26	Opil	75
Sassafras	12	Sulphate po.	15¢ 18	Opil, comphorated	50
Ulmus, po. 18, gr'd	25	Radix		Opil, deodorized	1 50
Extractum		Aconitum	20¢ 25	Quassia	50
Glycyrrhiza Glabra	24¢ 30	Althae	30¢ 35	Rhatany	50
Glycyrrhiza, po.	28¢ 30	Anchusa	10¢ 12	Rhel	50
Hematox, 15 lb. box	11¢ 12	Arum po.	2¢ 25	Sanguinaria	50
Hematox, 15	13¢ 14	Calamus	20¢ 40	Serpentaria	50
Hematox, 1/4s	14¢ 15	Gentiana, po. 15	12¢ 15	Stromonium	50
Hematox, 1/4s	16¢ 17	Glycyrrhiza, pv. 15	16¢ 18	Tolutan	50
Ferru		Hydrastis Canaden.	75¢ 80	Valerian	50
Carbonate Precip.	15	Hydrastis Canaden.	75¢ 80	Veratrum Veride.	50
Citrate and Quina.	25	Hellebore, Alba, po.	12¢ 15	Zingiber	20
Citrate Soluble	7 25	Inula, po.	18¢ 22	Miscellaneous	
Ferrocyanidum Sol.	40	Ipecac, po.	18¢ 22	Aether, Spts. Nit. F	30¢ 35
Solut. Chloride	15	Iris plox, po. 35@38	35¢ 40	Aether, Spts. Nit. F	30¢ 35
Sulphate, com'l.	2	Jalapa, pr.	25¢ 30	Alumen	24¢ 28
Sulphate, com'l, by	80	Maranta, 1/4s	25¢ 30	Alumen, gro'd, po. 7	35¢ 40
Sulphate, pure	7	Podophyllum, po.	22¢ 25	Annatto	40¢ 50
Flora		Rhel	75¢ 1 00	Antimoni	40¢ 50
Arnica	15¢ 18	Rhel, cut.	75¢ 1 00	Antimoniet Potass T	40¢ 50
Anthemls.	22¢ 25	Rhel, pv.	75¢ 1 00	Antipyrin	25
Matricaria	30¢ 35	Spigella	35¢ 38	Antifebrin	20
Folia		Sanguinaria, po. 15	35¢ 38	Argent Nitras, oz.	42
Barosma	35¢ 40	Serpentaria	50¢ 55	Arsenicum	10¢ 12
Cassia Acutifol, Tin-	20¢ 25	Senega	80¢ 85	Balm Gilead Buds	45¢ 50
Cassia Acutifol, Alx.	25¢ 30	Smlax, officinalis H.	40¢ 45	Bismuth S. N.	1 65¢ 1 70
Cassia Acutifol, Alx.	25¢ 30	Smlax, M.	40¢ 45	Calcium Chlor.	9
Salvia officinalis, 1/4s	12¢ 20	Smlax, po. 35	10¢ 12	Calcium Chlor., 1/4s	10
Uva Ursi	8¢ 10	Symlocarpus, Foeti-	25¢ 30	Calcium Chlor., 1/4s	12
Gummi		dus, po. 30	25¢ 30	Cantharides, Rus. po	80
Acacia, 1st picked	65	Valeriana, Eng. po. 30	25¢ 30	Capsici Fructus, af.	15
Acacia, 2d picked	65	Zingiber a.	15¢ 20	Capsici Fructus, po.	15
Acacia, 3rd picked	65	Zingiber j.	25¢ 27	Capsici Fructus B. po.	15
Acacia, sifted sorts	65	Semen		Caryophyllus, po. 15	12¢ 14
Acacia, po.	45¢ 55	Anisum	2¢ 15	Carmine, No. 40	3 00
Aloe, Barb. po. 18@20	12¢ 14	Apium (graveleons).	13¢ 15	Cera Alba	55¢ 60
Aloe, Cape, po. 15	12	Bird, 1s.	40¢ 6	Cera Flava	40¢ 42
Aloe, Socotri, po. 40	60	Carul, po. 15	10¢ 11	Coccus	40
Ammoniac	55¢ 60	Cardamon	1 25¢ 1 75	Cassia Fructus	35
Assafoetida, po. 40	25¢ 40	Coriandrum	1 25¢ 1 75	Centaria	10
Benzoinum	50¢ 55	Cannabis Sativa	5¢ 6	Cetaceum	45
Catechu, 1s	6	Cydonium	75¢ 1 00	Chloroform	55¢ 60
Catechu, 1/4s	6	Chenopodium	15¢ 16	Chloroform, squibbs	1 10
Catechu, 1/4s	6	Dipterix Odorata	1 00¢ 1 10	Chloral Hyd Crst.	1 35¢ 1 40
Camphore	64¢ 69	Foeniculum	10¢ 10	Chondrus	20¢ 25
Euphorbium, po. 35	40	Foenugreek, po.	7¢ 9	Cinchonidine, F. & W	38¢ 48
Galbanum	1 00	Lini, gr'd	4¢ 6	Cinchonidine, Germ.	38¢ 48
Gamboge	80¢ 85	Lini, gr'd bbl. 4	4¢ 6	Cocaine	4 05¢ 4 25
Gualacum, po. 35	25	Lobelia	1 50¢ 1 65	Corks, list, dis. pr. et.	75
Kino, po. 30.75	25	Pharlaris Canarian.	5¢ 6	Creosotum	45
Mastic	60	Rapa	5¢ 6	Creta, bbl. 75	2
Myrrh	40	Sinapis Alba	9¢ 10	Creta, prep.	5
Opil, po. 1.10@4.30	3 00¢ 3 10	Sinapis Nigra	11¢ 12	Creta, predip.	9¢ 11
Shellac	35¢ 45	Spiritus		Creta, Rubra	9
Shellac, bleached	40¢ 45	Frument, W. D. Co.	2 00¢ 2 50	Crocus	30¢ 35
Tragacanth	70¢ 1 00	Frument, D. F. R.	2 00¢ 2 25	Cudbear	24
Herba		Frument	1 25¢ 1 50	Cupri Sulph.	64¢ 8
Absinthium, oz. pkg	25	Juniperis Co. O. T.	1 65¢ 2 00	Dextrine	70¢ 10
Eupatorium, oz. pkg	25	Juniperis Co.	1 75¢ 3 50	Ether Sulph.	78¢ 92
Lobelia, oz. pkg	25	Saacharum N. E.	1 90¢ 2 10	Emery, all numbers	8
Majorum, oz. pkg	25	Spt. Vini Galli	1 75¢ 6 50	Emery, po.	8
Mentha Pip. oz. pkg	25	Vini Oporto	1 25¢ 2 00	Ergota	85¢ 90
Mentha Vir. oz. pkg	25	Vini Alba	1 25¢ 2 00	Flake White	12¢ 15
Rue, oz. pkg	25	Sponges		Galla	23
Tanacetum V. oz. pkg	25	Florida sheeps' wool	2 50¢ 2 75	Gambler	8¢ 9
Thymus, V. oz. pkg	25	Nassau sheeps' wool	2 50¢ 2 75	Gelatn, Cooper	60
Magnesia		Velvet extra sheeps'	2 50¢ 2 75	Gelatn, French	35¢ 60
Calcined, Pat.	55¢ 60	wool, carriage	1 50	Glassware, flint, box	75 & 5
Carbonate, Pat.	18¢ 20	Extra yellow sheeps'	2 1 25	Glue, brown	11¢ 13
Carbonate, K. & M.	18¢ 20	wool, carriage	2 1 25	Glue, white	15¢ 25
Carbonate, Jennings	18¢ 20	Grass sheeps' wool	2 1 00	Glycerina	17¢ 25
Oleum		Hard, for slate use.	2 75	Grana Paradisi	25
Absinthium	6 50¢ 7 01	Yellow Reef, for	2 1 40	Humulus	25¢ 55
Amygdale, Dule.	50¢ 60	slate use.	2 1 40	Hydrarg Chlor Mite	1 00
Amygdale, Amara	8 00¢ 8 25	Syrups		Hydrarg Chlor Cor.	1 90
Anisi	1 60¢ 1 65	Acacia	50	Hydrarg Ox Rub'm.	1 10
Aurant Cortex	2 10¢ 2 20	Aurant Cortex	50	Hydrarg Ammoniat	1 20
Bergamit	2 50¢ 2 55	Zingiber	50	Hydrarg Unguentum	50¢ 60
Cajuput	80¢ 85	Ipecac	50	Hydrargyrum	85
Caryophylli	75¢ 80	Ferri Iod	50	Ichthyobolla, Am.	65¢ 70
Cedar	80¢ 85	Rhel Arom	50	Indigo	75¢ 1 00
Chenopadi	2 75	Smlax Officinalis	50¢	Iodine, Resubi.	3 40¢ 3 60
Cinnamoni	1 00¢ 1 10	Senega	50	Iodoform	3 60¢ 3 85
Citronella	35¢ 40	Sella	50	Lupulin	50

Menthol	6 10	Selditz Mixture	20¢ 22	Linseed, pure raw	45	47
Morphia, S. P. & W.	2 15¢ 2 40	Sinapis, opt.	18	Linseed, boiled	46	47
Morphia, S. N. Y. Q.	2 15¢ 2 40	Sinapis, Maceboy, De	30	Neatsfoot, winter str	59	65
Morphia, Mal.	2 15¢ 2 40	Sinapis, Maceboy, De	30	Spirits Turpentine	58	63
Moschus Canton	40	Voos	41	Paints		BBL. LB.
Myristica, No. 1	65¢ 80	Snuff, Scotch, De Vo's	41	Red Venetian	1 1/2 2	2 3/4
Nux Vomica, po. 15	35¢ 37	Soda, Boras, po.	11	Ochre, yellow Mars	1 1/2 2	2 3/4
Os Sepia	10	Soda et Potass Tart.	27	Ochre, yellow Ber.	1 1/2 2	2 3/4
Pepsin Sacc, H. & P.	35¢ 37	Soda, Carb.	2	Putty, commercial	2 1/2 2 3/4	3
P D Co.	1 00	Soda, Bi-Carb.	4	Putty, strictly pure	2 1/2 2 3/4	3
Picls Liq. N.N. 1/4 gal.	2 00	Soda, Ash	3 1/2	Vermilion, Prime	13¢ 15	
Picls Liq., quarts.	2 00	Soda, Sulphas	2	American	13¢ 15	
Picls Liq., pints	1 00	Spts. Cologne	2 60	Vermilion, English	70¢ 75	
Pil Hydrarg. po. 80	50	Spts. Ether Co.	50¢ 55	Green, Paris	14¢ 12 1/4	
Pil Nigra, po. 22	18	Spts. Myrra Dom.	2 00	Green, Peninsular	13¢ 16	
Pilper Alba, po. 35	7	Spts. Vini Rect. bbl.	2	Lead, red	3 6 1/2	
Pilx Burgun	10¢ 12	Spts. Vini Rect. 1/2 bbl.	2	Lead, white	6 6 1/2	
Plumbi Acet.	10¢ 12	Spts. Vini Rect. 10 gal	2	Whiting, white Span	2 1/2 3	
Pulvis Ipecac et Opil	1 30¢ 1 50	Spts. Vini Rect. 5 gal	2	Whiting, gliders	2 1/2 3	
Pyrethrum, boxes H.	50	Strychnia, Crystal	80¢ 1 05	White, Paris, Amer.	2 1 25	
Pyrethrum, pv.	25¢ 30	Sulphur, Subl.	2 1/2 3 1/4	Whiting, Paris, Eng.	2 1 40	
Quassia	80¢ 10	Sulphur, Roll	2 1/2 3 1/4	Universal Prepared	1 10¢ 1 20	
Quinia, S. P. & W.	28¢ 38	Tamarinds	8¢ 10	Varnishes		
Quinia, S. German	28¢ 38	Terebenth Venice	28¢ 30	No. 1 Turp Coach	1 10¢ 1 20	
Quinia, N. Y.	28¢ 38	Theobromas	45¢ 50	Extra Turp	1 60¢ 1 70	
Rubia Tincturum	12¢ 14	Vanilla	9 00¢ 16 00	Coach Body	2 75¢ 3 00	
Saccharum Lactis pv	20¢ 22	Zinc Sulph.	7¢ 8	No. 1 Turp Furn.	1 00¢ 1 10	
Salacin	4 50¢ 4 75	Oils		Extra Turk Damar	1 55¢ 1 60	
Sanguis Draconis	40¢ 50	Whale, winter	70 70	Jap. Dryer, No. 1 Turp	70¢ 79	
Sapo, W.	12¢ 14	Lard, extra	85 90			
Sapo M.	10¢ 12	Lard, No. 1	60 65			
Sapo G.	15					

Drugs

We are Importers and Jobbers of Drugs,
Chemicals and Patent Medicines.We are dealers in Paints, Oils and
Varnishes.We have a full line of Staple Druggists'
Sundries.We are the sole proprietors of Weath-
erly's Michigan Catarrh Remedy.We always have in stock a full line of
Whiskies, Brandies, Gins, Wines
and Rums for medical purposes
only.We give our personal attention to mail
orders and guarantee satisfaction.All orders shipped and invoiced the same
day received. Send a trial order.Hazeltine & Perkins
Drug Co.

Grand Rapids, Mich.

GROCERY PRICE CURRENT

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

ADVANCED

Canned Corn
Grain Bags
Codfish
Cheese

DECLINED

Peanuts
Toothpicks
Some Soaps
Graham Flour

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AXLE GREASE

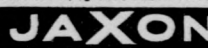
	doz.	gross
Aurora.....	55	6 00
Castor Oil.....	60	7 00
Diamond.....	50	4 25
Frazier's.....	75	9 00
IXL Golden, tin boxes 75		9 00



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

BAKING POWDER

	doz.	gross
1 lb. cans, 4 doz. case.....	3	75
1 lb. cans, 2 doz. case.....	3	75
1 lb. cans, 1 doz. case.....	3	75
5 lb. cans, 1/4 doz. case.....	8	00



1 lb. cans, 4 doz. case.....	45
1 lb. cans, 2 doz. case.....	85
1 lb. cans, 1 doz. case.....	1 60

Royal

	10c size	90
1/4 lb. cans 1 35		
6 oz. cans 1 90		
1/2 lb. cans 2 50		
1/4 lb. cans 3 75		
1 lb. cans 4 80		
3 lb. cans 13 00		
5 lb. cans 21 50		

BATH BRICK

American.....	75
English.....	85

BLUING

Aretic, 4 oz. ovals, per gross 4 00	
Aretic, 8 oz. ovals, per gross 6 00	
Aretic 16 oz. round per gross 9 00	



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

BREAKFAST FOOD

Cereal Nut Flakes.....	4 50
Five case lots.....	4 40

BROOMS

No. 1 Carpet.....	2 70
No. 2 Carpet.....	2 25
No. 3 Carpet.....	2 15
No. 4 Carpet.....	1 75
Parlor Gem.....	2 40
Common Whisk.....	85
Fancy Whisk.....	1 10
Warehouse.....	3 50

BRUSHES

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

Shoe

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

Stove

No. 3.....	75
No. 2.....	1 10
No. 1.....	1 75

BUTTER COLOR

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

2

CANDLES

Electric Light, 88.....	12
Electric Light, 168.....	12 1/2
Paraffine, 6s.....	9 1/4
Paraffine, 12s.....	10
Wickless.....	17

CANNED GOODS

	1 lb.	10
Standards.....	3	35

Blackberries

Standards.....	80
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Beans

Baked.....	1 00	1 30
Red Kidney.....	75	85
String.....	70	75
Wax.....	70	75

Blueberries

Standard.....	1 90
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Brook Trout

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

Clams

Burnham's, 1/4 pint.....	1 92
Burnham's, pints.....	3 60
Burnham's, quarts.....	7 20

Cherries

Red Standards.....	1 30	1 50
White.....	1 50	

Corn

Extra Fine.....	19
Fine.....	15
Moyen.....	11

French Peas

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

Gooseberries

Standard.....	90
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Hominy

Standard.....	85
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Lobster

Star, 1/4 lb.....	2 10
Star, 1 lb.....	3 60
Picnic Tails.....	2 40

Mackerel

Mustard, 1 lb.....	1 80
Mustard, 2 lb.....	2 80
Soused, 1 lb.....	1 30
Soused, 2 lb.....	2 80
Tomato, 1 lb.....	1 80
Tomato, 2 lb.....	2 80

Mushrooms

Hotels.....	19	20
Buttons.....	22	25

Oysters

Cove, 1 lb.....	85
Cove, 2 lb.....	1 55
Cove, 1 lb Oval.....	95

Peaches

Pie.....	85	90
Yellow.....	1 65	1 85

Pears

Standard.....	1 00
Fancy.....	1 25

Peas

Standard.....	1 15
Russian Cavier	
¼ lb. cans.....	3 75

Plums

Plums.....	85
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Pineapple

Grated.....	1 25	1 55
Sliced.....	1 35	1 55

Pumpkin

Fair.....	90
Good.....	1 00
Fancy.....	1 25

Raspberries

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

Russian Caviar

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

Salmon

Columbia River, tails.....	@ 1 85
Columbia River, flats.....	@ 1 80
Red Alaska.....	@ 1 30
Pink Alaska.....	@ 90

Shrimps

Standard.....	1 40
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Sardines

Domestic, 1/4 s.....	3 1/2
Domestic, 1/2 s.....	5
Domestic, Mustard.....	11 @ 14
California, 1/4 s.....	17 @ 14
French, 1/4 s.....	17 @ 14
French, 1/2 s.....	18 @ 28

Strawberries

Standard.....	1 10
Fancy.....	1 40

3

Succotash

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

Tomatoes

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

CARBON OILS

	Barrels
Eocene.....	@ 11 1/4
Perfection.....	@ 10 1/4
Diamond White.....	@ 10
D. S. Gasoline.....	@ 14 1/4
Deodorized Naphtha.....	@ 12
Cylinder.....	29 @ 34
Engine.....	16 @ 22
Black, winter.....	9 @ 10 1/4

CATSUP

Columbia, pints.....	2 00
Columbia, 1/4 pints.....	1 25

CHEESE

Acme.....	@ 13 1/4
Amboy.....	@ 13
Carson City.....	@ 13
Emblem.....	@ 13 1/4
Gem.....	@ 13 1/4
Gold Medal.....	@ 12 1/4
Ideal.....	@ 13
Jersey.....	@ 13
Riverside.....	@ 13
Edam.....	14 @ 15
Leiden.....	@ 17
Limburger.....	13 @ 14
Pineapple.....	50 @ 75
Sap Sago.....	@ 19

CHEWING GUM

American Flag Spruce.....	55
Beeman's Peppin.....	60
Black Jack.....	55
Choice.....	60
Largest Gum Made.....	55
Sen Sen Breath Fortune.....	55
Sugar Leaf.....	55
Yucatan.....	55

CHICORY

Bulk.....	5
Red.....	7
Eagle.....	4
Frank's.....	7
Schenker's.....	6

CHOCOLATE

Walter Baker & Co.'s.....	23
German Sweet.....	31
Premium.....	31
Breakfast Cocoa.....	46
Carl's.....	21
Runkel Bros.....	21
Vienna Sweet.....	21
Vanilla.....	28
Premium.....	31

CLOTHES LINES

	Sisal
60 ft. 3 thread, extra.....	1 00
72 ft. 3 thread, extra.....	1 40
90 ft. 3 thread, extra.....	1 70
60 ft. 6 thread, extra.....	1 29
72 ft. 6 thread, extra.....	

Jute

60 ft.....	75
72 ft.....	90
90 ft.....	1 05
120 ft.....	1 50

Cotton Victor

60 ft.....	85
60 ft.....	90
70 ft.....	1 10

Cotton Windsor

59 ft.....	1 20
60 ft.....	1 40
70 ft.....	1 65
80 ft.....	1 85

Cotton Braided

40 ft.....	55
50 ft.....	70
70 ft.....	80

Galvanized Wire

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

COCOA

Cleveland.....	41
Colonial, 1/4 s.....	35
Colonial, 1/2 s.....	35
Eppe's.....	42
Huyler.....	12
Van Houten, 1/4 s.....	20
Van Houten, 1/2 s.....	20
Van Houten, 1 s.....	70
Webb.....	30
Wilbur, 1/4 s.....	41
Wilbur, 1/2 s.....	42

COCOANUT

Dunham's

6

Pearl Barley	
Common	3 00
Chester	2 75
Empire	3 55
Peas	
Green, Wisconsin, bu.	1 85
Green, Scotch, bu.	1 85
Split, lb.	4
Rolled Oats	
Rolled Avena, bbl.	5 75
Steel Cut, 100 lb. sacks.	3 00
Monarch, bbl.	5 70
Monarch, 1/2 bbl.	2 87
Monarch, 90 lb. sacks.	2 65
Quaker, cases.	3 10

Walsh-DeRoo Co.'s Brand.



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

Wheat	
Cracked, bulk.	3 3/4
24 2 lb. packages.	2 00
FISHING TACKLE	
1/2 to 1 inch.	6
1 1/2 to 2 inches.	7
1 1/2 to 2 inches.	9
2 inches.	11
2 inches.	15
3 inches.	30

Cotton Lines	
No. 1, 10 feet.	5
No. 2, 15 feet.	7
No. 3, 15 feet.	9
No. 4, 15 feet.	10
No. 5, 15 feet.	11
No. 6, 15 feet.	12
No. 7, 15 feet.	15
No. 8, 15 feet.	18
No. 9, 15 feet.	20
Linen Lines	
Small.	20
Medium.	26
Large.	34

Poles	
Bamboo, 14 ft., per doz.	50
Bamboo, 16 ft., per doz.	65
Bamboo, 18 ft., per doz.	80

FLAVORING EXTRACTS

FOOTE & JENKS' JAXON Highest Grade Extracts

Vanilla	Lemon
1 oz full m. 20	1 oz full m. 20
2 oz full m. 20	2 oz full m. 20
No. 3 fan'y 15	No. 3 fan'y 15



Vanilla	Lemon
2 oz panel. 1.20	2 oz panel. 1.20
3 oz taper. 2.00	4 oz taper. 1.50

JENNINGS' D.C. CONCENTRATED

FLAVORING EXTRACTS

Folding Boxes	
D. C. Lemon	D. C. Vanilla
2 oz.	2 oz.
4 oz.	4 oz.
6 oz.	6 oz.

Taper Bottles	
D. C. Lemon	D. C. Vanilla
2 oz.	2 oz.
3 oz.	3 oz.
4 oz.	4 oz.

Full Measure	
D. C. Lemon	D. C. Vanilla
1 oz.	1 oz.
2 oz.	2 oz.
4 oz.	4 oz.

Tropical Extracts	
2 oz. full measure, Lemon.	1 50
4 oz. full measure, Lemon.	1 50
2 oz. full measure, Vanilla.	1 50
4 oz. full measure, Vanilla.	1 50

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

FRESH MEATS

Beef	
Carcass	5 @ 7 1/4
Forequarters	5 @ 6
Hindquarters	6 @ 8
Loins	9 @ 12
Ribs	7 @ 12
Chucks	6 @ 7
Plates	5 @ 5 1/2

Pork	
Dressed	8 @ 8 1/2
Loins	12 @ 12 1/2
Boston Butts	11 1/2 @ 12
Shoulders	10 @ 10 1/2
Leaf Lard	12 @ 12

Mutton	
Carcass	5 @ 6
Lambs	7 @ 9

Veal	
Carcass	6 @ 8 1/4

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

GRAIN BAGS	
Amoskeag, 100 in bale	15 1/2
Amoskeag, less than bale	15 1/2

GRAINS AND FLOUR

Wheat

Winter Wheat Flour

Local Brands

Patents	4 35
Second Patent	3 85
Straight	3 35
Second Straight	3 35
Clear	3 20
Graham	3 42
Buckwheat	4 85
Rye	3 00

Subject to usual cash discount.

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

Ball-Barnhart-Putman's Brand	
Diamond 3/4s.	3 60
Diamond 1/2s.	3 60
Diamond 1/4s.	3 60

Worden Grocer Co.'s Brand	
Quaker 3/4s.	3 60
Quaker 1/2s.	3 60
Quaker 1/4s.	3 60

Spring Wheat Flour

Clark-Jewell-Well's Co.'s Brand	
Pillsbury's Best 3/4s.	4 60
Pillsbury's Best 1/2s.	4 60
Pillsbury's Best 1/4s.	4 60

Pillsbury's Best 3/4s. paper.	
Pillsbury's Best 3/4s. paper.	4 40
Pillsbury's Best 1/2s. paper.	4 40

Ball-Barnhart-Putman's Brand	
Duluth Imperial 3/4s.	4 40
Duluth Imperial 1/2s.	4 40
Duluth Imperial 1/4s.	4 40

Lemon & Wheeler Co.'s Brand	
Winifred 3/4s.	4 40
Winifred 1/2s.	4 40
Winifred 1/4s.	4 40

Olney & Judson's Brand	
Ceresota 3/4s.	4 60
Ceresota 1/2s.	4 60
Ceresota 1/4s.	4 60

Worden Grocer Co.'s Brand	
Laurel 3/4s.	4 40
Laurel 1/2s.	4 40
Laurel 1/4s.	4 40

Laurel 3/4s. and 1/2s. paper.	
Laurel 3/4s. and 1/2s. paper.	4 10

Meal

Bolton	2 80
Granulated	2 80

Feed and Millstuffs

St. Car Feed, screened	24 25
No. 1 Corn and Oats	24 25
Corn Meal, coarse	24 25
Corn Meal, fine	24 25
Winter Wheat Middlings	18 00
Cow Feed	17 00
Screenings	16 00

Oats

Car lots new	34 1/2
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Corn

Corn, car lots	68
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Hay

No. 1 Timothy car lots	19 50
No. 1 Timothy ton lots	12 00

HERBS

Sage	15
Hops	15
Laurel Leaves	15
Senna Leaves	25

INDIGO

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

JELLY

5 lb. pails, per doz.	1 85
15 lb. pails.	40
30 lb. pails.	80

LICORICE

Pure	30
Calabria	23
Sicily	14
Root	10

LYE

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

MEAT EXTRACTS

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

MOLASSES

New Orleans

Fancy Open Kettle	40
Choice	35
Fair	26
Good	22

Half-barrels 2c extra

MUSTARD

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

OLIVES

Bulk, 1 gal. kegs.	1 35
Bulk, 3 gal. kegs.	1 10
Bulk, 5 gal. kegs.	1 05
Manzanilla, 7 oz.	80
Queen, pints.	2 35
Queen, 19 oz.	4 50
Queen, 28 oz.	7 00
Stuffed, 5 oz.	90
Stuffed, 8 oz.	1 45
Stuffed, 10 oz.	2 30

PIPES

Clay, No. 216.	1 70
Clay, T. D., full count	85
Clay, No. 2.	85

8

PICKLES	
Medium	
Barrels, 1,200 count	8 00
Half bbls, 600 count	4 25
Small	
Barrels, 2,400 count	9 50
Half bbls, 1,200 count	5 20

PLAYING CARDS

No. 90, Steamboat	90
No. 15, Rival, assorted	1 20
No. 20, Rover, enameled	1 60
N5. 572, Special	1 75
No. 98, Golf, satin finish	2 00
No. 808, Bicycle	2 00
No. 632, Tournam't Whist	2 25

POTASH

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

PROVISIONS

Barreled Pork

Mess.	21 75
Back	21 50
Clear back	21 00
Short cut	20 75
Pig	24 00
Bean	21 00
Family Mess Loin	21 00
Clear	20 75

Dry Salt Meats

Bellies	13
S P Bellies	3 3/4
Extra shorts	12

Smoked Meats

Hams, 12 lb. average.	13 1/4
Hams, 14 lb. average.	13 1/4
Hams, 16 lb. average.	13 1/4
Hams, 20 lb. average.	13 1/4
Ham dried beef.	12 1/2
Shoulders (N. Y. cut)	12 1/2

Bacon, clear.	15
California hams.	17
Bolled Hams	18
Picnic Bolled Hams	18
Berlin Ham pr's'd	9 1/2 @ 10
Mince Hams	9 1/2 @ 10

Lard

Compound.	7 1/2
Pure.	12 1/2

60 lb. Tubs, advance	1 1/4
80 lb. Tubs, advance	1 1/4
60 lb. Tins, advance	1 1/4
20 lb. Pails, advance	1 1/4
10 lb. Pails, advance	1 1/4
5 lb. Pails, advance	1 1/4
1 lb. Pails, advance	1 1/4

Sausages

Bologna	6
Liver	6 1/4
Frankfort	2 8
Pork	8 1/2 @ 9
Blood	6
Tongue	6
Headcheese	6 1/4

Beef

Extra Mess.	12 25
Boneless	12 25
Rump, New	12 25

Pigs' Feet

1/2 bbls., 40 lbs.	1 75
1/4 bbls.	3 25
1 bbls., lbs.	7 50

Tripe

Kits, 15 lbs.	80
1/4 bbls., 40 lbs.	1 50
1/2 bbls., 80 lbs.	3 00

Casings

Pork	26
Beef rounds	28
Beef middles	12
Sheep	65

Uncolored Butterine

Solid, dairy	21 1/2
Rolls, dairy	21 1/2
Rolls, creamery	18 1/2
Solid, creamery	16

Canned Meats

Corned beef, 2 lb.	2 50
Corned beef, 14 lb.	18 00
Roast beef, 2 lb.	2 50
Potted ham, 1/4s.	50
Potted ham, 1/2s.	50
Potted ham, 3/4s.	50
Potted tongue, 1/4s.	50
Potted tongue, 1/2s.	50
Potted tongue, 3/4s.	50

RICE

Domestic

Carolina head	7
Carolina No. 1	6 1/4
Carolina No. 2	6
Broken	3 1/2

Sutton's Table Rice

Best	1 75
Extra	1 75
Superior	1 75
Choice	1 75
First	1 75
Second	1 75
Third	1 75
Fourth	1 75
Fifth	1 75
Sixth	1 75
Seventh	1 75
Eighth	1 75
Ninth	1 75
Tenth	1 75

Sutton's Table Rice

Best	1 75
Extra	1 75
Superior	1 75
Choice	1 75
First	1 75
Second	1 75
Third	1 75
Fourth	1 75
Fifth	1 75
Sixth	1 75
Seventh	1 75
Eighth	1 75
Ninth	1 75
Tenth	1 75

Sutton's Table Rice

Best	1 75
Extra	1 75
Superior	1 75
Choice	1 75
First	1 75
Second	1 75
Third	

12	13	14	15
Lubetsky Bros. brands B. L. 35 00 Daily Mail, 5c edition. 35 00 Fine Cut Cadillac 54 Sweet Loma 33 Hiawatha, 5 lb. pails 56 Hiawatha, 10 lb. pails 54 Telegram 32 Pay Car 51 Prairie Rose 49 Protection 37 Sweet Burley 42 Tiger 38 Plug Red Cross 32 Palo 31 Kyo 34 Hiawatha 41 Battle Axe 33 American Eagle 32 Standard Navy 36 Spear Head, 16 oz. 41 Spear Head, 8 oz. 43 Nobby Twist 48 Jolly Tar 36 Old Honesty 42 Toddy 33 J. T. 36 Piper Heidsieck 61 Boot Jack 78 Honey Dip Twist 39 Black Standard 38 Cadillac 38 Forge 30 Nickel Twist 50 Smoking Sweet Core 34 Flat Car 37 Great Navy 34 Warpath 25 Bamboo, 16 oz. 24 I X L, 5 lb. 26 I X L, 16 oz. pails 30 Honey Dew 35 Gold Block 35 Flagman 38 Chips 32 Kiln Dried 21 Duke's Mixture 38 Duke's Cameo 41 Myrtle Navy 39 Yum Yum, 1 1/2 oz. 39 Yum Yum, 1 lb. pails 37 Cream 36 Corn Cake, 2 1/2 oz. 24 Corn Cake, 1 lb. 22 Plow Boy, 1 1/2 oz. 39 Plow Boy, 3 1/2 oz. 39 Peerless, 3 1/2 oz. 32 Peerless, 1 1/2 oz. 34 Air Brake 36 Cant Hook 30 Country Club 32-34 Forex-XXXX 28 Good Indian 23 Self Binder 20-22 Silver Foam 34 TWINE Cotton, 3 ply 16 Cotton, 4 ply 16 Jute, 2 ply 12 Hemp, 6 ply 12 Flax, medium 20 Wool, 1 lb. balls 7 1/2 VINEGAR Malt White Wine, 40 grain. 8 Malt White Wine, 50 grain. 11 Pure Cider, B. & B. brand. 11 Pure Cider, Red Star 11 Pure Cider, Robinson 11 Pure Cider, Silver 11 WASHING POWDER Diamond Flake 2 75 Gold Brick 3 25 Gold Dust, regular 4 50 Gold Dust, 5c 4 00 Kikkoline, 24 lb. 3 90 Pearlina 2 75 Soapline 4 10 Babbitt's 1776 3 75 Roseline 3 50 Armour's 3 70 Nine O'clock 3 35 Wisdom 3 80 Scourline 3 50 Rub-No-More 3 75 WICKING No. 0, per gross 25 No. 1, per gross 30 No. 2, per gross 40 No. 3, per gross 55 WOODENWARE Baskets Bushels 1 25 Bushels, wide band 30 Market 6 00 Splint, large 6 00 Splint, medium 5 00 Splint, small 4 00 Willow Clothes, large 8 00 Willow Clothes, medium 6 50 Willow Clothes, small 5 00 Bradley Butter Boxes 2 lb. size, 24 in case 72 3 lb. size, 16 in case 68 5 lb. size, 12 in case 63 10 lb. size, 6 in case 60 Butter Plates No. 1 Oval, 250 in crate 40 No. 2 Oval, 250 in crate 45 No. 3 Oval, 250 in crate 50 No. 5 Oval, 250 in crate 60 Churns Barrel, 5 gals., each 2 40 Barrel, 10 gals., each 2 55 Barrel, 15 gals., each 2 70 Clothes Pins Round head, 5 gross box 50 Round head, cartons 75 Egg Crates Humpty Dumpty 2 25 No. 1, complete 29 No. 2, complete 18	Faucets Cork lined, 8 in 65 Cork lined, 9 in 75 Cork lined, 10 in 85 Cedar, 8 in 58 Mop Sticks Trojan spring 90 Eclipse patent spring 85 No. 1 common 75 No. 2 patent brush holder 85 12 lb. cotton mop heads 1 25 Ideal No. 7 90 Pails 2-hoop Standard 1 50 3-hoop Standard 1 65 2-wire, Cable 1 60 3-wire, Cable 1 80 Cedar, all red, brass bound. 1 25 Paper, Eureka 2 25 Fibre 2 40 Toothpicks Hardwood 2 50 Softwood 2 75 Banquet 1 80 Ideal 1 50 Traps Mouse, wood, 2 holes 22 Mouse, wood, 4 holes 45 Mouse, wood, 6 holes 70 Mouse, tin, 5 holes 65 Rat, wood 80 Rat, spring 75 Tubs 20-inch, Standard, No. 1 7 00 18-inch, Standard, No. 2 5 00 16-inch, Standard, No. 3 5 00 20-inch, Cable, No. 1 7 50 18-inch, Cable, No. 2 6 50 16-inch, Cable, No. 3 5 50 No. 1 Fibre 9 45 No. 2 Fibre 7 95 No. 3 Fibre 7 20 Wash Boards Bronze Globe 2 50 Dewey 1 75 Double Acme 2 75 Single Acme 2 25 Double Peerless 3 25 Single Peerless 2 50 Northern Queen 2 50 Double Duplex 3 00 Good Luck 2 75 Universal 2 25 Window Cleaners 12 in. 1 65 14 in. 1 85 16 in. 2 30 Wood Bowls 11 in. Butter 75 13 in. Butter 1 10 18 in. Butter 1 75 17 in. Butter 2 75 19 in. Butter 4 25 Assorted 13-15-17 1 75 Assorted 15-17-19 3 00 WRAPPING PAPER Common Straw 1 1/4 Fiber Manila, white 3 1/4 Fiber Manila, colored 4 No. 1 Manila 4 Cream Manila 3 Butcher's Manila 2 1/4 Wax Butter, short count. 13 Wax Butter, full count. 20 Wax Butter, rolls 15 YEAST CAKE Magic, 3 doz. 1 00 Sunlight, 3 doz. 1 00 Sunlight, 1 1/2 doz. 50 Yeast Cream, 3 doz. 1 00 Yeast Foam, 3 doz. 1 00 Yeast Foam, 1 1/2 doz. 50 FRESH FISH Per lb. White fish 10 1/2 Trout 8 1/4 Black Bass 10 1/2 Halibut 14 Clauses or Herring 5 Bluefish 11 Live Lobster 2 1/2 Boiled Lobster 25 Cod 10 Haddock 8 No. 1 Pickerel 8 1/4 Pike 7 Perch 5 Smoked White 11 Red Snapper 11 Col River Salmon 12 1/2 Mackerel 18 HIDES AND FELTS Hides Green No. 1 7 1/4 Green No. 2 6 1/4 Cured No. 1 9 Cured No. 2 8 Calfskins, green No. 1 9 1/4 Calfskins, green No. 2 9 Calfskins, cured No. 1 10 1/4 Calfskins, cured No. 2 10 Pelts Old Wool 50 1/2 Lamb 45 1/2 Shearlings 40 1/2 Tallow No. 1 2 1/2 No. 2 2 1/2 Wool Washed, fine 20 Washed, medium 22 Unwashed, fine 15 Unwashed, medium 16 1/2 CANDIES Stick Candy Standard 7 Standard H. H. 7 Standard Twist 8 Cut Loaf 9 Jumbo, 32 lb. 7 1/4 Extra H. H. 7 1/4 Boston Cream 10 Beet Root 8 Mixed Candy Grocers 6 Competition 7 Special 7 1/4 Conserve 7 1/4 Royal 8 1/4 Ribbon 9 Broken 9 Cut Loaf 8 1/4 English Rock 9 Kindergarten 9 Bon Ton Cream 8 1/4 French Cream 9 Dandy Pan 10 Hand Made Cream 11 1/4 mixed 14 1/4 Crystal Cream mix 13 Fancy-In Pails Champ. Crys. Gums 8 1/4 Pony Hearts 15 Fairy Cream Squares 12 Fudge Squares 12 Peanut Squares 9 Sugared Peanuts 11 Salted Peanuts 10 Starlight Kisses 10 San Blas Goodies 12 1/2 Lozenges, plain 9 Lozenges, printed 10 Champion Chocolate 11 1/4 Eclipse Chocolates 12 1/4 Quintette Choc. 12 Gum Drops 5 1/4 Moss Drops 9 Lemon Sours 9 Imperials 12 Ital. Cream Opéra 12 Ital. Cream Bonbons 11 20 lb. pails 11 Molasses Chews, 15 lb. pails 13 Golden Waffles 12 Fancy-In 5 lb. Boxes Lemon Sours 50 Peppermint Drops 60 Chocolate Drops 60 H. M. Choc. Drops 85 H. M. Choc. Li. and 21 00 Dk. No. 12 35 Gum Drops 35 Licorice Drops 75 Lozenges, plain 55 Lozenges, printed 60 Imperials 60 Mottos 60 Cream Bar 55 Molasses Bar 55 Hand Made Creams 80 Cream Buttons, Pep. and Wint. 65 String Rock 65 Wintergreen Berries 60 Caramels Clipper, 20 lb. pails 8 1/4 Perfection, 20 lb. pails 12 1/4 Amazon, Choc. Coy'd 13 Korker 2 for 1c pr bx 15 Big 3, 3 for 1c pr bx 15 Dukes, 2 for 1c pr bx 60 Favorite, 4 for 1c, bx 60 AA Cream Car's 3 lb 50 FRUITS Oranges Florida Russett 2 Florida Bright 2 Fancy Navels 2 Extra Choice 2 Late Valencias 2 Seedlings 2 Medt. Sweets 2 Jamaicas 2 1/4 Rodi 4 00 Lemons Verdelli, ex fcy 300 2 Verdelli, fcy 300 2 Verdelli, ex chco 300 2 Ver. M. Choc. 300 2 Call Lemons, 300 3 50 Messinas 300s 3 50 Messinas 360s 3 50 Bananas Medium bunches 1 50 Large bunches 2 00 Foreign Dried Fruits Figs Californias, Fancy 2 Cal. pkg, 10 lb. boxes 21 00 Extra Choice, Turk. 10 lb. boxes 2 Fancy, Turk., 12 lb. boxes 2 Pulled, 6 lb. boxes 2 Naturals, in bags 2 Dates Fards in 10 lb. boxes 2 1/4 Fards in 60 lb. cases 2 1/4 Hallow 5 lb. cases, new 5 1/4 Sals, 60 lb. cases 2 NUTS Almonds, Tarragona 16 Almonds, Ivica 16 Almonds, California, soft shelled 15 1/2 Brazil 10 Filberts 13 Walnuts, Grenobles 13 Walnut, soft shelled California No. 1 2 Table Nuts, fancy 13 1/4 Pecans, Med 10 Pecans, Ex. Large 13 Pecans, Jumbos 14 Hickory Nuts per bu. Ohio, new 3 50 Cocoanuts, full sacks 3 50 Chestnuts, per bu. 2 Peanuts Fancy, H. P., Suns 5 1/4 Fancy, H. P., Suns Roasted 6 1/4 Choice, H. P., Jumbo 7 1/4 Choice, H. P., Jumbo Roasted 9 1/4 Span. Shld No. 1 in w 6 1/2	STONEWARE Butters 1/2 gal., per doz. 48 1 to 5 gal., per gal. 5 1/4 8 gal. each 48 10 gal. each 60 12 gal. each 72 15 gal. meat-tubs, each 1 12 20 gal. meat-tubs, each 1 50 25 gal. meat-tubs, each 2 12 30 gal. meat-tubs, each 2 56 Churns 2 to 6 gal., per gal. 6 churn Dashers, per doz. 84 Milkpans 1/2 gal. flat or rd. bot., per doz. 48 1 gal. nat or rd. bot., each 5 1/4 Fine Glazed Milkpans 1/2 gal. flat or rd. bot., per doz. 60 1 gal. flat or rd. bot., each 6 Stewpans 1/2 gal. fireproof, ball, per doz. 85 1 gal. fireproof, ball, per doz. 1 10 Jugs 1/2 gal. per doz. 56 1/4 gal. per doz. 42 1 to 5 gal., per gal. 7 Sealing Wax 5 lbs. in package, per lb. 2 LAMP BURNERS No. 0 Sun 35 No. 1 Sun 36 No. 2 Sun 48 No. 3 Sun 85 Tubular 50 Nutmeg 50 MASON FRUIT JARS With Porcelain Lined Caps Pints 4 25 per gross Quarts 4 50 per gross 1/2 Gallon 6 50 per gross Fruit Jars packed 1 dozen in box LAMP CHIMNEYS—Seconds Per box of 6 doz. No. 0 Sun 1 81 No. 1 Sun 1 84 No. 2 Sun 2 80 Anchor Carton Chimneys Each chimney in corrugated carton. No. 0 Crimp 1 74 No. 1 Crimp 1 96 No. 2 Crimp 2 90 First Quality No. 0 Sun, crimp top, wrapped & lab. 1 91 No. 1 Sun, crimp top, wrapped & lab. 2 18 No. 2 Sun, crimp top, wrapped & lab. 3 68 XXX Flint No. 1 Sun, crimp top, wrapped & lab. 2 75 No. 2 Sun, crimp top, wrapped & lab. 3 75 No. 2 Sun, hinge, wrapped & lab. 4 00 Pearl Top No. 1 Sun, wrapped and labeled 4 60 No. 2 Sun, wrapped and labeled 5 50 No. 2 hinge, wrapped and labeled 5 10 No. 2 Sun, "Small Bulb," for Globe Lamps 80 La Bastie No. 1 Sun, plain bulb, per doz. 1 00 No. 2 Sun, plain bulb, per doz. 1 25 No. 1 Crimp, per doz. 1 35 No. 2 Crimp, per doz. 1 60 Rochester No. 1 Lime (65c doz) 3 50 No. 2 Lime (75c doz) 4 00 No. 2 Flint (80c doz) 4 60 Electric No. 2 Lime (70c doz) 4 00 No. 2 Flint (80c doz) 4 60 OIL CANS 1 gal. tin cans with spout, per doz. 1 30 1 gal. galv. iron with spout, per doz. 1 50 2 gal. galv. iron with spout, per doz. 2 50 3 gal. galv. iron with spout, per doz. 3 50 5 gal. galv. iron with spout, per doz. 4 50 3 gal. galv. iron with faucet, per doz. 3 75 5 gal. galv. iron with faucet, per doz. 5 00 5 gal. Tilted cans 7 00 5 gal. galv. iron Nacefas 9 00 LANTERNS No. 0 Tubular, side lift 4 75 No. 1 B Tubular 7 25 No. 15 Tubular, dash 7 25 No. 1 Tubular, glass fountain 7 50 No. 12 Tubular, side lamp 13 50 No. 3 Street lamp, each 3 60 LANTERN GLOBES No. 0 Tub., cases 1 doz. each, box, 10c 45 No. 0 Tub., cases 2 doz. each, box, 15c 45 No. 0 Tub., bbls 5 doz. each, per bbl. 1 75 No. 0 Tub., Bull's eye, cases 1 doz. each 1 25 BEST WHITE COTTON WICKS Roll contains 32 yards in one piece. No. 0, 3/4-inch wide, per gross or roll 18 No. 1, 1/2-inch wide, per gross or roll 24 No. 2, 1 inch wide, per gross or roll 34 No. 3, 1 1/4 inch wide, per gross or roll 53 COUPON BOOKS 50 books, any denomination 1 50 100 books, any denomination 2 50 500 books, any denomination 11 50 1,000 books, any denomination 20 00 Above quotations are for either Tradesman, Superior, Economic or Universal grades. Where 1,000 books are ordered at a time customers receive specially printed cover without extra charge. Coupon Pass Books Can be made to represent any denomination from \$10 down. 50 books 1 50 100 books 2 50 500 books 11 50 1,000 books 20 00 Credit Checks 500, any one denomination 2 00 1,000, any one denomination 3 00 2,000, any one denomination 5 00 Steel punch 75	

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.

Come With Us!

We are after the live, pushing, money-getting retailers who read the Tradesman. We know you are intelligent, keen, far-seeing fellows with an eye to business and the almighty dollar. That's why we talk our great specialty

Standard D Crackers

to you. We have something you want, need and can sell. The thing to do is to send us a sample order and we can and will make your cracker business a great success.

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

We Do Not Belong to the Trust

THE NEW FOODS.

No Amount of Advertising Can Overturn Public Sentiment.

It took several hundred years for the flour-eating human family to discover that in the milling process the most nutritious elements of the wheat kernel were thrown away. During all this time the miller calmly sat beside the millstone grinding out the white meal, trusting to habit and tradition to sell it.

But science has been pounding away at the door of the miller, urging him with much scientific argument to utilize the portions of the wheat that have been discarded.

In the meantime, through scientific investigation and persistent advertising, the people have been made aware of the fact that they have been cheated for years out of what nature designed should be the most nutritious portions of the wheat.

From whole wheat flour, graham flour and other kinds of flour, in which were ground up portions of the hull of the wheat, to the modern array of cereal foods and health foods the public has been thoroughly impressed with the fact that the old white flour was amazingly lacking in the elements calculated to contribute to the nourishment of the human system.

The markets are now flooded with an almost countless variety of "health foods," and their wholesomeness and healthfulness are abundantly attested by their tremendous sales. These sales are the result not only of clever advertising, which has made their virtues known all over the broad land, but of the dietetic experience of the human family.

It has been scientifically proved that white flour has been shorn of nearly all of its bone, muscle and brainmaking material. Very few dietetic students will challenge the conclusions of science on this subject.

With the increasing consumption of the cereal foods which utilize the formerly discarded nutritious hull of the wheat, the manufacturers of white flour are naturally thrown into a panic over the decreasing consumption of their product. The Northwestern Miller, the official organ of the millers, howls frantically over the encroachments of the health foods upon its preserves, which it was thought belonged for all time to the old-style wheat flour, and tearfully laments the decline in popular intelligence that leads to such a departure in dietetics. With much editorial screaming it has been endeavoring to break down the barriers against white flour, erected by the enormous amount of advertising now running in the current magazines and newspapers giving publicity to cereal foods.

Suppose the manufacturers of white flour suddenly determined to inaugurate an expensive and comprehensive plan of publicity. How could they hope to cope with such a "past master" in the art as Mr. Perky, who has been one of the most active and skillful of the promoters who have been for years educating the public concerning the nutritive value of the elements of the wheat kernel that are discarded in the manufacture of process white flour? How could they hope to reverse the public verdict in favor of the new cereal foods already rendered on the basis of the work done by such experts as Messrs. Ellsworth, Brampton, Post, Wisner, Danforth, Dickinson, Koplin, Mapes, Kellogg and other educators and promoters in this line?

We think the effort would be not only costly but futile.

Notwithstanding this increase of consumption of the new cereal foods and the tremendous investments in their manufacture the Northwestern Miller is apparently impressed with the belief that it can by persistent editorial pounding maintain the old-time supremacy of white flour as the only nutritious product of the wheat kernel. Of course, this is an absurd delusion on the part of the Northwestern Miller.

It may be reasonably expected that the manufacturers of the new health foods will not only keep up the present annual output of their products, but will vastly increase it, as their magazine advertising continues to educate public sentiment upon the dietetic value of their health-giving, body-building, brain-making foods.

It may also be reasonably expected that the consumption of white flour will correspondingly decrease as the years go by.

In this extremity the question has been raised as to whether the loss of ground by the flour milling industry can be retrieved by resorting to the same advertising methods that have been employed so successfully by the manufacturers of the cereal foods. We are inclined to believe that it is too late.

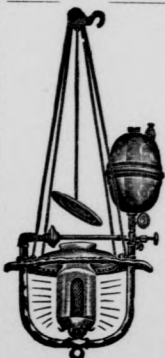
The advertisers of modern health foods have been educating the public upon this question for years. If the publicity upon which they have spent millions of dollars rests upon a scientific basis and upon accurate, scientific knowledge, how can the verdict of the consuming public upon this question be reversed? The immense plants at Akron, Buffalo, Niagara Falls, Battle Creek and St. Louis have been built up on the fruits of this widely disseminated scientific knowledge.

The time has gone by for elementary courses of instruction in the dietetic value of these new foods; people have learned their superior nutritive value by experience. It is now a battle royal between the manufacturers of the various kinds of cereal foods as to which shall maintain the ascendancy with popular favor. Nearly all are recognized as vastly superior in nourishing elements, in bone and muscle making material, to white flour.

The selection of a particular make, therefore, by each family is largely a question of the cleverness and extent of the advertising that is done in its behalf.

It may be gravely questioned if this tide of popular favor in the direction of the new foods could be turned back to white flour, even although the manufacturers of the latter should suddenly conclude to invest millions in advertising. The health foods have secured an advantage, a lead, that can not be overcome.

Publicity is a powerful agency for the distribution of any food product, but in our opinion, no amount of publicity at this late day can overturn public sentiment, now in favor of the cereal products, that is based upon the absolute and unerring conclusions of dietetic science.—What to Eat.



THE GREAT COAL STRIKE

Shut down many gas and electric plants all over the country for want of coal; but don't worry as you can get your

Light for 15 Cents a Month

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

BRILLIANT

Or 30 cents a month per light with our

HALO GASOLINE LAMPS

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

BRILLIANT GAS LAMP CO., 42 State Street, Chicago

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

10,000 Barrels of Apples Wanted

For storage. Write to

R. Hirt, Jr., Detroit, Mich.

SEEDS

Clover and Timothy—all kinds of Grass Seeds.

MOSELEY BROS., GRAND RAPIDS, MICH.

26-28-30-32 OTTAWA ST.

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.

Propositions
By the Wholesale

We are State agents for the Celebrated Cosmopolitan Mantles and are prepared to sell to the trade at astonishingly low prices. Then, too, our goods are strictly high quality throughout. Nothing inferior can be found in our stock.

We are wholesale dealers in all manner of Lighting Supplies. Write us for particulars. Our price quotations are sure to please.

Perfection Lighting Co.

Chas. C. Willmot, Mgr.

17 S. Division St., Grand Rapids

Gas and Electric Fixtures
Agt. "Holothane" Globes

Both Phones 2090

The Grain Market.

Wheat has been on the gain. While not displaying any excessively high flights, it has been on a steady advance and is up 2c per bushel for cash and about the same for futures. May options, however, were the most favored in trading. Bad reports from the continent figured in the advancing price. Germany lost a good share of the wheat crop, and the same is the case with the United Kingdom. Italy is short 26,000,000 bushels. Our own crop is now estimated at only 600,000,000 bushels and a part of that is unfit for flouring purposes. Receipts have been larger at initial points in the Northwest, but the millers have been taking it nearly as fast as offered. The visible made a gain of 1,500,000 bushels, which is small, taking the season into consideration. Exports were large from exporting countries, as the amount reported on passage is 120,000,000 bushels, of which the United States furnished about half. Our exports seem to be larger than last year, while we have much less to offer than a year ago. In all probability, present prices will be sustained, if not a little added to them.

Corn seems to be congested, less than three-fourths of a million bushels being in Chicago, and the demand from the shorts is urgent because there is no new corn coming in that will grade. The shorts certainly are in a box, as only Armour has any corn and that is being shipped out as fast as vessel room can be secured. With this depletion in contract corn, the question arises where the traders who were so anxious to sell corn around 44c will get the corn they have sold when they are bidding up from 53c per bushel now. It does look like a squeeze. The visible in corn decreased 300,000 bushels during the week.

Oats, not to be outdone, also showed a decrease of 580,000 bushels, so the market was boosted a couple of cents and the closing was strong at the advance of 3c.

Rye followed along with an advance of about 1/2c per bushel, although not very much doing, as holders are getting the idea to hold up firm for an advance. Whether they will get it is problematical.

Beans are off 8c per bushel, but very strong at that. They will remain so as the wet weather in Germany also caused a partial failure.

Flour is strong and at 20c per barrel advance. The mills are all busy and local and domestic demand is urgent.

Mill feed, likewise, is up \$1 a ton on both bran and middlings. With the high price of corn and oats, mill feed will be firm and another advance will probably take place in the near future.

Receipts of grain have been as follows: wheat, 77 cars; oats, 9 cars; rye, 3 cars; flour, 4 cars; beans, 1 car; straw, 1 car; potatoes, 12 cars.

Mills are paying 70c for No. 2 red wheat. C. G. A. Voigt.

A great many results are confidently anticipated as consequent upon the building of the great dam at Assouan. It is expected to make the valley of the Nile wonderfully fertile. It will change the desert into a granary. Its material advantages can scarcely be overestimated and for the region affected will be unquestionably productive of great benefit. It is interesting to note in this connection that Egyptologists fear that this enterprise is going to have a very disastrous effect upon the Sphinx of Gizah. For centuries it has stood, owing

its fair state of preservation to the dry atmosphere. When the dam at Assouan has its perfect work there will be increased humidity and it is thought that it will have such an effect on the sandstone of the sphinx that in about a hundred years there will be no semblance of the face remaining. That need not necessarily very much alarm the present generation nor the succeeding one. The notice is sufficiently long to answer all present purposes. The formal notification of the Egyptologists amounts to this, that those who want to see the sphinx must do so within the next hundred years. After that date people must depend on pictures.

The Alaskan boundary dispute between Canada and the United States, which has been pending several years, will probably never be settled until Canada abandons her claims. It has come to be generally believed that they were put forward by Canada with the idea of obtaining concession in another direction. Discussing the situation in a recent speech Senator Lodge said: "The old Russian boundary was recognized until the United States bought Alaska and the discovery of gold was made. Then an effort was made on the part of the Canadian government to change the boundary line. The land which they claim is of great strategic importance. If we accede to their claims there is no reason why Canada could not claim New Hampshire or Maine. If Canada wants to have a reciprocity treaty with us she knows how she can get it. She must drop her talk about the Alaskan boundary."

Business Wants

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

BUSINESS CHANCES.

FOR RENT—NEW DOUBLE BRICK STORE: one of the finest locations in Southern Michigan for any dry goods or general store business; will be ready for occupancy about Nov. 15. Address No. 800, care Michigan Tradesman. 800

FOR SALE—GARDEN, FRUIT AND POULTRY ranch, Constantine, Mich. Address Constantine Med. Co., Constantine, Mich. 799

WANTED—STEAM HEAT FOR CHURCH 30x60, with basement. Box 8, Benzonia, Mich. 793

FOR SALE—LONG ESTABLISHED, WELL advertised tailoring or jewelry and optical business in good Ohio town; population 2,000; good surrounding territory, farming, manufacturing and mining; business making good profits and everything on cash basis. Building can be bought or rented. Particulars from owner. Fred W. Shafer, Pleasant City, Ohio. 799

FOR SALE OR TRADE FOR A STOCK OF general merchandise—farm of 100 acres, valued at \$3,000; mortgaged for \$1,100; located in the northeastern part of Ionia county. Address No. 795, care Michigan Tradesman. 795

WANTED—TWO SECOND-HAND EIGHT foot display cases and one six foot combination cigar case in good condition. Must be a bargain. Address Box 504, Gobleville, Mich. 804

STOCK OF GENERAL MERCHANDISE FOR sale—the stock of Palmer & Pratt, of Ashley, Mich., consisting of groceries, boots and shoes, hardware notions, etc., with all fixtures and book accounts, will be sold in bulk at auction, in front of their store in the village of Ashley, Mich., on Tuesday, Nov. 11, at 1 p. m., to the highest bidder. Terms, cash. Full and complete inventory of the stock will be taken and submitted on that occasion. Chas. H. Smith, Trustee. 807

FOR SALE—ON ACCOUNT OF ILL HEALTH the whole or part interest in the best wall paper business in Sault Ste. Marie. A. M. Mathews Co., Sault Ste. Marie, Mich. 805

FOR SALE—2 1/2 HORSE POWER GASOLINE engine, with dynamo sparkler complete, in good condition; cost \$270, will sell for \$90. The Evening Journal, Sault Ste. Marie, Mich. 806

WANTED—A LATH MILL, ADDRESS A. D. Plumb, Grand Rapids, Mich. 804

FOR SALE—2,800 ACRES LAND IN CHILTON county, Alabama, nine miles south of Calera; seven room house; one good cotton gin; three barns, 15 outhouses; 600 acres cleared; rents for \$1,000 per year; price \$12 per acre. It will pay you to look after this. A. M. Barron, Station A, South Bend, Ind. 803

WANTED—A GOOD LOCATION FOR IM- plement and machinery business: small stock of hardware not objectionable. Address Box 34, Pomona, Mich. 794

RARE CHANCE—FOR SALE, WELL-ES- tablished wholesale and retail grocery business. On account of the ill health of our Mr. P. J. O'Neill, we are compelled to get out of the mercantile business. Stock must be sold with good will of business; established over a quarter of a century; doing large and growing business in city and throughout the Thumb; only one exclusively wholesale grocery house in Port Huron. Our three-story and basement brick store for rent; best corner in the city. Only principals dealt with. O'Neill Bros. & Co., 235 Huron Ave., Port Huron, Mich. 791

FOR SALE—THE LARGEST AND BEST wholesale and retail crockery and china, gas and electric fixture business in Michigan outside of Detroit and Grand Rapids. Stock is new and active. Thousands of dollars of importations from France, Germany and Japan received within the past sixty days. Business must be sold on account of ill health of our Mr. P. J. O'Neill. Rare opportunity for any one wanting to engage in this line of business. Very attractive store, 233 Huron avenue; rent reasonable. Only principals dealt with. O'Neill Bros. & Co., Port Huron, Mich. 792

FOR RENT—BRICK BLOCK; ELEGANT rooms for grocery, bakery, restaurant; good bake shop; brick oven; best location; old established business. Address A. A. Udell, Three Rivers, Mich. 809

FOR SALE—BAKERY, LUNCH ROOM, CON- fectionery, tobacco and cigars; good location and sufficient room for additional business if desired. Write Will Botsford, Holland, Mich. 810

FOR SALE—TWO LAND CONTRACTS, \$400 each, for land valued at \$1,000 and drawing 6 per cent.; must be sold at 10 per cent. discount from face. Also four "forties" fine wild land in Fruitport township, Muskegon county, Mich., at a great sacrifice if taken at once. W. W. Barcus, Muskegon, Mich. 811

FOR SALE—CONFECTIONERY STOCK AND fixtures, including soda fountain, in best town in Michigan; good location for a restaurant. 28 River St., Holland, Mich. 801

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 within 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—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

FOR SALE—A STOCK OF DRUGS AND patent medicine, 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. E. Mercer, Widdicombe Building, Grand Rapids. 741

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

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

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

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

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

FOR SALE—DRUG STOCK, INVOICING \$800; 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. 696

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

SAVES—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—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 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, 377-B Broadway, New York City. 694

FOR SALE—MOSLEK, BAHMANN & CO. fire proof safe. Outside measurement—36 inches high, 27 inches wide and 24 inches deep. Inside measurement—16 1/2 inches high, 14 inches wide and 10 inches deep. Will sell for \$50 cash. Tradesman Company, Grand Rapids. 388

FOR SALE CHEAP—SECONDHAND NO. 4 Bar-Lock typewriter, in good condition. Specimen of work done on machine on application. Tradesman Company, Grand Rapids. 465

MISCELLANEOUS

DRUGGISTS DESIRING CLERKS, AND drug clerks who desire positions, should write to J. A. Hynes, 615 S. Ingalls St., Ann Arbor, Mich. 802

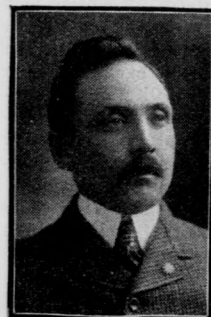
WANTED, BY A REGISTERED PHARMA- cist, a position; thirteen years experience. Address F. W. H., Trufant, Mich. 797

CLERK WANTED—EXPERIENCED DRESS goods salesman wanted; state wages and give references in first letter. A. E. Poulsen, Battle Creek, Mich. 793

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

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