

MICHIGAN TRADESMAN

Twentieth Year

GRAND RAPIDS, WEDNESDAY, OCTOBER, 29, 1902.

Number 997

Collection Department

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

ELLIOT O. GROSVENOR

Late State Food Commissioner
Advisory Counsel to manufacturers and jobbers whose interests are affected by the Food Laws of any state. Correspondence invited.
1232 Majestic Building, Detroit, Mich.

Currie & Forsyth

1023 Michigan Trust Building
Grand Rapids, Michigan
BRANCH OFFICE OF

Douglas, Lacey & Co.

The regular quarterly dividends on our Oil, Mining and Smelter stocks will arrive on the 30th of October. Over 100 of our customers in Grand Rapids hold dividend-paying stock. Several more of our companies will be added to the dividend list this quarter. Prospectus of our various companies and our business methods furnished on application. Citizens phone 1651.

Commercial Credit Co., Ltd.

Widdicomb Building, Grand Rapids
Detroit Opera House Block, Detroit

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

William Connor Co.

Wholesale Ready-Made Clothing

Men's, Boys', Children's

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.

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

Tradesman Coupons

IMPORTANT FEATURES.

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GENERAL TRADE REVIEW.

There seems to be a general feeling of discouragement as to the recovery of the speculative markets which keeps up the sagging tendency, to be followed by sluggish recovery. Trading by the public is not popular and the operations of the professionals are not of much significance as to the underlying conditions. Little real advance is expected before the public gets over its apathy and lends a hand in support. The current week opens with the habitual Monday decline and trading continues dull and uninteresting. As soon as election interests and other distracting matters are out of the way it seems probable that trade matters in the Street will resume the activity which the general strength of the situation naturally commands. Rates for call loans continue to decline until the normal is not far away. There is some talk of possible export of gold, but even if there should be small yielding to foreign demand it would have no material disquieting influence.

There are really no discouraging features in the industrial outlook beyond the backward condition of matters affected by the coal supply. This would serve to still further stimulate the production of transport facilities and so contribute to the pressure of demand. Much attention is now being paid to the iron and steel conditions and there is little doubt that these properties will assume importance in the revival which seems inevitable. The conservatism with which the steel men handled the price problem during the height of the advance assures a moderation which will extend the period of healthy activity in that field indefinitely.

The heavy merchandise distribution continues without abatement and the comparison in most localities with preceding years shows increasing trade. Mills and factories are hurrying deliveries as fast as possible. Even boots and shoes from Boston exceed the phenomenally heavy shipments of last year.

CHOKE OFF THE UNWORTHY.

At the last meeting of the Grand Rapids Retail Grocers' Association, Edward A. Connelly, who does business in his wife's name at 47 Eleventh street, monopolized the time of those present to the extent of about an hour in advocating co-operative buying on the part of retail grocers, claiming that by so doing the grocers could save from 10 to 40 per cent. A sequel to this onslaught is found in a suit brought the next day by the Olney & Judson Grocer Co. against Connelly to recover a judgment for groceries ordered and delivered several years ago, amounting to \$378.59. This would seem to indicate that Connelly is buying his goods—either for himself or his wife—cheaper than they could be purchased by buying co-operatively, because he has had nearly \$400 worth of supplies for which he has not paid a cent.

The Tradesman has placed itself on record heretofore on the subject of local associations of retail dealers countenancing the complaints and listening to the harangues of men who are unworthy of credit, and until the members turn a deaf ear to the fallacious arguments of men who are in such poor repute that they must pay for their goods before they are removed from the larders of the wholesale grocer, the association will be the laughing stock of the business public, instead of being recognized as the proper exponent and mouthpiece of the legitimate portion of the retail trade.

WHY NOT PLAY FAIR?

Charles W. Jennings is a reputable citizen of Grand Rapids. He has been engaged in business here thirty years. He has always conducted himself circumspectly and has won the respect and confidence of his associates and neighbors.

The Chemist of the State Food Commissioner thought he discovered some irregularity in one of Mr. Jennings' productions. The matter was referred to Inspector Bennett, who has known Mr. Jennings—by reputation at least—for thirty years. Mr. Bennett swore out a warrant for Mr. Jennings' arrest in Muskegon and an officer was sent here to arrest him. The warrant was served just as the train was leaving for Muskegon. Mr. Jennings asked for time to see his lawyer, but was refused the privilege. A common criminal could not have been treated with greater discourtesy.

There are ten places in Grand Rapids where the goods complained of are sold to one in Muskegon, yet Inspector Bennett contrived to drag a decent man and citizen away from his home and his friends and humiliate him among strangers.

Why?

The Tradesman is in possession of information which will afford ample explanation of the motive which inspired this attack on a man who has spent a lifetime in building up a reputable business. This information will be disclosed in due time.

After Mr. Jennings returned from Muskegon, he was informed that other agents of the department were circulating unfair and uncalled-for reports about him and his goods. Pending the outcome of the Muskegon case, he asked for a suspension of judgment until the case could be passed upon by a jury. The President of the Grand Rapids Board of Trade, in his official capacity, addressed a letter to the State Food Commissioner, requesting him to instruct his deputies to withhold their criticisms and warnings until the matter was disposed of in the courts. The letter was written Oct. 15. Up to Oct. 29 no reply has been received from Mr. Snow, who evidently cares as little for the good opinion of the Grand Rapids Board of Trade as he does for the oath he made to faithfully serve the people of Michigan.

Those Germans who feel in duty bound to ape their Emperor are confronted by another terror. It will not be so hard to overcome as the upturned mustaches, however. The Emperor's doctor told him he had astigmatism in his right eye and the Emperor bought a monocle. As a result there has been a tremendous run on the shops of the German opticians for single eyeglasses by German army officers. The spread of the habit to court circles is looked for. It is declared, however, that in stimulating this fad Emperor William was innocent of premeditation only so far as he was concerned about his astigmatic eye.

Borrowing is the mother of trouble.

If you could see the Oro Hondo property, you would invest

The location of the Oro Hondo property adjoins the biggest gold mine in the world—The Homestake—which promises to become equally famous and profitable. The Homestake has paid regular dividends for twenty-five years and is crushing over 3,000 tons of ore daily, and has enough ore in sight to run its enormous plant for 35 years. This ore ledge, which is 450 feet wide, traverses the Oro Hondo property. The managers of the Oro Hondo property are practical business and mining men, who bought the property, consisting of over 1,000 acres, at a cost of over \$500,000. With their own money they began the initial development work before a share of stock was offered. They erected a large hoisting plant at a cost of \$200,000, and the shaft is down over 100 feet in ore at \$7.60 a ton. They are blocking out ore sufficient to operate a large cyanide plant which will cost about \$500,000, and to do this they are offering to original investors a portion of its treasury shares at 50c per share, par value \$1. Write us for full information.

If any subscriber, upon investigation, is not satisfied that existing conditions at the mine have been understated by us, we will refund the amount subscribed.

Wm. A. Mears & Co.,
Fiscal Agents, New York

Address all communications to

Charles E. Temple,
623 Michigan Trust Bldg.,
Grand Rapids, Mich.

Noble, Moss & Co.

Investment Securities

Bonds netting 3, 4, 5 and 6 per cent.

Government Municipal
Railroad Traction
Corporation

Members Detroit Stock Exchange and are prepared to handle local stocks of all kinds, listed and unlisted.

808 Union Trust Building, Detroit

Getting the People

The Province of the Modern Booklet.

The term booklet, a little book, is a new one in advertising, as indeed, for any purpose. A dozen years or so ago the scheme was devised of getting out a miniature treatise embodying matters of interest having a bearing on the subject advertised, but not being a direct advertisement, simply. In the later development and use of the name it is made to include any small catalogue or advertising pamphlet. While this use may be strictly correct, the more specific application indicates a new method of advertising which has exerted an increasing influence ever since its beginning.

The ambition of the booklet writer is to say something on a topic allied to the line to be exploited that will gain readers by its general interest and, if possible, be made worthy of preservation. A typical example of such a booklet would be an essay on the inheritance and management of property as a means of interesting the patronage of a trust company, or on the proper selection and management of neckwear to interest the users of furnishings, or on the wardrobe for clothiers, the care of the eye for opticians, etc., etc. In this particular field the booklet is coming to exert a wide influence.

The writing of a booklet for such purposes is one of the most exacting in its requirements of any phase of publicity. From the inception of the title to the closing sentence every care must be used to gain and hold the interest, and at the same time to win the attention to the subject advertised as to leave the most pleasant impression. Naturally the reference to the ulterior object, the gaining of trade, will be as slight and unobtrusive as may be possible and still kept this object in the way of accomplishment.

Many concerns depend largely on their booklets for the building up of trade. Often the response to newspaper or magazine advertising brings names of those whose interest in the subject is assured. Such can be safely followed up by suitable booklets, giving such information as will bring results or will insure preservation and reference until the time may present for action. If the interest has to be engaged the personal stock letter system will be more effective, letting the booklet follow in suitable time.

The use of the booklet requires careful study. The introduction must be such as will serve oftenest to gain the turning of the pages. This is sometimes undertaken by some catch scheme, some startling question, or some incomplete assertion. Generally these are not successful, as the recipient is more than likely to be struck by the adroitness of the scheme and thus has his attention diverted from the matter in hand. A better way is to say something on the subject, in as short a sentence as possible, that will have an interest for those likely to care for it. There can be no rules for the treatment of the topic except that it must give information that will instruct and so interest. Many make the mistake of writing the booklet to amuse simply, but in nine cases out of ten when it does this it goes no farther.

The field of the booklet is a large one. Many matters pertaining to the conveniences and necessities of modern life can be treated so as to gain the attention which makes customers. Then it re-

You Are Most Cordially Invited
to attend the

Initial Opening

of the

NEW DRY GOODS STORE

by

J. M. BRACHER,

Nester Block, Washington St.,

SATURDAY, OCT. 25th.

Everything Good

We buy only the good. We sell only the good. If you get it here, its good—no matter whether it is a prescription or drug store article of any kind. If it isn't, please speak to us about it and you will get your money back every cent. We will not lose by it either. We just turn it back on the manufacturer. You are on the safe side if you buy all your drug store goods of us. We wish you would. We will do all in our power to serve you well. Give us a chance

Central Drug Store

Cor. Lake and
Howard Street

Harwood & Kephart Prop'rs.

BUSINESS BOOMING!

There is already a well-beaten Path That Leads directly to The Store of Thomas J. Hogan The Grocer. Throngs of buyers traverse it day after day. Showing that we are strengthening the friendly business relation between the store and public, without which there can be no success. We want you to keep coming. We want you to tell your friends and neighbors about the new store. Confidence once established between us, the rest will be easy. Remember and order your groceries of

THOMAS J. HOGAN
THE GROCER.

RIVER STREET

LACKEY BUILDING.

A Shoe Man's Problem

Is how to get the best possible values to retail at certain prices. We have put our whole thought and time into the exclusive purchase and sale of shoes and can give you better value than if we were taken up with other things. We can now show you one of the finest lines ever brought to the city, and prices that are right. We are strong in all values from two dollars up. New Goodyear Glove Rubbers.

Dolges warm and high cut Slippers, the best made, from \$1.00 up.

WARE & CHASE,
CITY SHOE STORE.

LEE BROS & CO.

SOLICIT YOUR PATRONAGE, THEY OFFER YOU

ABSOLUTE
SAFETY

AND 3 PER CENT ON
DEPOSITS

HERBERT ROE,
CASHIER

Worth Eating

Our bread is worth eating, both because of the pleasure of the moment and the lasting nourishment it gives you.

It is sweet, palatable and easily digested. It has thousands of friends; let us enroll you among them.

WE CLOSE AT NOON
ON SUNDAY.

Van's Bakery.
BUCHANAN, MICH.

Suits to Order

A COMPLETE LINE OF
SAMPLES,

Comprising all the latest and

STYLISH PATTERNS
in Suitings

Place your Order with us and
have your Clothing

FASHIONABLY AND
CORRECTLY MADE

T. B. WIDOE

THE TAILOR

Repairing promptly and neatly done.

mains to find the names most promising, which is the province of other fields of advertising.

* * *

J. M. Bracher writes an invitation to his store opening, which the printer carries out in good style by simply using one kind of type in the display and arranging as in a card invitation. The effect is good for the purpose and in carrying it out with plenty of room and bold type, borders and spaces, strength of display is not sacrificed.

Central Drug Store presents a good general advertisement, using a generous space in which to make their argument seen. I would prune out the reading matter a little so as to give greater strength of expression and increase the number of readers. If a paragraph is long there must be something in it of continuous, sustained interest. It is not well to change to generalities at the closing. The use of Devienne, if practicable, in the firm name would have preserved unity and the name of the city would have given added value, as it might stray out of the immediate neighborhood, as it is doing in our use of it. It is a good advertisement in plan and printing, but could be bettered in these details.

There are a vim and stir about the grocery advertisement of Thomas J. Hogan which can not fail to produce favorable results. The argument is good, but I would prune the reading a little. The printing is good except that the mixture of characters in the border produces an effect which is apt to be distracting to the eye, although, perhaps, not so apparent in the reduced engraving. The name of the city would also be of value here.

Ware & Chase show a shoe advertisement which could be improved in some details so as to sell more goods. The writer speaks of certain prices—there is nothing more interesting than to know what some of those certain prices may be. "Prices that are right" is too indefinite. The rubber subject, if introduced in this advertisement, should have a separate paragraph, as do the slippers. I wonder where the City Shoe Store may be located.

A well written and planned advertisement of the staff of life is that of Van's Bakery. The argument is brief, convincing and in paragraphs that will not drive away the lazy reader. The name of the store should be in strong, plain type, and the closing on Sunday would be better small at the bottom.

T. B. Widoe shows a somewhat conventional tailor announcement, well balanced and adapted to its space. The printer has used too much medium sized type to get strength of display.

In the spring the groaning husband eats his victuals in the barn, for his wife must clean the mansion, and she does not care a darn; and the yard is full of sheets and he has to live on sauerkraut, cistern water and sliced beets. Oh! a woman is in her glory when she tears things all apart, piling beds and chairs and pillows in a way to break your heart. And at night the groaning husband has to sleep upon the porch and he feels so clean disgusted that he can not enjoy his torch. When the blamed old cleaning is over then the wife is taken ill and it keeps the husband busted buying dope and drug and pill and the mansion is no cleaner than it was when she began, but she'd slay him if he said so—and he is a prudent man.

The ill consequences of one imprudent step will be felt in many an after step.

Consolidated

The BALL-BARNHART-PUTMAN Co. and OLNEY & JUDSON GROCER Co. have merged their interests and will hereafter be known as the "JUDSON GROCER COMPANY."

DIRECTORS

EDWARD FRICK,	O. A. BALL,
C. E. OLNEY,	WILLARD BARNHART,
H. G. BARLOW,	H. T. STANTON,
B. S. DAVENPORT,	PETER LANKESTER,
WM. JUDSON.	

The house management will be conducted as in the past by Messrs. Judson, Ball, Frick, Barlow and Stanton, men who have spent their lives in this line.

With increased capital, decreased expenses, a railroad track from every railroad in the city directly into our store, and practical men at the head of each department, our facilities are unequaled in this market and unexcelled in any market.

We cannot refrain at this time from taking the opportunity of thanking those who for so many years have by both word and deed assisted us in building up the magnificent business we now enjoy.

BALL-BARNHART-PUTMAN CO.
OLNEY & JUDSON GROCER CO.

Cor. Louis and Ottawa streets,
Olney & Judson Grocer Co.'s old stand.

Around the State

Movements of Merchants.

Petoskey—A. H. Pope, of St. Johns, has opened a feed store on Michigan street.

Boyne Falls—C. E. Pulner has purchased the meat market of Budd & Hotell.

Fenwick—The wife of Julian W. Bullock, druggist at this place, died last Thursday.

South Boardman—B. Bernsteine has engaged in the dry goods business at this place.

Detroit—Lesperance Bros., grocers and meat dealers, have sold out to Paradise Bros.

Chesaning—A. Cameron & Co. have sold their drug and stationery stock to Geo. H. Trestain.

Kinde—Sarah A. (Mrs. August) Kinde is succeeded in general trade by F. W. Schlegelmich & Co.

Montrose—Mrs. Thos. B. McArthur, dealer in jewelry and bazaar goods, has discontinued business.

Petoskey—Wood Martin has purchased the grocery stock of Jos. Hancock and has already taken possession of the business.

Detroit—The name of the McLellan & Anderson Savings Bank has been changed to the United States Savings Bank.

Petoskey—V. N. Tuttle, clothier and men's furnishing goods dealer, has taken a partner under the style of Tuttle & Meyers.

Memphis—F. A. Hause & Co., general dealers, have dissolved partnership. The business is continued by Hause & Coddington.

Benton Harbor—W. C. Wilmot and A. G. Wilmot have formed a copartnership under the style of Wilmot Bros. and engaged in the grocery business.

Tekonsha—Wolf & Clark are erecting an addition to their building to accommodate the grocery stock they recently purchased of H. B. Williams.

Marshall—N. H. Gleason, of the fuel, buggy and harness firm of Cater & Gleason, has sold his interest in the business to Edwin French, of Tekonsha.

Burlington—R. Peters has purchased the stock of glassware and china of Minnie Randall. He is conducting a general store in the A. G. Randall block.

Ypsilanti—G. W. Johnson, egg and poultry dealer, has about 75,000 dozen eggs in his cold storage in this city and the same number in cold storage elsewhere.

Allegan—A. H. Meyer, music dealer, has removed his stock to Grand Rapids, locating at 91 South Division street. C. St. Clair will have charge of the new store a part of the time.

Cadillac—Morris Buchman has resigned his position in Harry Drebin's general store as salesman and removed to Rapid River, where he will engage in business with his father.

Boyne Falls—Anthony McMahon and his son, James J. McMahon, have purchased the hardware stock of John Swain. The business will be continued under the style of McMahon & Son.

South Boardman—H. M. Patrick, for many years engaged in general trade at Leroy, and more recently engaged in the shingle mill business at Harrietta, died at his home here one day last week.

Burlington—John Morgan has purchased the double store of Jonas Hall, also the market buildings of J. Ward. After uniting market and store he ex-

pects to conduct a grocery, dry goods and meat market.

Belding—G. V. McConnell, of Lowell, has purchased the stock of furniture and undertaking goods of Wilson & Friedly. Mr. McConnell conducted a furniture store in Cedar Springs several years and later removed to Lowell and engaged in business there.

Ispeming—William Anderson has withdrawn from the firm of William Anderson & Co., dealers in shoes, furnishing goods and groceries. He retires on account of poor health. The business will be continued under the old firm name by Peter Koski, John Kandein, John Murmi and Nels Beritula, the other partners. Besides the store here, the firm owns a store in Mass City.

Escanaba—The clothing and general stock of C. C. Haug went into the hands of a receiver last week, and at a meeting of the creditors it was decided to dispose or sell all of the stock in this city. There are a number of creditors, the largest being T. J. Thorsen, of Escanaba, who has a secured claim of \$1,200. The inventory of the stock shows the total value to be between \$1,800 and \$2,000, hence after Mr. Thorsen gets his share there will be little left for the others.

Detroit—The fifth report of John Ballantyne, receiver of W. J. Gould & Co., filed in the Wayne Circuit Court, shows his total receipts to date were \$71,972.42, exclusive of \$6,000 received for bonds pledged to the Central Savings Bank, and his total disbursements, \$56,026.29. The report states that all personal property has been disposed of and there remains in the receiver's hands \$4,748.21 of book accounts, in addition to a number of stale accounts, old judgments, etc. The receiver asks leave to settle these at the best figure possible, excepting claims against the estate of Walter J. Gould, deceased, Clarence H. Gould and Lewis F. Thompson.

Manufacturing Matters.

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

Saginaw—Mershon & Morley, manufacturers of portable houses, have filed articles of association, with a capital stock of \$25,000.

Bellaire—The Bellaire Woodenware Co. has shut down until timber comes in with the advent of snow. This factory has continued operations steadily since January 10.

Flint—The Flint Pantaloon Co., which has been conducting business on the second and third floors of the Henderson building, has consolidated its plant with its Port Huron branch and has removed to that place.

Battle Creek—The Reed Implement Co., with a capital stock of \$150,000, will manufacture plows and agricultural implements. The patents owned by the company are said to have first-class improvements in the making of plows.

Petoskey—The Petoskey Fiber Paper Co. is adding two 18x72 high pressure boilers to the power equipment of the plant, and work is already begun excavating the embankment north of the mill, where the boiler house will be located.

Muskegon—The Puro Manufacturing Co., with a capital of \$20,000, has been organized here. The officers are all local business men and the concern will manufacture grocers' sundries, such as mincemeat, baking powder, flavoring extracts, etc. About twenty-five hands will be employed.

Holland—The Bay View Furniture Co. will nearly double its capacity by erecting a three-story addition, 60x80 feet in size. The work will be started early next spring. At present the concern employs about fifty men, but this number will be very much increased.

Battle Creek—The Union Laundry & Shirt Manufacturing Co. has been organized with a capital stock of \$100,000, of which \$25,000 is already paid in. The company will erect a two-story building, the lower floor to contain the laundry and the second floor to contain the shirt factory, where collars, cuffs, etc., will be made.

Owosso—The critical point in the matter of a beet sugar factory here has been safely passed. The Owosso Sugar Co. was incorporated Oct. 28 with \$1,000,000 capital. A site of thirty-one acres has been purchased and the company has opened a permanent office in this city. The factory will have a capacity of 1,000 tons a day, the largest in the State. The stock in the company is all owned by the Pittsburg Plate Glass Co. Their representative here is C. M. Smith, of Bay City.

Thompsonville—At the last meeting of the Improvement Association it was voted to send two delegates to Pique, Ohio, to confer with the Pique Handle Co. in the matter of the purchase of the cooperage plant at this place by that company. G. W. Sharp and Samuel Willis were the delegates chosen and they will do all in their power to promote the sale. The Pique Handle Co. has had an option on the plant here for some time, but another deal has been occupying the attention of the firm and this was neglected.

Go Slow On the Crown Mail Order House.

The Michigan Tradesman feels impelled to warn its readers against the Crown Mail Order House, which is soliciting orders for clothing in the vicinity of Big Rapids and Howard City, and probably in other portions of the State. The concern is located in one little room in the Cleland building at Detroit, and it is claimed that the owners are Andrew J. Stewart and H. E. Atchinson. They do not make the clothing themselves, but turn the orders over to Charles E. Porkney, 278 Michigan avenue, Detroit. Stewart absolutely refuses to give the place of his former residence or occupation or any information regarding his partner, which naturally leads to the inference that he has something to keep covered up. The Tradesman has received several enquiries relating to this concern and, in all cases, has warned its readers to go slow.

The Boys Behind the Counter.

Cadillac—M. Shapiro succeeds Morris Buchman as salesman in Harry Drebin's general store.

Thompsonville—Fred Mitchell has removed to Custer, where he has secured a clerkship in the general store of F. U. Jones.

Bay Shore—Chas. L. Moody, head clerk in the general store of the Bay Shore Lime Co., has a bran new son-in-law in the person of Franklin Peter Geiken, of Charlevoix, who wedded Miss Glattice Laverna Moody Oct. 22. The happy couple will be "at home" at Charlevoix after Dec. 1.

Clayton—D. C. Gage, who has been with W. C. Flake in his general store for the past five years as clerk and manager, has resigned and will hereafter be with the U. S. Express Co. at Adrian.

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

The Doctor's Advice Too Late.

A story of a man who went to see a doctor. The doctor examined him carefully, and, with a grave face, told him that he was very ill, and asked him if he had consulted any one else.

"Oh," said the man, "I went to see a druggist and asked his advice, and he—"

"Druggist!" the doctor broke in, angrily. "What was the good of that? The best thing to do when a druggist gives you advice is to do exactly the opposite."

"And he," the patient continued, "advised me to come to you."

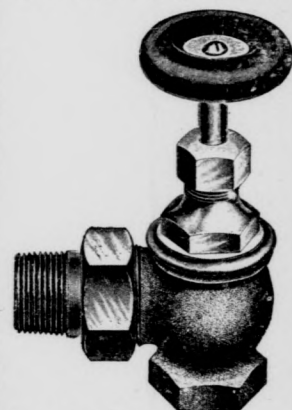
Wanted

We want several small manufacturing concerns to locate here and will furnish a site and a small bonus if necessary. This is an excellent location for a basket factory, oval wood dish factory or handle factory. We also want a bank and will extend the proper encouragement to any one who can supply our needs.

Jack Moblo,

Sec'y Riverdale Improvement Association
Riverdale, Mich

We Have on Hand



A new supply of Radiator Valves and Radiators, Pipe Fittings and Heating necessities, Pumps and Well Supplies. We solicit your patronage. Prompt shipments always.

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

Hickory Nuts Wanted

Name us price f. o. b. your station or delivered.

M. O. BAKER & CO.
Commission Merchants

119-121 Superior St., Toledo, Ohio

One Ton of Scratch Pads

We will sell 25 pounds assorted for \$2, all small sizes, made from finest writing paper. This price is good for this lot only. We don't want to move them to our new location and for this reason offer the stock at a bargain.

TRADESMAN COMPANY.

Grand Rapids Gossip

Renje De Vries has engaged in the grocery business at 803 Wealthy avenue. The stock was furnished by the Lemon & Wheeler Company.

The Woodhouse Co., which will shortly engage in the wholesale tobacco business in the Barnhart building, has filed articles with the Secretary of State. The capital stock is \$25,000.

The Ball-Barnhart-Putman Co. and the Olney & Judson Grocer Co. begin taking inventory Saturday for the purpose of carrying out the consolidation arrangement entered into by both houses. O. A. Ball and Willard Barnhart will be directors in the Judson Grocer Company and Mr. Ball will take an active position in the new house.

Amos S. Musselman, Vice-President of the National Grocer Co., authorizes the Tradesman to state that the Austin-Burrington Co., at Lansing, has been absorbed by the National Grocer Co. C. J. Austin retires from the Lansing concern, and it will be managed by George M. Burrington. It is stated that none of the traveling men of the firm will be laid off.

The Clapp Clothing Co. is the name of a new corporation which will embark in the manufacture of workmen's clothing, including shirts, overalls and jumpers, in this city about December 1. The company is capitalized at \$50,000. Of this amount \$30,000 is held by C. I. Clapp and other Otsego business men. The other \$20,000 has been subscribed by Grand Rapids men. The company will occupy the third and fourth floors of the Ball-Barnhart-Putman building, Ionia and Louis streets.

The disclosure in last week's paper that Orra Chadwick, the Cherry street grocer, furnished an outlet for a large portion of the sugar and other goods stolen from the Ball-Barnhart-Putman Co. by Bert Rice naturally recalls a circumstance which happened about a year ago, growing out of Chadwick's alleged effort to sell lager beer clandestinely in connection with his grocery business. As soon as this was discovered, he was summoned to the Red Brick, and the records in the office of United States Revenue Collector Lemon show that on Sept. 23, 1901, he paid a fine and \$20 for license No. 23, which gave him the privilege of retailing malt liquors until July 1 of this year. There is no record of his having taken out a State license, from which it will be inferred that he did not continue to sell liquor after the revenue officers detected him in violating the law.

The Produce Market.

Apples—The apple crop of the United States this year is estimated at 43,000,000 barrels, as against 27,000,000 barrels last year. It is believed there will be apples enough to supply every man, woman and child in this country and enough left to supply favored friends in the old country.

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

Beans—Foreign beans for November delivery are being sold in New York on the basis of \$2.05. This will have a tendency to hold down the price of Western grown, which the Detroit speculators are trying to force up to \$2.25 @2.30.

Beeswax—Dealers pay 25c for prime yellow stock.

Beets—40c per bu.

Butter—Creamery is firmer and 1c higher, commanding 25c for fancy and

24c for choice. Pound prints from fancy command 26c. Dairy grades are strong and scarce, commanding 18@19½c for fancy, 16@17c for choice and 14@15c for packing stock. Receipts of dairy are meager in quantity and mostly poor in quality.

Cabbage—Home grown command 40c per doz.

Carrots—35c per bu.

Cauliflower—\$1.25 per doz.

Chestnuts—\$5@6 per bu. for Ohio. Michigan nuts command \$7.

Cocoanuts—\$4 per sack.

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 17c per doz.

Dates—Hallowi, 5@5½c; Sairs, 4½ @5c; 1 lb. package, 7c.

Eggs—Local dealers pay 19@20c for case count and 21@22c for candled. Receipts are so small that dealers are drawing on their cold storage supplies, which they market at 20@21c.

Egg Plant—\$1.25 per doz.

Figs—\$1.10 per 10 lb. box of California; 5 crown Turkey, 17c; 3 crown, 14c. Grapes—Blue, 15c per 8 lb. basket; Niagaras, 16c per 8 lb. basket; Delawares, 15c per 4 lb. basket; Malagas, \$5 25@5.75.

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

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

Maple Sugar—10½c per lb.

Maple Syrup—\$1 per gal. for fancy.

Nuts—Butternuts, 75c; walnuts, 75c; hickory nuts, \$2.50 per bu.

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

Oranges—Floridas command \$4 per box. Jamaicas fetch \$3.75 per box.

Pears—Sugar, \$1 per bu.; Keefe, 90c @1 per bu.

Potatoes—Michigan buyers are paying 35@40c and finding an active demand in the Eastern States, particularly Pennsylvania and New York.

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

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

Radishes—20c per doz. for hothouse. Spanish Onions—\$1.25 per crate.

Squash—2c per lb. for Hubbard.

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

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

Turnips—40c per bu.

Hides, Pelts, Tallow and Wool.

The hide market remains strong against heavy receipts of cattle, with no accumulation. The supply is limited in the country and prices are held above what the market warrants. Any advance stops trading.

Pelts are in demand and are more active, influenced by large sales of wool.

Tallow is firmer, with no accumulation, with a good demand from abroad. Edible is quickly taken when offered, while No. 1 and lower grades hold firm, but at no advance, with a good future outlook.

Wool is strong, with a better feeling and larger sales at seaboard. Stocks in the State are not large and are held above Eastern buyers' views. But little has moved the past week, although there have been many chances to trade. Prices are 2 cents below holders' asking prices in many instances. The future outlook is good. Wm. T. Hess.

To make hens lay perpetually—hit them a well-directed blow on the head.

The Grocery Market.

Sugar—The raw sugar market is firm, prices showing an advance of 1-16c. Refiners are well stocked for present needs and are not disposed to purchase at present prices, while holders are very firm in their views and will not shade prices any. The refined sugar market is firm, but the demand is rather light, buyers generally being disposed to purchase only sufficient to meet current requirements. Michigan beet granulated is offered quite freely, but the demand for the same is light and not as heavy as usual at this time of the year.

Canned Goods—The canned goods market shows no particular change. Tomatoes are being offered somewhat more freely now and prices have a downward tendency. Corn continues in active demand at present, and high prices and only limited quantities are to be found, many orders having to be turned down on account of lack of supplies. There has been quite a good demand for gallon apples, both in gallon and 3 lb. cans. Prices show no change as yet and we consider gallon apples a good purchase at present prices. Peaches still meet with a good demand at unchanged prices. Stocks of pie peaches are, however, so closely cleaned up that it is impossible to get hold of any good-sized lots. Peas meet with a fair demand for the standard grades at unchanged prices. Salmon is in good demand, with an active consumptive movement. Sardines are meeting with a good trade at full prices.

Dried Fruits—The dried fruit market shows no changes of importance. Trade at this time of the year is always somewhat restricted on account of the arrival of goods bought for future delivery. Prunes are meeting with a moderate demand at unchanged prices. The large sizes are very scarce indeed and command some premium. It is stated that the demand for 40-50s and 50-60s is so great that it can not be supplied, as there is considerable shortage of these sizes. Raisins continue in fair request at unchanged prices. Trade in seeded continues good, but loose are rather quiet. Peaches and apricots show considerable improvement and prices have an upward tendency. Figs have been advanced ¼@½c and are meeting with a good demand at the advanced price. Dates are firmly held, with new crop goods expected within the next few days. Spot stocks are very light. Currants meet with fair demand at unchanged prices. Evaporated apples are selling well, with the market unchanged in price, but with a slightly weaker tendency, due to increased offerings. The demand for 1 lb. packages has been so large that packers were way behind on orders, but are now getting caught up and are offering goods again. It has been impossible to accumulate any stock of evaporated apples, as orders come in as fast as the stock is manufactured.

Rice—The rice market has a very firm tendency and demand is good. A backward movement of the new crop in consequence of the unfavorable weather continues to be reported from the South. A conservative estimate places the crop at about 3,000,000 sacks. It is too early yet, however, to estimate the damage which has been done by the rain to the whole crop.

Molasses and Syrups—The wants of the consuming trade are now constantly increasing, but offerings are decidedly limited, and in view of the continued steady demand and the small supplies

now in the market, dealers were in different sellers. Prices were firmly held and no concessions are reported. It is said that present indications for the Louisiana crop are for a short yield. There is no change in the price of corn syrup and demand is only fair.

Fish—Very little change is noted in the fish market. Mackerel is very firmly held on account of the light supply. Trade in this line is moderate and also in codfish, which is unchanged.

Nuts—There is an active demand for nuts of all descriptions. Brazils, walnuts and filberts are all showing slight advances, while almonds and pecans have a very firm tendency. Peanuts, however, continue very easy with practically no demand.

Roster of the Ball-Barnhart-Putman Co.

President—Willard Barnhart.

Vice-President—Mrs. Helen R. Barnhart.

Treasurer—Orson A. Ball.

Secretary—D. Wallace Giddings.

Head Clerk and Buyer—Arthur E. Gregory.

Assistants—Ralph C. Rockwell and Marion B. Northrop.

House Salesman—Anthony J. Quist.

Book-keeper—Miss Henrietta Van der Werp.

Assistant Book-keeper—Miss Alice Luxford.

Billing Clerk—Miss Lillian Christie.

Stenographer—Miss Maud E. Church.

Clerk—Geo. Winchester.

Traveling Salesmen—Harry P. Winchester, Chas. P. Reynolds, A. A. Rogers, Barney E. Stratton, Wm. O. Ephlin, Wm. K. Wilson.

City Salesman—Ed. W. D'Ooge.

Receiving Clerk—Geo. W. Hamilton.

Assistant Receiving Clerks—John Vander Boegh and Christian Schmidt.

Shipping Clerk—Jas. B. Alexander.

Assistant Shipping Clerks—Asel J. Jaynes and Will Eaton.

Packing Clerk—William H. Kirkwood.

Assistant Packing Clerk—William Sargent.

Teamsters—Allen H. Anderson, Vern Morton and Andrew Mellema.

Mr. O. A. Ball, in making the change in his business, will be in a stronger position than ever before to serve his customers, as he assumes a commanding position from the very start with the consolidated grocery company. His twenty-five years of experience in placing food products in the hands of the consumer through the retailer and his life study of the important subject will give him the strongest basis for the continued loyalty of both the traveling fraternity and the trade.

A father fearing an earthquake in the region of his home sent his two boys to a distant friend until the peril should be over. A few weeks after, the father received this letter from his friends: "Please take your boys home and send down the earthquake."

Little Nina went to church with her grandmother, and for the first time put two pennies in the contribution plate. Leaning over, she whispered very audibly: "That's all right, grandma, I paid for two!"

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.

Thinks Flying Machines Will Ruin His Business.

"Tell ye what it is, boys," remarked Zeb Peters, the Cranberry Corners philosopher, straightening up from his work and taking in the half-dozen loungers in his little cobbler's shop with a sweeping glance, "when I see a man with two good legs on him an' a pair of No. 11 feet firmly attached to the end of said legs settin' around an' wishin' fer a pair of wings or a flyin' machine—well, I've got my opinion of him, an' it hain't a very complimentary one at that."

"I know what's troublin' ye, Zeb," spoke up Job Hankins, the member of the party who had introduced the subject of flying, "ye're afraid ye won't git quite so many boots and shoes to mend when folks have wings to travel around with."

"I s'pose it would make some difference in my income," said Peters, reflectively, "but I wasn't thinkin' of that. Not at all. What I was revolv'in' in my mind was the fact that there are mighty few men, present company excepted, of course, that I'd want to trust with a pair of wings."

"Ruther rough on yer feller citizens, ain't ye, Zeb?" enquired another of the crowd, quizzically.

"Mebbe I am," acknowledged Peters, cheerfully, "mebbe I am; but I look at it this way: No Philadelphia lawyer that was ever born could begin to keep track of all the rascality that's goin' on now, an' I don't know what we'd do if all the plaguey rascals in the country had flyin' machines or wings to travel around with an' do business. Why, it takes at least forty detectives now to run down one embezzler or murderer, an' half of the time they don't catch him at that if he gits over half a day the start. An' jes' s'posin' he had a pair of wings to help him along, where'd the detectives be then, d'ye imagine?"

"No, siree, boys, I don't believe in makin' flyin' machines or wings an' dealin' 'em out to every Tom, Dick an' Harry who steps up to the flyin' apparatus counter with money enough to pay fer 'em. The minute ye begin that every rogue an' sharper in the country will be transactin' business with a pair of wings hitched to their shoulder blades. I don't know but what I'd buy

a pair of 'em myself. Have to do it, I s'pose, if I wanted to keep up with the procession an' make a decent livin'.

"Shouldn't wonder a bit if Hankins is right about folks not comin' to me to have their boots an' shoes mended after wings git to be fashionable. They won't have to. In the first place they won't wear our near so much shoe leather, an' in the second place lots of people won't bother, let alone pay, to have their old shoes patched up when they can jump aboard of their flyin' machines or hitch on their wings an' make a bee-line to the nearest town, drop down in front of a shoe store an' help themselves to whatever they need in the way of foot-wear, an' sail away again over the housetops before the owner has a chance to git down his gun, or even say Jack Robinson!

"No, I reckon I sha'n't do a very rushin' business mendin' boots an' shoes after wings git into general circulation. An' what would be the use of me settin' here stitchin' an' peggin' away all day an' mebbe earnin' a dollar or ten shillin' when there's lots of stove wood, all sawed an' split ready fer use, invitin'ly piled up in half of the back-yards of the country; an' hams an' hind quarters of beef an' mutton, an' poultry an' game, hangin' up in front of every meat market, ready to be swooped down on an' carried off; an' the United States sub-treasury, an' the different mints, an' banks, an' so on, with counters all piled full of gold an' greenbacks, put up in handy packages, an' waitin' fer some enterprisin' citizen with wings to light on the window sill an' reach in an' help himself.

"No use talkin', boys, there's altogether too many temptations connected with wings an' flyin' machines, an' I don't believe the world is quite ready fer 'em yet. Be time enough fer our wings, I reckon, when we git to be angels an' hain't got to work quite so hard fer a livn'."

And with a sigh of resignation the philosopher of the shoe bench picked up his cobbler's hammer and vigorously resumed pegging away at his work.—New York Times.

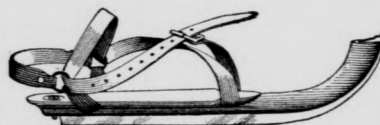
On a child being told that he must be broken of a bad habit, he actually replied: "Papa, hadn't I better be mended?"

Big Bunch of Hardwood Logs.

Buyers and consumers of maple lumber will take heart from the accompanying illustration, which shows a stock of 2,200,000 feet of hardwood logs, largely maple, at the plant of the R. G. Peters Salt & Lumber Co., on the line of the Manistee & Luther Railroad in Michigan. It is known as the Dolan rollway, and the logs are all piled within eighteen car-lengths of the track. This stock is a part of that handled by the Michigan Maple Co., which controls about 85 per cent. of all the Michigan maple and other hardwoods tributary to the lake ports of the Southern Peninsula.

The Michigan Maple Co., by the way, is one of the most successful associations of lumbermen that were ever effected and reflects in an eminent degree the sagacity of its President, Henry W. Cary, of Manistee, and the other promoters of the enterprise. At the time the Michigan Maple Co. came into existence the trade was disorganized, prices were low and the industry was barely profitable. To-day no organization of lumber producers is more firmly cemented together from an association standpoint than are the component parts of this company. Its operations have been conducted in a safe and conservative manner, prices not having been materially increased, the plan of the organization being merely that of a selling company. The benefits of the associated effort and mutual confidence generated among manufacturers are strikingly illustrated in the success which has attended this organization. The officers of the company are as follows: President, Henry W. Carey; Vice-Presidents, W. H. White and H. N. Loud; Secretary, W. T. Culver; Treasurer, H. B. Lewis. These gentlemen, with Edward Buckley, John F. Ott, Herman Besser and William P. Porter, constitute the board of directors.

The above appeared in the last issue of the American Lumberman, to whom the Tradesman is indebted for the loan of the log scene appearing at the bottom of this page.

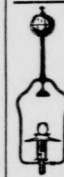


You ought to sell

LILY WHITE

"The flour the best cooks use"

VALLEY CITY MILLING CO.,
GRAND RAPIDS, MICH.



The Imperial Gas Lamp

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

The Imperial Gas Lamp Co.
206 Kinzie Street, Chicago

38 HIGHEST AWARDS
in Europe and America

Walter Baker & Co.'s

PURE, HIGH GRADE

COCOAS

—AND—

CHOCOLATES



TRADE-MARK

Their preparations are put up in conformity to the Pure-Food Laws of all the States. Grocers will find them in the long run the most profitable to handle, as they are absolutely pure and of uniform quality. In writing your order specify Walter Baker & Co.'s goods. If OTHER goods are substituted, please let us know.

Walter Baker & Co. Ltd.

DORCHESTER, MASS.

Established 1780

ELECTROTYPES

DUPLICATES OF
ENGRAVINGS TYPE FORMS
SINGLY OR IN QUANTITY
TRADESMAN CO., GRAND RAPIDS, MICH.

THIS IS THE SKATE

upon which Joseph Jansma, Jr., won the championship for the State of Michigan at the races held at Reed's Lake, February 19, 1902.

Reason No. 2

Because it can be more firmly fastened to the foot. Manufactured by

J. Vander Stel, Grand Rapids, Mich.



SOME HARDWOOD LOGS CONTROLLED BY THE MICHIGAN MAPLE COMPANY



Just a Minute Please

Have you tried

MALT-OLA

THE NEW MALTED FOOD
SOLD BY ALL GROCERS

A postal will bring a trial
package. Send one now.

Lansing Pure Food Co., Ltd.
Lansing, Michigan

The Favorite Chips

The Favorite Chips

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

Straub Bros. & Amiotte, Traverse City, Mich.

Information Evidently Not Wanted

The examination in the case of the people vs. Charles W. Jennings, of Grand Rapids, proprietor of Jennings Flavoring Extract Co., charged with manufacturing and selling lemon extract in alleged violation of the State food laws, is now being conducted before Justice Carr, of Muskegon. At the opening of the examination, L. N. Keating, attorney for Mr. Jennings, offered to consent to an adjournment long enough to permit the Chemist of the State Food Commissioner to go to the laboratory of the Jennings Flavoring Extract Co. and inspect the process employed and materials used in the manufacture of a complete batch of lemon extract from start to finish, and when the stock was completed take liberal samples with which to make a comparative test with the samples of the same goods now on the open market.

The proposition was made in the belief that if it was accepted the State Chemist would be convinced that the Jennings' extract of lemon is made in exact compliance with the law, both as to purity and strength.

The prosecution declined to do this.

Jennings Flavoring Extract Co.
Grand Rapids, Mich.

Headquarters for Holiday Goods



H. Leonard & Sons

Established 1844

Grand Rapids, Mich.

Are you thinking of adding a new line to your store? Don't delay; now is the best time of all the year as there will be an enormous movement in merchandise this fall. Everything indicates that the largest volume of business will be transacted ever known in this country.

Send for our Holiday Catalogue, where we show the most complete assortment of the latest Christmas Toys and Novelties in every line. Our prices are the lowest, and often 15 to 30 per cent. less than prices asked by agents for similar goods. You can trust our goods and prices, and we allow you to return any goods that are not as described.

The Parker Games are played in a million homes. We show everything in Ping-Pong, Pillow Dex, Parlor Golf, Auction, etc., etc. Positively the grandest assortment of games for evening parties ever shown in any store. You can not fail to sell them. Send for catalogue and send us your orders by mail.

Dry Goods Notions. We offer these staple goods on our usual low basis of profit and know that you can save money by ordering from us. They include such goods as: Perfumery, Brushes, Combs, Purses, Handkerchiefs, Ribbons, Laces, Hosiery, Embroidery, Thread, Buttons, Stationers' Sundries, Mirrors, etc., etc.

This is a good time to remind you of our Special Bargain Dinner Sets at \$4.25, \$4.75, \$5.50, \$6.50, \$7.50 to \$18.75 for real translucent china. The colored plates in our catalogue No. 166 will tell you all about them.

Order by Mail one or all of the following assortments of holiday goods. There are no duplicates among them and all together would not be too much for a holiday line. They are fully illustrated in our Catalogue No. 170. Write for it.

Assortment No. 1 Picture Books

Contains about 17 dozen of popular picture and reading books with flexible covers in an almost endless variety, ranging in price from two to fifteen cents retail, giving you a net profit of over 70 per cent. on an investment of only.....\$7.22

Assortment No. 2 Picture and Juvenile Books

A splendid assortment of rapidly selling popular priced books, 20 dozen of which have flexible cover and 4 dozen board cover juveniles. They are carefully selected so as to give you the largest possible variety and sell from two to twenty-five cents, which is often less than the publisher's price and still leaves you a profit of \$8.28 on an investment of.....\$12.78

Assortment No. 3 Miscellaneous Toys

This package has been selected with great care and every one of the 20 dozen articles composing the package will prove a ready seller during the holidays. There are no less than 43 different kinds of articles included in the list, the sale of which will give you a net profit of 55 per cent. Price of this assortment.....\$16.64

Assortment No. 4 Decorated China

This assortment is composed of the most

desirable, popular priced goods in our line, and does not contain one single item of which you can not dispose quickly and make a good profit, too. A glance at the list in our catalogue will prove our claim. Order a package and pocket a net profit of at least 55 per cent. The package costs you only.....\$26.09

Assortment No. 5 Popular Tin Toys

This package comprises a variety of 34 different kinds, in such quantities that no dealer will have any difficulty in disposing of them. There is good money in them, too, as you will easily realize 70 per cent. on the goods. The package contains about 26 dozen articles and costs you only \$13.83

Assortment No. 6 Unbreakable Iron Toys

Composed of trains, carts, banks, etc. We have sold a great many of these assortments, which proves that they contain the right goods at the right prices. You never made a 50 per cent. profit easier in your life. The package costs you.....\$13.14

Assortment No. 7

Contains a carefully selected list of dolls and babies of every description, dressed and undressed, ranging in selling price from one to fifty cents. By ordering this assortment you secure a profit of \$7.00 on an investment of only.....\$15.19

OUR TERMS

On Holiday goods: Due net January 1, 1903, to merchants of approved credit. Special terms to firms putting in complete new stock.



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 29, 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 22, 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 twenty-fifth day of October, 1902.

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

GOVERNMENT OWNERSHIP.

The public ownership of anthracite coal mines is just now desired by some people who were very much in need of coal and were prevented from getting it by a strike. They assumed that if the "Government" operated the mines there would be no strike. That does not follow at all. The railroads of the colony of Victoria belong to the colony, and the hours and wages of employes are fixed by law. The Ministry, in the face of a serious deficit, reduced wages, and the railroad employes promptly struck. The colony is, or was, discussing the question, which was made the issue in a general election. Strikes would not in the least be lessened by public ownership. They would probably be increased because labor would demand more and more, regardless of revenue, and universal bankruptcy would follow in the end. Resistance to the bankrupting process would produce strikes. The laborers engaged in mining coal would have no more consideration than they have now for the distress of the laborers who were not mining coal. The British government prevents, under penalties, the striking of its underpaid postoffice employes. It could not prevent the striking of the British coal miners or dockyard workers except by wholesale slaughter. Government ownership is no cure for strikes. It must be considered on its general merits.

Anthracite coal is no more a necessity of life than bituminous coal. If the Government should own one it should own the other. Coal is no more necessary than breadstuffs; therefore the Government should own the land. In other words, the proposal that the Government should own the anthracite coal mines raises the whole question of socialism, which we do not intend to discuss. But there is one aspect of the matter which it would do no harm to consider: How would the "Government" deal with the coal mines if it

had them? How has it dealt with our forests? They have been ruthlessly wasted. How is it dealing with our stock ranges? They are arenas for combat. What reason is there to suppose that the "Government" would deal more wisely or less wastefully with our coal measures than it has dealt with our forests and our ranges?

We should be confronted with the same conditions which now exist—with more miners on the ground than are necessary to mine the coal which the people can use. With an eight-hour day in the mines and on the railroads the cost of coal would be more than it now is, and in a year the excess of labor would be as great. Its clamor for support would be as great, and not only for support, but for the American standard of life, which we are all of us fighting to maintain. How would the Government deal with it? If it raised the price of coal poor consumers would suffer. With the higher price of coal we could certainly export none, even if we were willing to send fuel out of the country. The cost of the coal would have to be borne by the people who burned it. If the price of coal were not raised there would be a deficit, for no government could, or at least would, operate so economically as private owners. How would that deficit be met? By general taxation? Yes, for a short time until taxable capital could get out of the country. But not long. Our accumulations of capital seem enormous and are so, but we could easily expend them in ten years. The greater part of our accumulations are in fixed capital productively employed. To destroy it is would only be necessary to render it unproductive. We could make a good start toward that by trifling with the coal problem. The country can consume only a certain quantity of coal. To mine this only a certain number of men are required. There are more miners in the anthracite district than are necessary to mine the anthracite coal. The problem is to provide for their support without bringing distress upon others. The problem would remain the same with Government ownership of mines.

The problem is serious enough. It is not to be discussed lightly. No solution will be reached through passion or class warfare. It should sober the most reckless politician. It is the problem of humanity and the gravest problem that man can face.

The things that are done to newly married couples are almost past belief. In Pittsburg the other night, a bride and groom about to depart on their honeymoon, were thrust into an iron cage mounted on an express wagon and escorted by a mob of several thousand people to the depot, amidst a blaze of red fire and many fantastic features. When the couple arrived in New York, they thought their troubles were over, but they were scarcely settled in their apartments in the hotel when express wagons began to deliver all kinds of household utensils, cook books, dippers, pie pans and so forth, all sent by friends in Pittsburg. It is explained in justification that the groom was a great practical joker and that these proceedings were taken to pay off old scores against him.

Over in Chicago a clergyman has been forced to resign because he persisted in "Ab-mens" when his congregation preferred "A-mens." Pulpit and pew are splitting many hairs nowadays.

THE CAUSES OF POVERTY.

"The destruction of the poor is their poverty," said an old writer; but the modern writer says the destruction of the poor is also various other things which cause the poverty. Poverty was once looked upon as piety, because poverty showed that a man was in earnest in caring more for the next world than for this. The rich and powerful took upon themselves vows of poverty, and to give to the poor was not a kindness but a great religious privilege. Poverty was not only respectable, but it was the highest form of self-sacrifice. In a word, through a fatal misunderstanding of the gospel of Christ, Europe was overrun with beggars and poverty was thought worthy to be named as a virtue of equal merit with chastity and obedience.

This state of affairs, especially after the Crusades, made Europe a vast swarming ground for beggars, and these beggars afforded an opportunity to the rich to obtain forgiveness of sins by giving them alms, and the poor were thus a kind of instrument of salvation for the rich. So long as poverty was a virtue and to relieve it a religious duty, poverty flourished. But the evils of it soon became so great that men gradually came to look upon it more harshly; and in England, even so far back as the fourteenth century, statutes were passed which decreed that if persons were detected asking for relief when work was to be had they should be whipped for the first offense, have their ears cropped for the second, and be hanged for the third. Poverty had changed from piety and was now a crime.

Then it became evident that poverty was oftentimes unavoidable, not voluntary but involuntary on the part of the beggar, and to-day we recognize poverty not as crime always, but as misfortune. In great cities, especially, where people are crowded close together and are very dependent on one another, loss of work or lack of it may be due very often to causes over which the individual has no control, and his poverty is therefore a genuine misfortune. This is the individual whom it is a delight to help. The honest, temperate, industrious man or woman who has met with misfortune need not lack for help, for there are hundreds, thousands of people overflowing with willingness to help such cases of misfortune.

According to Professor Franklin H. Giddings, of Columbia University, the six causes of poverty, as defined in a recent lecture, are refusal to work, lack of employment, struggle to rise, unequal distribution of accident, wrong public policy and sentimental charity. Any reader whose income is inadequate is invited to consider this list and determine which cause fits his own case. Dr. A. G. Warner, who has had a long and intimate association with the families of the poor in large cities, in a book on "American Charities" states the results of his special study of the causes of poverty. It is, therefore, interesting to see what he considers the chief cause of pauperism. English, German and American tables are given, and as the result of a careful investigation Dr. Warner says: "The most constant cause of poverty everywhere, at all times, and according to all investigators, is sickness. In studying occupations as a cause of sickness, several disease-begetting trades are mentioned, and stress is laid on the improper employment of women and children as lead-

ing to a breaking down of the physical system and so producing a race of weak infants who must struggle through life or die young. One who has had much experience in the homes of poor people needs no statistics to be convinced that sickness is at any rate one of the chief causes of pauperism. Many a family drops into hopelessness because the bread-winner lies, perhaps for years, prostrate with sickness. Sickness of wife and children keeps many an honest man poor, paying for medicine and medical attendance.

A great deal of poverty is due to quite other causes than misfortune. First of all, it is due to intemperance. The saloon is many a poor man's banker, and an empty jug or can tells the story of his savings. Idleness is another cause of poverty—absolute unwillingness to work steadily, or absolute incapacity. There are hundreds of young loafers about the streets who have so drugged their wills that they can not work and they must roam the streets as the Arabs do the deserts. They would pine away if they had to work as the rest of us do to keep them in idleness. Probably the only remedy is either to send them into the country, or to let them starve, for to keep them alive in our cities is only to breed more like them and to form a larger class of them for mutual protection and amusement.

Another cause of poverty is vanity—men and women who believe that the inside and outside of their houses and what they wear upon their backs are the real tests of character and the genuine consolations of this life, and that men and women are measured by what they pretend to have and not by what they are. Such people become poor through vanity, and to help such people nourish their silly vanity is a crime against the commonwealth. It is vanity, also, that makes embarrassment among those that can not be called poor. This attempt to live not as simply as one can, but as nearly like the rich as one can, is the cause of much trouble, intemperance, divorce, ill health.

Another cause of poverty is ignorance. Men, nowadays, in our schools and colleges, are too largely educated for the cities instead of for the country. There are too many men with a smattering of knowledge and too few with a competent knowledge of a trade. There are too many clerks and book-keepers in training, and too few artisans and farmers. Therefore, in our cities many men are poor because they are ignorant—ignorant of any trade or handicraft, untrained in any particular line of duty, and therefore without employment.

The greater amount of poverty is doubtless preventable, but the problem it presents is not an easy one and there is no easy solution. Some poverty is caused by circumstances over which the poor person has no control; but much poverty is caused by the weakness and evil in the heart of man, and to cure that we must make over the man from the inside.

It is not many years ago that A. M. Todd, the Kalamazoo essential oil king, was elected to Congress on an anti-monopoly platform. At that time he had not cornered the peppermint oil crop of the world and made \$250,000 by raising the price from \$2.50 to \$5 per pound. Mr. Todd is now "out of politics" and probably would not care to be reminded of the stand he took on trusts and monopolies before he conceived and carried into execution one of the most successful and profitable corners ever undertaken in this country.

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 vermillion 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



One of a Dozen Total-Adders at \$100

Name your price and we will name a register to fit it.

We guarantee to furnish better Cash Registers for less money than any other concern in the world. Test this.

When you visit Dayton—visit us. It will pay you to visit Dayton just to visit us.

A National Cash Register saves so much money for a storekeeper that he finds it easy to pay for the register with a part of the money the register saves. Our terms are small monthly payments, or we give a liberal discount for cash.

Do without a National Cash Register and you do without the greatest aid to success in storekeeping ever invented.

300,000 storekeepers have bought National Cash Registers. Your turn next.

There was no Cash Register before the National. There has been no other good one since.

There's a hundred times more profit for you in buying a National Cash Register than there is for us in selling one. That's why you ought to be anxious to have our agent call and tell you how a register saves money.

We make very liberal allowances in the exchange of old Cash Registers of any make for new Nationals. Thousands of storekeepers are taking advantage of this and are trading in the registers they have used for years as part payment on our new models. If you have an old register, let us know, and we will have our agent in your locality call. He will explain our new machines and quote you our very liberal allowances for old registers.

National Cash Register Co.,
Dayton, Ohio

SUCCESSFUL SALESMEN.

B. S. Davenport, Representing the Olney & Judson Grocer Co.

The story of a successful career is always an instructive one and usually interesting. It is particularly instructive if the success be not an accidental or adventitious one, but, on the contrary, the orderly working out of a life's programme as well defined as it is possible for a young man without any particular influence or financial support to make it.

There are some inheritors of wealth who are predestined to their careers. As a boy or youth one may be destined for the law or the railroad business or some line of manufacture, or perhaps for the church. He is to take his place in the family scheme. If the wealth be large it is but right that the young man should be trained in the handling of the properties which are to come into his possession. The Goulds naturally and of necessity become railroad and telegraph people; the Vanderbilts are railroad people; the Astors real estate; and there is a second generation of lumbermen and merchants and bankers and manufacturers who are such by inheritance—inheritance perhaps both of natural bent and property.

But the average boy, with no fixed place in the world and his own career to make for himself, usually has his period of vacillation when he is determining what he will do and his determination is largely the outcome of opportunity and association. After the choice is made then comes the real test of determination, ability and ambition.

There is a young man in Michigan not yet 40 years old who has apparently reached a position of assured success as a salesman and whose career forcibly illustrates the value of well-directed effort after the choice of a vocation is made. The details of such a life are apt to be many and individually many of them unimportant, but for the understanding of the outcome a statement of them is necessary.

Byron S. Davenport was born on a farm in Barton township, Newaygo county, Jan. 2, 1863, being the youngest of six children. When a small child he was attacked with rickets in the right knee and, between the ages of 5 and 10, he was a cripple, being unable to walk a larger portion of the time except on crutches, which prevented his going to school. At the age of 12 he went into the lumber woods, driving team and hauling logs. These duties were varied with farm work in summer and this programme was continued for six years. At the age of 14 he owned his own team, and it is a common tradition in the vicinity in which he lived that most of the book learning he possesses was obtained by study while hauling logs from the camp to the river, a distance of six miles.

At the age of 18, he engaged in general trade at Paris in partnership with his brother under the style of E. F. Davenport & Co. The firm prospered for a time, but met its Waterloo in the winter of 1882-3 through contracting to stock the Barstow mill, drawing the logs to the mill and the lumber to the railroad. It happened to be a winter without snow, during which time pork advanced from \$16 to \$24 a barrel, hay from \$14 to \$26 a ton and labor from \$18 to \$30 a month. When the partners figured up their loss in the spring, they were \$8,000 behind, and the mercantile business was necessarily wound up and discontinued. Mr. Davenport went to Big Rapids, where he clerked for six months in the

clothing store of Mr. Levy. The next six months he spent behind the counter in the general store of B. E. Hutchinson & Co., at Paris. On the retirement of Hutchinson & Co., he went to work for E. M. Stickney & Co., first in the mill and later in the store as clerk and book-keeper. He remained with this house four years, when he engaged in the grocery trade at Paris, determined to win success where he had previously met defeat. The enterprise prospered for a time, but in about a year—Aug. 18, 1888, to be exact—fire destroyed every vestige of the business, involving a loss of \$6,500, with an insurance of only \$2,000. Such an experience would probably have crushed many a man, but not Byron Davenport. Instead of sitting down and bemoaning his fate, he was in Grand Rapids within two weeks knocking at the doors of the jobbing houses here for employment, with the understanding that every cent he could

Mr. Davenport is a member of Imperial Lodge, K. P.; Grand Rapids Council, No. 131, U. C. T.; Daisy Lodge No. 48, B. P. O. E.; Paris Lodge, Modern Woodmen, and Stanwood Lodge, K. O. T. M.

Mr. Davenport is a stockholder in the Calumet Mining Milling Co., at Grand Encampment, Wyoming, and a stockholder and director in the Mansfield Mercantile Co., at Remus. He has been a stockholder in the Olney & Judson Grocer Co. for the past three years and is slated for a directorship in the new company which will be organized early next month to succeed the Ball-Barnhart-Putman Co. and the Olney & Judson Grocer Co.

Mr. Davenport attributes his success to hard work and to fair and honest dealing; to the fact that he has a good word and a happy smile for everybody. Of course, no small degree of his success is due to his personality, his energy and



earn above and beyond his living expenses was to go toward the liquidation of his debts. His first work was with Reeder, Palmer & Co., selling shoes on commission along the line of the D. L. & N. from Grand Rapids to Saginaw and the G. R. & I. from Grand Rapids to Big Rapids. Nov. 18, 1888, he transferred his services to Olney, Shields & Co., with whom he has since been continuously employed. His territory comprises the G. R. & I. to Big Rapids, the Grand Trunk to St. Johns, the Big Rapids and Greenville branches of the P. M. and the T., S. & M. from Carson City to Cedar Springs. He sees his trade every two weeks, and wherever he goes his hearty greeting and happy smile are like rays of sunshine.

Mr. Davenport was married Nov. 28, 1888, to Miss Katherine Dalziel, of Big Rapids. They have one son, a boy 9 years old. They reside in their own home at 123 Buckeye street.

his rugged health. He accepts a small order with just as good grace as a large one, believing that by so doing he is paving the way for future business. He is a prince of entertainers and has been known to spend half a day a week chasing around town on errands for his customers. Nothing apparently gives him greater delight than to do his friends a good turn, no matter how great an expenditure of effort or time it may involve.

It is difficult to express in this place what in justice should be said of Mr. Davenport's personality and character without appearing to be almost fulsome in eulogy. His is one of the sympathetic, kindly, magnetic natures which bind people to their possessors with affection as well as esteem. A gentleman who has worked with him for years, and who knows him quite as well as anyone, recently remarked:

"I want to tell you that no man in the

grocery business is held in higher esteem than he. Such a place as he holds among the traveling men of Michigan could not have been attained by any man whose character was not upright and whose integrity was questionable. If, as has been said by some philosopher, 'A man's true worth is reflected by the opinions of his fellow workers,' then he is at the top. An evidence of this is the success he has made in the grocery business."

The Only Password.

Booker T. Washington recently told a gathering of negroes that one of the great faults of his race was a disposition to exhibit knowledge under any and all circumstances and asserted that, until the negro learns not to display his vanity, he was useless in any confidential capacity. By way of illustration, he told a story which, he said, might be or might not be apocryphal, but which was good enough to be true.

Gen. Sherman had been told that the soldiers of a negro regiment in his command were lax when on sentry duty, and showed a fondness for passing doubtful persons through the lines just to indulge their power to do so. To ascertain if this were so he muffled himself one night in a cloak and tried to get past a black sentry. After the "Who goes there?" the "A friend," and the "Advance, friend, and give the countersign," had been exchanged, Sherman replied:

"Roxbury."
"No, sah!" was the polite, but firm response.
"Medford!"
"No, sah!"
"Charleston!" Sherman next tried.
"No, sah. No, sah!" said the negro, determinedly. Then he added: "Now, see ahead—yo' can go fru th' whole blamed joggafy; but Massa Sherman he done say that nobody can get pas' me wifout sayin' 'Cambridge!'"

A Bachelor's Notes on Woman.

A woman in the heart is worth two in the hand.

An idle woman is the devil's workshop.

Woman's waste makes woman's want. All is not woman that glitters.

Woman is the best policy.

Woman is a good servant, but a bad master.

A woman's wrath spoils the best broth. Women brighten as they take their flight.

A rolling woman gathers no husband. Kind women can never die.

The heart will sometimes run with the woman that is past.

What woman has done woman can undo.

Children's Sleeping Time.

In Sweden a committee was recently appointed by the government for the purpose of ascertaining how many hours children of various ages ought to sleep in order that they might be able to study properly. According to the report forwarded to the Minister of Education children who are four years old should sleep twelve hours; children who are seven years old, eleven hours; children who are nine years old, from nine to ten hours, and those who are from fourteen to twenty-one years old, from eight to nine hours. It further points out that anaemia and weakness in children are frequently due to lack of sleep.

"You see," said the despondent man who was sitting on a barrel, addressing the grocer, who was spearing the top of a biscuit case with a cheese knife, "Some people have good luck and some people have bad luck. I remember once I was walking along the street with Tom, when he went down one side of it and I went down the other. We hadn't gone more than halfway down when I found a pocketbook with fifty in it and I stepped on a woman's dress and so got acquainted with my present wife. 'Twas always so," he added, with a sigh, "that Tom was the luckiest man in the world and I never had any luck."

EXTRA STOCK

On account of the oversold condition of many producers of food products and the congested condition of the transportation lines, experience has taught us the necessity of carrying extra stocks of all staple goods in order to maintain our reputation for filling all orders the same day they are received.

WORDEN GROCER COMPANY

GRAND RAPIDS, MICH.

Shinola

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

Free

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

Hirth, Krause & Co.

Grand Rapids, Mich.

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

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

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

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.

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

Cadillac } Fine Cut and Plug
THE BEST.
Ask for it.

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

SLOVENLY STORES.

Some Things Which Merchants Should Not Permit.

Written for the Tradesman.

There is nothing the people admire so much as a neat looking store. Cleanliness goes a long way toward winning trade. The goods may not be the very latest on the market, but if the store be kept clean and neat at all times it will be easier to move them than if the whole establishment has a sort of dingy appearance. In the larger towns the competition is so keen that the merchant must keep his place of business looking bright, but in the smaller towns it is a noticeable fact that many of the stores are decidedly lacking in this respect. Many country merchants have a faculty of neglecting to properly overhaul their stocks that is surprising. They allow their business to almost run itself and it is this class of dealers that are continually whining because business is not better.

But the merchant will say: "I have my store swept clean every morning. The clerks sweep the floor in every part of the store. My store is clean enough. The reason business is not better is because of the habit the people have of buying of the department stores in the big towns and the many mail order houses that are continually advertising to sell goods to the consumer at wholesale prices. These fellows are taking our trade from us and we can not help it."

This sounds all well enough, but let us take a look through this merchant's store. The first thing that will attract our attention will be the windows, wherein are supposed to be shown the best and most desirable things the es-

tablishment affords. Does this display strike us favorably? Do we stop and remark on the skill shown by the decorator? No, we do not. The fact is that this display has been in the window some three or four weeks, so at the time of our inspection it appears rather otherwise than pretty. The background consists of a curtain of calico that might at some time in the past have been turkey red, but now the brilliant hue has departed and the rag, for such it really is, has nothing of beauty to commend it. In front of this we see a few bolts of dress goods that have never been unrolled. The paper bands that were put on when the cloth was made ready for the wholesale market are still there, left perhaps to show that the goods are new. These bolts of dress goods are piled any old way and a few cheap socks suspended in the air by the aid of a twine string (which has served as a roosting place for the flies for several summers) add to the awe inspiring appearance.

But let us not tarry longer here. There are other points of interest to claim our attention on the inside. So we enter the store and take a look at the showcase in which the ribbons and notions are kept. Business must have been very brisk of late for the clerks have evidently not had time to arrange the contents. The baby ribbon has been mixed with the wider kinds, while two or three boxes of hairpins have been spilled, the contents spread in every direction. In fact, everything in the case is looking as though a cyclone had been through the goods.

Next we take a look at the shelves. The calicoes and gingham are piled in crooked rows. The better grades of goods appear a little neater, but this is

discounted by the store cat, a great big yellow fellow, who has climbed up and gone to sleep on the finest piece of goods in the house. It might be well to add here that the old cat is shedding his fur at this time. You who have had experience with the feline tribe know that store cats have a faculty of shedding the year around.

But something more draws our gaze. It is the underwear boxes. They, too, have somehow taken on the cyclone effect. Two or three are badly broken at the corners and from one a shirt sleeve hangs gracefully down about a foot. The most of them have claimed the attention of the flies, which has failed to add anything to their good appearance. A few have been piled bottom side up.

The shoe department, always a source of pride to the country merchant, is next in our line of march. Evidently the clerks have neglected this branch of the business for a few days, at least the number of pairs of shoes, both ladies' and gents', that have been left on the counters in a conglomerate mass would indicate as much. And those that have by some odd circumstance been left on the shelves are piled in "skewgee" fashion.

Like all country stores this one has a grocery department. Here the housewives of the country around the village trade their butter and eggs for things for the kitchen, and here it is that we find the most interesting features of the whole establishment. In the middle of the floor is a stack of flour sacks, twenty-five and fifty pounds in each. It has happened that these have been piled to a height that has made them handy for Uncle Sile Tosslegrass and William Henry Harrison Spivens, the

local statesmen and authorities on affairs concerning the Government, to lean against while orating on the trust question and the rights of the masses. Evidently they have been regular visitors at the store, for the sacks are badly discolored with the dirt that has rubbed off their garments. It is presumed that the majority of the customers are users of the weed, also, at least a large box near the stove, half filled with ashes that have been colored a dark brown from numerous deposits of tobacco spit, leads us to presume as much. A box of cod-

We call your attention this week to our line of

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

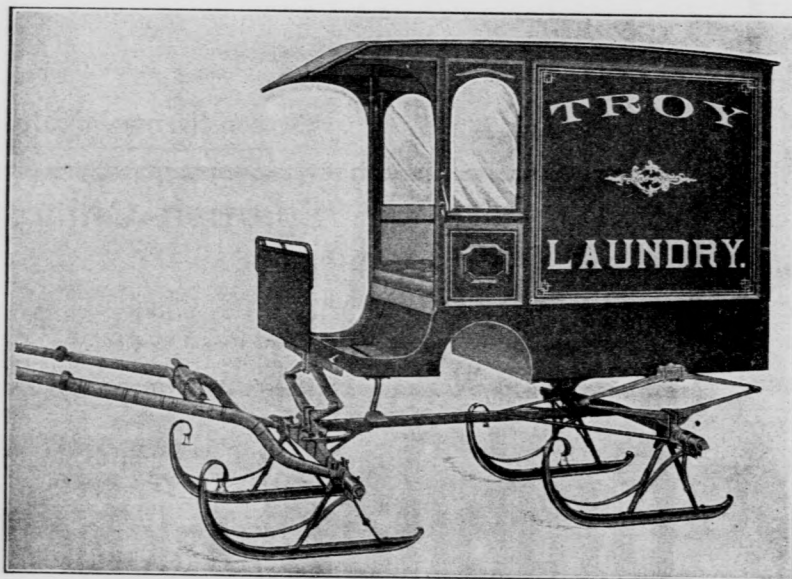
If you are not supplied send us your orders.

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

Brown & Sehler,
West Bridge Street, Grand Rapids

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

fish stands open on the counter and the flies hum merrily over and around it. The cheese looks ghastly through a coating of halibut oil that indicates that the fish and cheese are cut with the same knife.

At last we reach the sidewalk again. Across the street we see a store, the windows of which are gaily decorated with the choicest of the season's merchandise, and we walk swiftly in that direction, that we may make our purchases in a place that wears an air of cheerfulness and cleanliness. We are sure that we will get what we want and be waited on promptly by salesmen who understand their business.

Without doubt the reader of this article will think the picture of this store is overdrawn. The city merchant would consider a man a fool who would try to run a store on any such plan, and yet I have seen several such stores, some of which are worse than the one described. It goes to show that there is much to be done in a store besides sweeping the floor and polishing the showcases. I know several stores where the proprietors and clerks leave their hats and coats in the first place that comes handy. They place their rubbers where customers will be sure to see them, sometimes hanging them on the stove to dry. This, I believe, has a tendency to make the store look like a second-hand affair, which is not to be desired. And this is the class of merchants who are everlastingly kicking about "the other fellow."

Raymond H. Merrill.

Modern Milling Methods Responsible for Appendicitis.

From the Chicago Tribune.

Changes in milling processes are responsible for appendicitis, according to a physician who has been in the practice of medicine for fifty years and who has observed the spread of the disease. This physician, Dr. H. C. Howard, of Champaign, Ill., asserts that until the trade demand for exceedingly white flour changed the methods of grinding wheat there was no appendicitis.

To prove this assertion the physician points to the fact that where coarse breads are used the disease is unknown, but that as soon as the fine breadstuffs are introduced appendicitis comes along as a sequence. By this reasoning it is shown that the people of agricultural communities who secured their flour from small mills did not have the disease until the small mills were crowded out by the large ones and fine white flour supplanted the coarse. Then the negroes of the South so long as they ate corn bread were free from the disease, but when the new process flour began to be used the disease came among them. The same results attended the departure of the German folks from their coarse bread to the refined flour.

"I can remember that prior to about 1875," said Dr. Howard, "there was little or none of the ailment among the people. In twenty-five years of practice among the people before that time I do not think I saw more than forty cases of appendicitis. Now they are common."

Large and extended change in the diet of people has contributed to this. For example, about the date mentioned there began to be a general change from the old method of grinding grain to the present method of roller mills and excessively fine bolting cloths. This plan of milling began first in the large cities, and appendicitis began to increase first there. Later the new process crowded out the small mills in the country, and the people could not get flour made by the old processes. They bought products of the large milling establishments, and then the farmers began to have appendicitis.

"Still the negroes of the South did not have it, but in time they began to get away from their plain corn bread, and they, too, began to have appendicitis. So it goes. They did not have

appendicitis in Germany until they began to eat our fine white flour and put in the new process of milling after our fashion. Now they have appendicitis in Germany just as we do.

"Experienced millers will tell you that the fine flour is a less desirable flour than that made by the old process but the trade demands it chiefly on account of its whiteness. On account of its indigestibility the disarrangement of the digestive organs of the people eating it has greatly increased. The prime cause of appendicitis is found in this disarrangement.

"Quite small children have it. I know one boy who has had thirteen well-defined attacks of the disease and came out of all of them without surgical operations. He changed his food to corn bread and mush with coarse breads in general, vegetables, little meat and some fruit, and has taken on flesh and has not had a symptom of the disease for three years.

A Good Plan.

"So Jack deliberately kissed you last night!" commented Miss Antique severely. "Well, I'd just like to see any man try to kiss me!"

"Why not select a nearsighted man and wear a veil," naively suggested the sweet young thing.



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

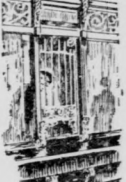
Your dealings with us are perfectly confidential.

"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,

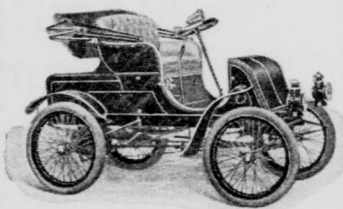
Grand Rapids, Mich.



All parties interested in

Automobiles

are requested to write us.



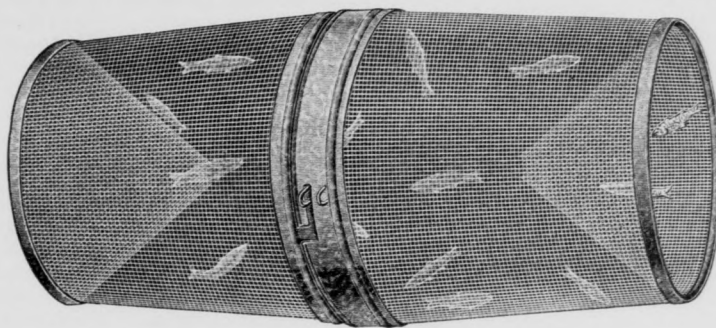
We are territorial agents for the Oldsmobile, Knox, Winton and White; also have some good bargains in second-hand autos.

Adams & Hart,

12 W. Bridge St.

Grand Rapids

"Sure Catch" Minnow Trap



Length, 19½ inches. Diameter, 9½ inches.

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

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

Our line of Fishing Tackle is complete in every particular.

Mail orders solicited and satisfaction guaranteed.

MILES HARDWARE CO.

113-115 MONROE ST.

GRAND RAPIDS, MICH.

Fire Arms

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

Foster, Stevens & Co.

Grand Rapids, Mich.

Buckeye Paint & Varnish Co.

Paint, Color and Varnish Makers

Mixed Paint, White Lead, Shingle Stains, Wood Fillers

Sole Manufacturers CRYSTAL-ROCK FINISH for Interior and Exterior Use.

Corner 15th and Lucas Streets, Toledo, Ohio.

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

Tents, Awnings,

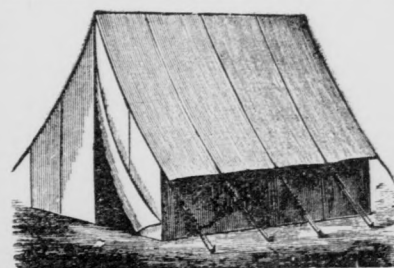
Horse Covers, Wagon

Covers, Stack Covers;

Cotton, Jute, Hemp,

Flax and Wool Twines;

Manila and Sisal Ropes.



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

Clothing

Fads and Fashions in Clothing and Furnishing Goods.

Talking with a prominent retail hat merchant recently, he said: "I have sold this season just about as many soft felt hats as stiff hats to men who really know how to dress well. The soft hat breaks the change from the straw to the typical stiff winter hat. If they have worn a stiff straw through the summer the soft hat comes as a real rest for the head, for every man knows that there is nothing very comfortable about the ordinary straw. It is funny when you think of it, so many people seem to have the idea that felt hats must necessarily be cheaper than stiff hats, while, as a matter of fact, no stiff felt hats are made as costly as the soft felts. For example, just look at this one; it was made by — & Co. and the retail price is \$15." The hat in question had no very striking features about it at first glance but was a beautiful piece of felt, soft as down and of a very delicate light tan. He continued, "This hat now is \$22.50 at retail. You might not pick it out as any better or even quite as good as the other, but it is and the extra value is almost entirely in the handling. Every step of the many processes is carefully watched and made as perfect as human ingenuity and skill can make it. You might soak that hat for a week, put it in the blazing sun for another week, but you could not hurt it; shake it out and brush it with a soft brush and it is as good as ever. I tell you the soft felt is the 'real thing,' the bone and sinew of the hat family."

The newest in shirtings, and naturally in shirts, also, is to have the fabric, woven or printed, as the case may be, with the arrangement of the pattern changed at the edge. In cutting the cloth for a shirt, this edge is used for the cuffs. For example, a shirt was exhibited in a prominent uptown haberdashery, the pattern of which was a very small geometrical figure in black on a white ground. These figures were very thickly scattered over the body and bosom of the shirt but the cuff showed about four times as much white as the rest.

In another fashionable haberdasher's I was shown a new fancy waistcoat. It was a rather light tan linen duck, such as is commonly seen, but the arrangement of the buttons showed its peculiarity. It was a double-breasted affair; the top buttons were about ten inches apart and they grew closer together downward, until the lower button served for both rows. In other words the two rows of buttons formed a perfect V. The effect of this is, of course, to increase the apparent width of the chest and to reduce that of the abdomen.

Both of these may find favor with a certain class of men, but for my part I prefer to avoid styles that are so conspicuously novel. I think that the best dressed man is the one who does not force recognition by reason of his clothes or any part of them.

We see quite a number of the new fall suits that have slash pockets in the coats. Some have two breast pockets of this style and others have all four pockets of the slash variety. What particular reason there is for this I have failed to learn beyond the fact that it is decidedly different from the usual style and for the present it must be classed among the fads; whether it will ever reach the fashion period remains to be

seen, but as far as I can judge there is not enough real reason for it or common sense to assure it of long life.

The pockets on the outside of a coat no longer serve a useful purpose, at least their use is of exceeding minor importance. In the breast pockets a pair of gloves may be carried or a handkerchief that is not in use; in the lower pockets nothing thicker or heavier than a card or letter, for it would spoil the set of the coat if you did. You can not put your hands in the pockets for the same reason, and the pocket in the coat is becoming a useless part of the garment, to be classed soon, perhaps, with the buttons on the back of a frock coat and on the sleeves of any coat. Perhaps future generations may look back in books on costumes and find that in the early part of the twentieth century pockets were made on coats, and they will wonder what freak of fancy could have considered them ornamental, for surely in such places they could not be useful. The future generations may possibly have a strip of braid or flaps without pockets and vaguely wonder why, until some magazine or trade paper writer looks up sartorial history and discovers that it is merely the result of the ancient custom of having pockets on the coat, and every reader will smile at such folly.

There is another freakish style that is being adopted by some, and that is an advance on the low-cut, double-breasted coat. The new coat is cut very low and has an exceptionally long lapel, rather narrow; but the feature of this garment is that it has from four to six very small buttons, set close together, to fasten it with.

This fad has not the basis of either use or ornamentation to recommend it to men in general so I do not believe that it has a chance to get beyond its present state.

Union or combination underwear for both men and women is assuming a more prominent position every season, and every season sees a greater advancement in the adaptability of these garments. For a long time after the introduction of union underwear, comparatively few people could wear that which was ready made, but had them made to order. This is still practiced, but to a far smaller extent. The greater ranges of sizes and shapes and other improvements make it comparatively easy to be fitted without waiting, and at a smaller expense. The convenience and comfort of this style garment are becoming appreciated to a wide extent and being made of cotton, wool, silk and various mixtures, plain and fleeced, makes them satisfactory to a greater majority of people. The many inconveniences that attended the wearing of these garments identified with their first introduction have been eliminated and now they are as practical in every feature as any other and considered by their wearers as more practical in many.

I have heard very little about the new high silk hat this season; the one made on the same plan as the opera hat, but without the crushable feature. Some of the stores are showing them, but they do not report much business in them. Perhaps this style looks too much like a compromise for the real swell dresser. Perhaps he feels that it implies that he can not take the proper care of his hat under ordinary circumstances.

Do we use walking sticks or "canes" as much as formerly? Well, no, I can not say we do, yet some men who are never out of form always carry one when

THE PAN-AMERICAN GUARANTEED CLOTHING



Is always doing business. It spreads its own fame—makes mouth-to-mouth talk. That's too slow for us though —we're advertising this year from the dealer to the consumer. Write us for a salesman—he'll tell you what we're doing to help you make money from the Pan-American Clothing.

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

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

Quality just a little better than all others.

Suits and Overcoats for Men, Boys and Children.

That's all. Samples if you want to know more.

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

WILE BROS & WEILL

BUFFALO, N.Y.

A New Suit for Every Unsatisfactory One

A Fool and his Money are soon Parted

The wise wear VINEBERG'S PATENT POCKET PANTS,

the only pants in the world fitted with a safety pocket; nothing can drop out and are proof against pickpockets. Manufactured by

Vineberg's Patent Pocket Pants Co.

Detroit, Mich.

The Peerless Manufacturing Company

Manufacturers of Pants, Shirts, Corduroy and Mackinaw Coats.

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

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

not on business bent. Simple little affairs they are, nothing gaudy in trim, in fact, none at all; an inconspicuous bamboo is the handstick of one very fashionable friend, without even a crook in the handle. Nevertheless, there are many who do not carry a stick to-day under any circumstances. It is now a matter of taste.

Talking with a fashionable tailor a few days ago I asked him what the majority of his customers wanted in the way of trousers. He said that those whom he considered the leaders of fashion were not ordering the extreme "peg-top" style that has been in vogue for so long, but were modifying it very much. They will retain much of the old shape, but far less exaggerated and of course of a much neater appearance on most men. About one-third of the number want permanent turn-ups at the bottoms, even for the winter, for their business suits. Many of them also do not care for buttons at the waistband, only belt loops, and support their trousers with belts alone.

Lots of Things Quicker Than a Wink.

One very often hears persons say "quick as a wink" when they wish to express time that is very short. There is no wonder that we use the comparison, for a wink has been measured, and it has been carefully ascertained that the time consumed in the operation is four-tenths of a second in the average individual. That is, two-twenty-fifths of a second are consumed in closing the eye, four-twenty-fifths in resting and four-twenty-fifths in opening it again.

Winks come close to us, for we make them and see them every day, and there is nothing with which we are really familiar that impresses us as consuming so little time, yet supposing we should talk to light and electricity about "quick as a wink" they would laugh at us—that is, if they could understand us and knew how to laugh, for, when we start our wink, if light should start to dart around the world it would make three circuits of the globe and be back in time to see the wink completed. It considers a wink too slow for any use.

Electricity looks with yet greater scorn on the quickness of a wink, for, while the eyelid is closing, it can girdle the earth once, go around twice more while it is resting, and make the fifth circuit by the time it is open.

Your Share of Money.

Have you \$28.66? If you have not you are short your per capita share of the money circulation of the United States, and some one has what would be coming to you if the money that is in circulation were equally divided. This statement is made without reservation, on the authority of the latest report of the Treasury Department.

Another thing: you are entitled to 7 cents more than you were one year ago, according to this same report, even although there has been allowed for an increase of 113,000 in the population, for in that same time there has been an increase of more than \$65,000,000 in the money in circulation. So you see you are better off than you were a year ago—if you get your dues.

In fact, you are getting better off all of the time. What has happened since 1870? The population has increased 58 per cent, and the money in circulation has increased 176 per cent. More than one-half of that increase in circulation has been in gold or in gold certificates.

Many Dogs Are.

"That's a nice looking dog," remarked the kindly old gentleman who takes an interest in everything.

"Yes, sir; he looks all right," replied the seedy individual who was leading him with a piece of rope.

"He looks like a pointer."

"Yes, sir; that's what he looks like. But that ain't what he is. He's a dispointer."



**Suspenders
That
Move**

"The Kady"

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

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

The Ohio Suspender Co.
Mansfield, Ohio

SOME PEOPLE NEVER PROGRESS



Other people are leaders and they are usually successful, but the idea of a successful business man writing his business letters with a pen is a thing of the past, at least is coming to be a thing of the past, as fast as people discover how easy it is to use a typewriter, and what a good typewriter "THE FOX" is.

Our free trial plan enables anyone to thoroughly try the machine before buying. Let us take the matter up with you.

Fox Typewriter Co., Ltd.

350 N. Front St., Grand Rapids, Mich.

A NEW LINE OF

Holiday Goods

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

H. W. BOOZER

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

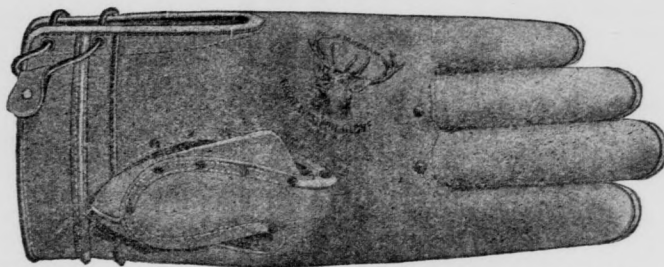
Gas or Gasoline Mantles at 50c on the Dollar

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

Ellsworth & Thayer Mfg. Co.

MILWAUKEE, WIS., U. S. A.

Sole Manufacturers of the



Great Western Patent Double Thumbed Gloves and Mittens UNION MADE

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

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.



Lot 125 Apron Overall
\$7.50 per doz.

Lot 275 Overall Coat
\$7.75 per doz.

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

Lot 124 Apron Overall
\$5.00 per doz.

Lot 274 Overall Coat
\$5.50 per doz.

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

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

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

Shoes and Rubbers

Quick Service One of the Things Most Appreciated.

If there is anything that makes a merchant good and mad all through it is to order something in a hurry and never hear anything from it. I met one yesterday who was just about as mad as they generally get. He wanted something special for a customer who was in a great hurry and willing to pay extra to have it telegraphed for, so the dealer sent a telegram prepaid but nothing came of it.

Not only did the goods fail to show up but no letter came to explain the delay. The telegraph office was interviewed and reported the message delivered to the firm on time and receipted for. The merchant is a good man who discounts his bills and has bought large bills at this house and he certainly had good reason to be mad.

It placed him in a bad light with his customer, lost him the profits on the sale, to say nothing of the worry and vexation of waiting for something that never came. This man told the telegraph agent that he would pay double rate on a message to the wholesale house if they would only let him use some good, strong cuss words. I did not blame him for I knew just how he felt.

I am told that carelessness in filling hurry orders—if they be small ones—is a fault a great many large houses are addicted to. A man does not go to the trouble and expense of telegraphing an order in unless he is in a very great hurry for it, and it calls for an instantaneous response, either the goods or an explanation why.

Because a house is doing a great big business is no reason why they should slight an order, no matter how small. It is said of the late P. D. Armour that a small box of sausages gone astray or delivered to the wrong place caused him as much personal concern as the loss of an entire carload of beef.

No house is doing so much business or is so prosperous that they can afford the slightest discourtesy to the smallest customer. Being rushed to death will not explain away an error like the foregoing.

Another party told me of his experience in ordering by telegraph. He ordered a pair of white slippers for a wedding, explaining in the telegram that they must come by return mail. The house received the telegram on time, as the merchant followed it with a tracer to be sure it reached its destination. The morning of the wedding came, also the mail train, but no slippers and no letter of explanation. If the bride was mad, the merchant was more so, especially when the day following the slippers came in by express. Of course he refused to accept them and when the house wrote him asking for an explanation, he gave them one which must have been satisfactory for they never wrote him again.

Their traveling salesman came around and explained that the house was so rushed with orders that it was impossible for them to get the order out any sooner, which was about the poorest excuse they could have made, for the merchant said if they had "acknowledged the cause" and admitted that it was a rank piece of carelessness on their part and that they would take care it never happened again he could have forgiven them, but the rushed to death excuse would not do.

There is nothing a merchant appreciates so much as prompt shipments of small orders and single pairs. When he orders a single pair or several pairs by return express he either wants them or a letter of explanation at that time so that he will know what to tell his customer and have an opportunity to re-order somewhere else. Prompt attention to small orders has won and held the custom and friendship of many a retailer.

A merchant said to me the other day: "If I were starting a wholesale house to-morrow the first thing I would do would be to establish a department to take care of all hurry-orders. I mean sizing and single pair orders. Of course, I realize that it is impossible to get large spring and fall shipments out on time and no one really expects it, but there is no excuse for the houses who claim to carry goods in stock and fail to ship or notify by return mail. If an order was telegraphed in which I could not fill, I would wire the customer at my expense so he would have an opportunity to get his order filled somewhere else before it was too late. Nine out of ten men would appreciate the courtesy, and while the expenses of my hurry-order department might not compare favorably with the profits, I am satisfied that its influence on the general business would be something big."—Shoe and Leather Gazette.

It Certainly Will

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

CHICAGO

Shoe Store Supply

COMPANY

154 Fifth av., Chicago

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

3½% interest paid on Savings certificates of deposit.

The banking business of Merchants, Salesmen and Individuals solicited.

Cor. Canal and Lyon Sts.
Grand Rapids, Michigan



Mayer's School Shoes

The merchant who can please his trade on school shoes usually does the shoe business of the town.

Mayer's shoes for Boys and Girls are never disappointing. You can depend on them. They are made in every conceivable style and wear like iron. Write for prices.

F. Mayer Boot & Shoe Co., Milwaukee, Wis



Lest you forget
We say it yet—
Boston Rubber Shoe Co.'s
Rubbers are the durable kind,
And we are the prompt
Shippers thereof.

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



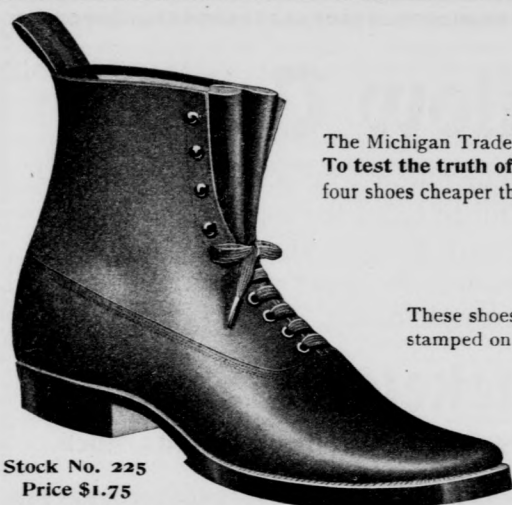
Rush Your Orders

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.



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.

Just What Good Shoe Service Means.

"I always buy my shoes at A's because his shoes seem to fit better than any can I buy elsewhere." This remark, recently overheard by the writer, contains so much that insures success in retail shoe selling that a diagnosis of all that this expression implies may be of value here.

"A's shoes seem to fit better" may mean, first, that A sells better shoes than his neighbors, or again, that it is possible that A pays more attention to fitting his customers properly than the other stores in town. It is even likely that A watches the requirements of his trade closely and buys the goods that his instinct tells him will go farthest in satisfying their needs, rather than buying lines that are a little cheaper than some others which would have to be retailed at equal prices.

There is no retail business which can more easily win a good list of permanent customers than a shoe store. The foot is the most sensitive part of the anatomy in the matter of proper covering and protection. The comfortable, shapely shoe that comes closest to what the wearer expects of it in style and appearance is the kind that makes "a following" for the store.

A certain successful shoe dealer advertised recently, "Don't ask for your size; ask to be fitted." That is the kernel of the nut. Do not ask your customers, "What size?" Give them a shoe that fits. Look at the old shoe that has just been taken off. Note its weak points. Was it too narrow across the ball of the foot? Did it conform to the shape of the foot originally or did the foot force the shoe out of shape and make a wreck of it? The retailer with a fair average stock should have no trouble in fitting the normal foot to a shoe which will be satisfactory in every particular.

Where any shoe dealer has made a greater success than usual, look for one of these three factors—better goods, better service or closer attention to the wants of his following than any of his competitors give. Lowest prices are no factor. No shoe dealer can permanently sell at lower prices than a competitor, for no matter how cheap the cost of a pair of shoes, if they do not fit (which also means that they will not wear) the purchaser condemns the store that sold them, forgetting entirely the lower cost. This trying to satisfy customers in a Saturday-night rush, when everything is on the jump, when neither the customer nor the clerk is in the frame of mind for a careful fitting, is the bane of a great part of the retail shoe business. The retailer who makes a determined

effort to get people to come into his store when there is an opportunity to give that personal service which means so much in shoe selling is taking a wise step. The salesman who flatters himself on his ability to sell a pair of shoes in three minutes and land the customer's few dollars in the cash drawer is not nearly as smart a man as he thinks he is. That pair of shoes stays with the customer for months. If they are wrong, they cause him all kinds of grief, and he does not hesitate to associate it with the dealer who palmed off such an ill-fitting pair of shoes on him. Is he going back to that store? Is he going to say, "I always buy my shoes at —'s, because they seem to fit better?" Hardly. And yet if that miscalculated smart clerk had had a little more patience, been a little more observing, and just a little more careful in picking out the proper shoe for that customer, what a different impression might have been created in that customer's mind.

Send people out of your store with shoes that will get them to repeat the expression that heads this article. Make friends of as many of your customers as you can. The recommendation of one satisfied customer to a friend is the best and cheapest advertisement in the world—better than newspapers, better than fine store arrangement.

Make customers who will come to you for every pair of shoes they need, and that their family will need, and you will make money and make it fast.—Shoe Retailer.

She Couldn't Understand It.

She was from the country, and she was homesick. She admitted this frankly. Many of the city sights were a source of wonder to her, but there was something lacking. She had been to the theater and the museums and the parks and the big department stores, but still she looked anxiously about for something she could not find.

"I wouldn't live here for a million dollars," she said at last.

"You don't like it?" suggested her city cousin enquiringly.

"Oh, it's awful, simply awful," she replied; "wonderful, of course, but I can't help feeling blue and dissatisfied. I'm going back to the country."

"You miss the green fields, I suppose?"

"Oh, no; it's not that."

"Does the noise bewilder and frighten you?"

"A little, but I'd get used to that."

"Of course, the air is not as pure—"

"Oh, I don't mind that, and the trolley cars and the crowds don't trouble me very much. But I haven't seen a front gate to swing on when you're courting on moonlight nights since I've been here. How in the world do you city girls ever get married?"

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

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

Dry Goods

Weekly Market Review of the Principal Staples.

Staple Cottons—There has been a quiet market in the staple division throughout the week. Buyers for the home section have not been especially interested, except for immediate requirements, and for the most part these are wanted in a hurry. Exporters have bought in small quantities, although they have made bids for large quantities, but at prices that did not appear attractive to the sellers. Up to the present writing prices on heavyweight brown sheetings and drills are firm at last quotations, and sellers who have stocks on hand meet the demand readily at prevailing quotations, but when it comes to forward contracts they prefer to be non-committal. There has been a moderate sale of ducks and brown osnaburgs at stated prices. Bleached muslins have shown a fair business with prices well maintained in all grades. The finer grades of bleached cambrics are in very small supply and medium grades are not always easy to obtain. Wide sheetings have found a fair demand. Cotton flannels and blankets are in moderate request. Coarse colored cottons show no new features, although the demand is fair for such goods as can be delivered quickly, and prices are very firm.

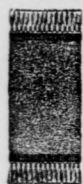
Dress Goods—Up to the present writing movement in the print cloth market has had little effect on the buyers and business up to date is of a quiet character. Buyers are taking staple prints in moderate quantities, but seasonable fancies are in limited demand. If sellers would be a little more liberal, a considerable business would be accomplished, but buyers can not secure the terms they ask. Percales are steady and the nature of the business is unchanged. Printed flannelettes are generally well sold and firm in price for all desirable lines. Fine fancy printed fabrics find a firm market and most lines are well sold up for the spring. Gingham show no change in the situation; both staple and dress styles are well under contract for spring and prices naturally very firm.

Linings—The demand has been fair generally but for limited quantities to be delivered at once. There are a few buyers placing orders for small lots for future deliveries for both staples and fancies. Kid finished cambrics show no change from the last quotations, but the market is firm on that basis. The demand has been quiet for both staple and bright colors. Silesias have been in fair request for medium and low grades, but finer grades are quiet and prices without change. There has been a small business reported in percalines at previous prices. The clothing trade has bought moderately of cotton Italians, Alberts, twills and similar goods. Prices are firm with a hardening tendency in some directions. Highly finished linings in mercerized and similar effects and fully mercerized goods are in better demand than imitations.

Underwear—The center of attraction at the present time is in the fleece goods division of the underwear market and of course discussion is rife in all the agents' offices about the knit goods district as to when the new lines will be formally opened and what the prices will be. In all the talk that occurs, many of the statements must be heavily discounted and even such statements as set a date for the opening must be considered as almost entirely guesswork.

As a matter of fact the mills are not quite as anxious this year to push the opening date ahead as they were a year ago, for two good reasons: first, they are still working in many cases on heavy weights for the present season and, second, they are receiving daily requests to hasten orders for lightweights for next spring. This is keeping them busy and, as far as that is concerned, they are not likely to run short of business for some little time. However, the probabilities are that some agents will be on the road within a week or so and quite a number will be out around the first of the month. In regard to spring lines it seems to be a comparatively easy matter for those who have a fair portion of their product sold up to obtain advances for the rest, while any mill that is in position to make immediate deliveries of heavyweights thinks nothing of obtaining a very material rise. There are a few buyers in town looking for heavyweights, but more requests are coming through the mails; but there is little hope of placing new orders for the present season and most of these enquiries and requests are directed towards hastening orders already placed. The delay is beginning to be a serious matter.

Hosiery—There are a good many buyers who undoubtedly have not made their full purchases for the next spring season in hosiery and the sellers look for quite a considerable business from this source still. It is thought that higher prices may be obtained for the balance of the season than so far and conditions, it would seem to us, would warrant this. Among other factors may be noted the conditions in the market for the raw material. Whether the balance of the initial orders will be at higher prices or not, it seems pretty



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.

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.

Pillow Tops

We have some pillow tops which are making a great hit to retail for 25 cents. They come in colored designs and fancy figures and cost you only \$2.25 per dozen. Let us send you a sample dozen.

P. Steketee & Sons

Wholesale Dry Goods

Grand Rapids, Mich.

Our Domestic Department

Reports the arrival of a new lot of flannelettes, suitable for dressing sacques, wrappers, etc. Price 7½ cents per yard. This lot contains several cases of assorted patterns, which we can offer at ½ cent better if you take five pieces or more and leave the selection to us. Order at once if you want to make a little extra profit.

Grand Rapids Dry Goods Co.,

Grand Rapids, Mich.

Exclusively Wholesale

WORLD'S BEST

S.C.W.

5 cent Cigar
SOLD BY ALL JOBBERS

G.J. JOHNSON CIGAR CO.

MAKERS
GRAND RAPIDS, MICH.

certain that when duplicates come in they will be taken only at an advance. It seems as if it would be about time for duplicate business to begin; at least, where talk in regard to a new season is in order, it is pretty near time for return orders on the initial season just consummated. There are a good many styles of hosiery that are already quite scarce and some of the retail dealers are even now selling them at higher prices; but there are others, strange as it may seem, who were more fortunate and bought largely of these styles and they are still selling them at the old prices.

Carpets—Little, if any, new business is being taken by carpet manufacturers, owing to the lateness of the season. Mills are running full, nevertheless, on business contracted for some time ago, and which it is hoped will be cleaned up before the time arrives for orders to be taken on the new line of goods. As a rule pretty nearly everything points to a clean start when the "fall in" command is to be issued. Practically all the new designs have been completed and the sample pieces run off the loom. All that is needed to change the situation and the season are the actions of one or two of the big New York manufacturers. As soon as these notify the trade of the opening of spring goods, every one concerned in the making of carpets will immediately follow suit. Just now the indications are that about the first part of the second week of November will find the manufacturers ready to show their new lines to their customers and be in a position to take orders on the same. The most vital point under discussion at the present time is on what basis the new lines will be offered or rather what course will certain factors in the market take in relation to sustaining values? On general principles it is felt that advances all around are fully warranted, but whether the aforesaid parties will feel that way when the time comes, remains to be seen. The yarn trade have practically settled prices for the coming season on a basis that shows little difference from the closing of the present one. Compared with the opening in May, there is an increase all around. Worst yarns are exceedingly high compared with prices current six months ago, and on all fabrics where worsted yarns are used, such as all the three-quarter goods, with the exception of velvets, and including high grade ingrain, the advance equivalent to the rise in yarns should be considerable. Woolen yarn spinners state that their prices for the coming season will show advances ranging from one-half to a cent per pound. The indications are now, they say, that 60-yard double reel yarn will not go above 22c for some time to come. Spinners already notice the higher cost of wools, but it is yet so insignificant that a change in yarn values is hardly warrantable. This refers to wools other than for combing purposes. Combing wools are much higher in price relatively, and there is promise of still higher values.

An Illustration.

He—What is a so-called summer engagement?
She—It's like this: Suppose we were engaged, and I happened to meet some other man I liked better. I would proceed to shake you for the new arrival. That would be a typical summer engagement.
He—But suppose I happened to meet some girl I liked better and proceeded to give you the merry toss?
She—Oh, in that case, I'd sue you for breach of promise. See?

Costly Joke On a Boomer.

One promoter in New York has had a career like the tides of the sea in its varying ebbs and flows of fortune. He has handled some big deals in his time, and on the other hand he has received some "facers" which would thoroughly disconcert the average business man of the "common or garden kind."

One of the most characteristic of the experiences which he relates is that of the time when he attempted to exploit an antimony property out in California.

He investigated the proposition thoroughly, found that the supply of antimony was practically inexhaustible and then spent \$200,000 in erecting a plant to refine his product.

Then he loaded 155 tons of the metal on board cars, and, attaching a Pullman car to the train for the accommodation of himself and friends, started, with banners waving and bands playing, for New York.

He figured that with such a showing as he was making investors would simply tumble over each other in their efforts to get in on the project and that his stock would sell like the proverbial hot cakes.

It happened, however, that in his calculations he had neglected to enquire into the action of the laws of supply and demand in reference to antimony, and hence was profoundly ignorant of the fact that he had enough of it in that one trainload to furnish the entire world for years to come.

Arriving in New York, he crassly hurled his trainload at the dealers. Before the terrific impact of that 155 tons the market collapsed like a wooden shanty before a thirteen-inch dynamite shell. The price of antimony fell in one day from 18 to 6 cents a pound, and from that day to this it has never recovered. Inasmuch as it was impossible for him to refine at less than 11 cents, he then and there "threw up the sponge." Out in California is an inexhaustible mine of antimony and a \$200,000 refinery; but there is "nothing doing."

Serious Mixing of Letters.

A well-known citizen of Saginaw had been invited to an evening party. He wanted to go, but his wife declared that she had no gown suitable for the occasion, and asked him to send "regrets" to their hostess. The man went down to his office and penned this facetious note of declination:

"We regret that your kind invitation must be declined for all the conventional reasons, but the real reason is that half the family has nothing to wear. My wife's latest dress is over three weeks old, and her hat is twelve hours out of date. You will appreciate the hopelessness of the occasion and excuse us."

He thought this pretty good, and he determined to write a note to his wife also explaining that he would not be at home for an early dinner, as she had asked him. He said in this note:

"I have turned down your invitation because I am going out to another evening party where the guests are not expected to wear anything of importance. Sorry I won't be there to kiss you good-night."

And then the fool man carelessly sent his wife's note to the hostess and the hostess' note to his wife.

Never put off until to-morrow what you can get some one else to do to-day.

Rugs from Old Carpets

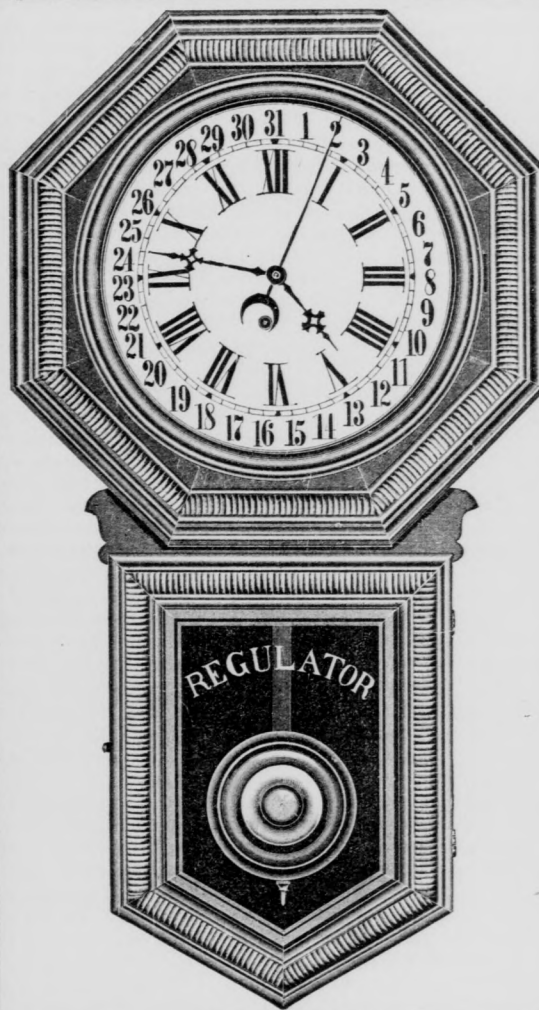
Retailer of Fine Rugs and Carpets.

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

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

Yes, This Is Good Value

The Toledo Coffee & Spice Co.—be sure you get the name



right---will send you this splendid 8-day Regulator (solid oak and 32 inches high), with 40 pounds of purest spices at the unusually low price for both of - - - \$10

Toledo Coffee & Spice Co.,
Toledo, Ohio.

Woman's World

Women's Friendships Not All Imitation and Counterfeit.

What would life be without friends?

Sometimes we are ready to declare it would be a howling wilderness, an arctic desolation without sun or warmth, a weary journey with none to cheer the lonely wayfarer; and again there are times when we are equally ready to assert that life without friends would be a calm and happy state in which there would be none to molest and no thieves to break in and steal either our time or money.

The truth is that there is no other term in the English language so much misused as friendship and none which is made the excuse for so many shortcomings. Like charity, it is supposed to cover a multitude of sins, and as a general thing it is not our enemies, but those who call themselves our friends, of whom we need to stand in mortal fear. Half of the bankrupts in the country lost their money through their friends; three-fourths of the women about whom slanderous stories are told owe their loss of character to their friends' gossip; ninety-nine times out of a hundred, when we are cruelly ill-used and misunderstood and put to inconvenience and trouble, it is our friends, who are our enemies, who do it.

It is often said that the friendship of women for each other is like the friendship of cats, and although they may purr over each other at meeting, they are always ready to put their backs up and scratch at each other at a moment's notice. This is a malicious slander. The world, unfortunately, is not oversupplied in any direction with disinterested affection, but there is just as much genuine friendship among women as there is among men, and women are no more given to making a social ladder of friendship than men are to trade upon it in business.

Personally, it has been my good fortune to have two women friends, true as steel, loyal and chivalrous as knights, whose sympathy and comprehension I have ever felt—a never-failing fountain of strength. As a working woman, it has also been my privilege to note a hundred times that it is woman's friendship that oftenest stands the test of sorrow and need, and woman's hand that is most generously held out to help other women.

In the so-called platonic friendship between men and women I am likewise a profound believer. Not every woman is a coquette; not every man is a libertine, and it seems to me an insult to the decency of humanity to even intimate that there can be no companionship between men and women without its being degraded by suggestions of passion. It is possible that for the very young there may be danger in a platonic friendship—children who play with fire are always liable to get burned—but for mature men and women there is surely a friendship without love that is one of the most precious relationships of life. Such a friendship, broad and comprehending, has become the solace to many a woman's starved life. Such a friendship, sustaining and inspiring, has lighted the fires of ambition in many a man's soul and sent him out to do the world's great work.

Such friendships as these—the friendship of women and women, and the friendship of man and woman—are among the greatest blessings that ever fall to our lot, and if that were all, poets

and idealists might well celebrate the beauty and holiness of friendship.

Unfortunately, however, there is another side to the story, and there are so many friends who are pests, so many outrages are committed in the name of friendship and so frequently is it the mask under which the social highwayman goes forth to plunder and rob that one is often tempted to wonder if it is not better and cheaper and safer and more comfortable to be lonely than it is to be done.

All of us have suffered at the hands of these marauding friends and have stood from them insult and injury that would have made us call for police protection had the aggressor been an enemy. Just why people who profess to like us consider they have a right to treat us in a way they would not dare treat a person they hated is one of the mysterious facts of life that nobody has ever been able to explain; but it is a fact, nevertheless, and with many people to be a friend is simply to make yourself a target for all manner of unpleasantness.

There is, for instance, the frank friend, who feels that friendship gives him or her the license to say things to you you do not want to hear and that you would knock an enemy down for saying. This friend always prefaces her remarks—for she is oftener a woman than a man—by saying, "As I am your friend, I feel it is my duty to tell you" that your husband is flirting with another woman or your son got drunk at the Croesus ball or your daughter is in love with a hopeless detrimental or something unpleasant that somebody has said about you. Or else you show her your new bonnet or gown and she smiles sinisterly and remarks, "How perfectly sweet! But don't you think that color very trying to a person with a sallow complexion? Of course, I should not mention it if we were not such friends." Or she feels it incumbent on her to advise you to refrain from reciting or singing or acting in public; or tells you that your poem or book is silly and that all the nice things people say about it are polite lies—"but between friends there should always be the truth." Be sure that when a woman means to stab she always puts on the disguise of friendship. When a woman who is a casual acquaintance begins to "My dear" you, sheer off to one side. When, on insufficient provocation, she calls you "Darling," go home and put on chain armor under your stays, for she has a knife up her sleeve and means to drive it into your heart.

Then there is the complaining friend, whose understanding of friendship is a place that is a dumping ground for all her troubles. She comes to see you merely to get a fresh spot to weep in; she washes all her dirty family linen in your best parlor and tells you of her husband's shortcomings and her children's misdemeanors, and is as generally cheerful and agreeable to have about you as a wet blanket. Heaven knows it is the sacred privilege of friendship to sympathize and help, but where no help is possible it is a mean and cowardly thing to burden other people with sorrows they can not alleviate. It does the chronic complainer no good to thresh over her grievances and it does the person complained to grievous wrong. Everybody has troubles enough of their own, and anyone is justified in establishing a shotgun quarantine against whining friends and shooting at sight all who break through.

Almost as much of a nuisance are the

1902 Jardiniere Assortment

Jardiniers, assorted blends, 2 dozen in a package.

$\frac{2}{3}$ dozen 7 inch assorted tints for \$2.37

$\frac{2}{3}$ dozen 8 inch assorted tints for 3 00

$\frac{2}{3}$ dozen 9 inch assorted tints for 4 38

Total - - - \$9.75

They sell themselves for 50, 65 and 75 cents each.

Write for a package now.

GEO. H. WHELOCK & CO.

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

A Business Hint

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

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

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

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

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

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

Every Cake



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

Fleischmann & Co.,

Detroit Office, 111 W. Larned St.

Grand Rapids Office, 29 Crescent Ave.

unconventional friends who go on the happy theory that whatever is my friend's is mine. They never wait for an invitation, but descend upon you, bag and baggage, at unseasonable times. They take your books without asking, they use your pet pen, they pop into your bedroom and make themselves at home in your kitchen.

Conventionality and formality are the life lines that civilization has stretched to protect us from each other, and the minute a person breaks over the barrier they become a nuisance that ought to be hunted out of society. Real friendship has its reserves. It does not seek to penetrate into every nook and corner of another's life, and respects another's privacy as it guards its own.

The blatantly vulgar who think they show friendship by being familiar are utterly incapable of real friendship. The minute another person knows your every secret—whether you get your complexion from nature or art, how much you pay your cook, whether you stint the table to have a box at the opera, when and what you spat with your husband about—she knows too much and you hate her for her knowledge. The minute a woman shows a tendency to run in your back door, show her the front door, and you will save yourself trouble and gray hairs.

The borrowing friend who depends upon her acquaintances to supply her with patterns and magazines and stationery and who knows you will not mind letting a friend have a cheap milliner copy your imported French hat; the managing friend who expects to boss your servants, regulate your household, dictate to your husband and raise your children; the touchy friend who is always on the lookout for an affront and who is offended every time you dare invite anyone to your house without asking her—all these are more trouble than pleasure and not worth the price you must pay for them.

A real friend is one who loves loyally, who trusts fully, who is helpful in times of trouble, sympathetic in prosperity, who maintains her own individuality and respects yours. She is a person who, if you saw her every day, you would not weary of, and if you did not see her for ten years you would find unchanged. To know such a friend is a liberal education. To love her is a benediction, and when one finds such a one—whether man or woman—they do well to grapple to them with hooks of steel.

But beware of imitations and counterfeits!

Dorothy Dix.

Why Women Should Sing.

There is little or no doubt that the woman who is even only tolerably good looking, but who can sing well enough to appear in public, finds more ardent admirers among the opposite sex than the merely pretty woman who has no similar ability. Even men who are not at all musical feel attracted toward a girl who has a good voice and is not too nervous to use it.

Women who sing are generally robust and cheerful. This is absolutely true, sweeping as it may appear at first glance. A woman who would sing well must learn the art of filling her lungs with air in one deep breath; she is bound to do this or she will not be able to sing. When she has learned how to do this she has learned one of the profoundest secrets of physical fitness, and a cheerful disposition follows perfect health as night follows day. A woman who would sing well must learn the art

of putting her mind wholly out of touch with worrying details of everyday life for at least a given time every twenty-four hours; she can not possibly think about matters of a domestic nature while engaged in her daily practice. Should she do so she is but wasting her efforts and will never become a singer in the true sense of the word.

These two points are all important; they in themselves will be enough to secure attention from discerning young wife-seekers, yet when in addition to these points there is a good voice as well, how can anyone have ground for asking why women who sing succeed in getting husbands quicker than the women who do not? Women who sing go to twice as many house parties and picnics as their sisters who do not sing. This being so, it is but natural that they should meet twice as many eligible young men. Again, the songstress who is at a party or picnic is singled out and begged to add an item to the entertainment programme. She accedes to the wish, and for a time she rivets the attention of all present.

Her good qualities are bound to be seen, for the simple reason that she is criticised as she could not be were it not for the fact that she stands alone for a space and is the goal of all eyes. Her own nonsinging sister may be just as pretty and lovable a girl, but her most attractive qualities are not discovered half as quickly because she is dumped down among the crowd of visitors and is not invited to stand up for notice—on inspection. The girl who sings does not know what indigestion is; she is making her blood purer and richer as she sings, every note being a blow at the torpid condition from which indigestion is known to spring. As she is free from this common ailment among girls, she is, as a result, free from the despondency and gloom that follow in its train. Her happy face and laughing eyes do not fail to arouse first the interest and then the admiration of some nice young man who is earning a good salary and who is beginning to think that it is about time he took unto himself a wife.

The girl who sings, having learned how to put away life's little worries during the practice hour, learns also how to put them away at other times. This enables her to keep an eye open for the pleasanter side issues of life. She sees the beauty of the sunset and the charm of a noble action. These things put a light into her life that is reflected in all her words and deeds. She is elevated for no other reason than that she is put in possession of dreams that are unknown to the woman who does not sing. Added to her gift of voice is the benefit that has come to her through strictly training it—for no one will argue that only a voice is necessary to a singer. Art is needed almost as much as voice, if singing worth the name is to be had. The girl who sings is asked to become a member of a choral society or perhaps a choir. Any mere man knows that directly a girl joins a choir she may become an engaged young lady as if by magic. Girls who become members of choirs are never old maids unless they are determined to be so.

Cora Stowell.

Cheaper Than a Candle



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

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.

Julius H. J. Friedrich

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

Pianos, Organs,
Sheet Music,
Talking Machines,



and all kinds of
Small Musical Instruments

Right Goods, Right Prices and Right Treatment is our motto



Alpha New England Salad Cream

Contains No Oil

The Cream of All Salad Dressings

This is the cream of great renown,
That is widely known in every town.
For even the lobster under the sea
With THIS a salad would fain to be.

20 and 25 cents per bottle

Valuable pillow tops given free for 5
trade marks.

H. J. Blodgett Co., Inc.
12 India St. Boston, Mass.

Also manufacturers of

Wonderland Pudding Tablets

The perfect pure food dessert. One
tablet, costing one penny, makes a
quart of delicious pudding.



Poultry

Possibilities of Fattening Poultry by Machinery.

We are hearing much of the possibilities of fattening poultry by special food and machinery. The machine is a modification of the time honored fattening or stuffing machine so long in use in Sussex England. That there is money in fattening fowls for market is admitted as an absolute fact; that thousands waste their time and money in sending to market poorly fed stock is true; and that much of this might be avoided by dividing one's stock into separate flocks and feeding them is true. All this we admit, and we shall continue to try to have the losing methods replaced by better, simpler and more profitable ones, which are within the reach of all. One may go so far as to shut up his stock in colonies, and feed them all the rich and fattening food they will eat, with no green food at all, and produce much better market poultry than is now produced, and profit by so doing, but the venture into machine fattening is another thing.

Those who fully understand machine stuffing make it profitable. A fattening station in each locality may in time be established, but we can not advise any one to go into the business on a large scale without a thorough understanding of the manner and methods of feeding and handling the fowls. There is always some loss even when handled by the most experienced. At times a whole flock will go back on their food, lose ground, and either die or be turned out to recover. To avoid this requires experience and training in the work. We know that thousands are fattened in this way in England, and it will be so in this country. Any one can have a machine and try a few, but the chances of success are against the inexperienced.

As we have stated above, this method will come. As the incubator and brooder have worked themselves into general use, so will this method of fattening for market come among us, and our purpose is to guard against losses for our readers, as well as disappointments. Money will be made by some in this business as in every other line, and the use of this machine will force all to have better market poultry, or else they must sell at a low price. But the fattening process is like the creamery, the separator and the threshing machine and the shredder; there are those who succeed with them all, and by their use many thousands are benefited. So will it be with the fattening machine when the successful handler establishes a stuffing station in your locality.

To add from 1½ pounds to 3½ pounds to any fowl in three weeks' time is the work of an expert at the business. The very richest and most fattening foods must be made use of, all kinds of ailments and bowel troubles must be guarded against, the proper cooping must be provided. It will readily be seen that all this calls for experience and the ability to handle enough to make it profitable.

The foods used by the most successful are cornmeal, barley meal and buckwheat meal mixed. This mixture is for yellow meat. For the lighter colored meat—which they prefer in England—considerable ground oats and some rice meal are used. This is mixed into a mash in the milk and some fat added—not meat, but tallow fat. In warm weather this food is fed cold, but in cold weather it is better to have it warm.

Scald the milk and gradually stir in as much of the ground oats as you intend to use and to this add the other meals as selected, also the rice meal if you desire to use it, and the tallow fat. Mix all thoroughly into a mash which will work nicely through the machine. Take the fowl in your arms, push the tube into its throat, press down the lever with your foot, hold one hand on the bird's crop, and as soon as it is comfortably full of food put it back into the coop. The tallow fat is used only during the last week and little water, if any, is allowed them, all they require being mixed with their food.—Country Gentleman.

Killing Poultry Near Eggs.
Correspondence Cold Storage.

We expect to kill and dress poultry in a room adjoining our egg room. There are double doors and a vestibule between the poultry room and the egg room. We are a little afraid that the smell of the poultry will get into the eggs and spoil them. We have, however, been told that the smell would not affect them at all by using a liberal amount of calcium in the poultry room. What would be your idea as to this matter, and how should the calcium be used to obtain the best results? Madison Cooper replies in the same publication as follows: "In your poultry killing and dressing rooms it is much more important that you provide a free circulation of air from the outside than it is that you expose a large quantity of chloride of calcium. The place to use the calcium is in the vestibule between the poultry room and the egg room, and it would be well if you would fit up a tray in this vestibule and keep a liberal amount of calcium thereon. It will probably not pay you to bother with the calcium in the poultry killing room. It is not good practice to enter your egg storage room from your poultry killing room and if you could make other arrangements without too great expense it would be the proper thing for you to do. You will, however, probably be on the safe side if you allow a liberal circulation of air through the rooms while you are using them for the killing and dressing of poultry. Another important thing is that you do not allow the refuse to accumulate or stay in the room for any length of time. The killing room should also be whitewashed from time to time and the floor scrubbed and scalded at least once each week.

Squared Up.

"Mr. Conrow looks tickled this morning," remarked the grocery clerk as he brushed the flies off the cheese. "He's gotter right to," said Uncle Jim from the cracker barrel. "He poured a lot of oil in his well to kill the mosquitoes, and a week later that city feller what sold him a gold brick last winter come to board with him." "Well?" said the clerk. "Well, Conrow's sold the farm to him for three times what he paid. He's goin' to bore for oil!"

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.

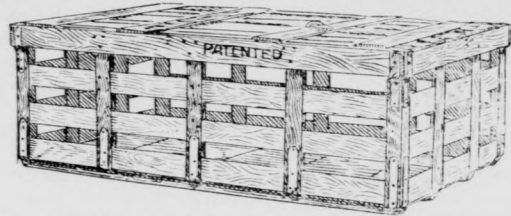
SEND YOUR

Poultry and Eggs

TO

Est. 1849 13 Blackstone St. Boston

POULTRY CRATES



Shippers of poultry will be interested in knowing that we are putting on the market crates made especially for poultry. They are made of seasoned elm, are strong, light and well ventilated. We have had nothing but words of praise from those shippers who have used them. Ask us to send you booklet giving full information and prices.

WILCOX BROTHERS,
CADILLAC, MICH.

BUTTER EGGS POULTRY

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

Buffalo market compares favorably with all others.

Rea & Witzig

Commission Merchants in Butter, Eggs and Poultry

96 West Market Street, BUFFALO, N. Y.

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

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

Butter

I always
want it.

E. F. Dudley

Owosso, Mich.

The New York Market

Special Features of the Grocery and Produce Trades.

Special Correspondence.

New York, Oct. 25.—Brazil has been quite a free seller of coffee this week and, as the offerings became more ample, the buying became more active and prices, upon the whole, are fairly steady, although no change is to be recorded, No. 7 being quotable at 5½c. The receipts of coffee at Rio and Santos are considerably behind those of last year, the aggregate since July 1 being 5,704,000 bags, against 7,188,000 bags during the same time last year. In store and afloat there are 2,776,032 bags, against 2,240,303 bags last year. Transactions in mild grades have been of small value and prices are generally firm. East Indias are steady with about the average amount of trading going on.

Offerings of teas are light and prices are firm for all sorts. Purchases are small in most instances because the supply is limited to everyday wants. Advances received from the East all show a firm market and there is every prospect that the tea market will rule in favor of the seller for some time to come.

The sugar market remains pretty much as last noted. Buyers do not seem inclined to do much new business and most of the trading consists of withdrawals under old contracts. Softs have been shaded somewhat, but otherwise no change has taken place.

The failure of the rice crop to quite an extent has shattered somewhat the favorable outlook of a little while ago and the market closes firm, with a pretty fair demand at former quotations—prime to choice, 5¼@5½c.

There is little, if anything, new to report in spices, the demand being simply of a hand-to-mouth character. Prices are well held, but no advance has taken place, although there is, seemingly, a firmer undertone for one or two articles. Singapore pepper, 13@13¼c.

Molasses is firm, but without change as to price, although the tendency is seemingly toward a slightly higher level. The offerings, both of open-kettle and centrifugal goods, are light and the situation warrants full rates.

Offerings of canned goods are so light in some lines that business is of very limited character. Corn, New York and Maine pack, is very scarce and the most interesting point in the canned goods situation is the prospect of a far larger pack of tomatoes than was deemed possible a few weeks ago. 'Twas ever thus. The tomato is an elusive plant and at the moment one thinks it is defeated it comes up smiling and shows a big crop. Good authority now states that the pack this year will be fully as large as last, one man stating that Maryland alone will send out 5,000,000 cases. He seems to have the figures to prove his assertions, too. To this add a good outturn in New Jersey, quite a pack in Delaware and then plus the rest of the country and it will be seen that there is enough to fill quite a demand. Yet it is not likely there is an overabundance, even if this output is correct. The corn supply is short and the tomato is something that "comes in handy" when everything else fails to please. No. 3 tomatoes of good Jersey pack are worth \$1.15, either at factory or here. Corn is hardly to be found here at all except in small lots, and it is said that \$1.50 has been paid for Maine goods, with the general run from \$1.35 @1.40. Salmon remains in good demand and prices are well sustained.

A scarcity of the large sizes of prunes is occasioning a firmer market for this fruit. Aside from this the dried fruit situation is about unchanged, although the tone of the market seems to be stronger than a fortnight ago. Raisins, figs and nuts are all moving with freedom and the holiday trade will soon accelerate the movement. Lemons and oranges are selling pretty well, although, of course, the lemon movement is light at this time of year. They range from \$2.10@4.50, the latter for fancy stock. Valencia oranges average something like \$5 per box, some selling as high as

\$8. Jamaicas range about \$2.25. Bananas are steady and without change.

Little change has taken place in the butter market. The demand is slow and confined to the better grades. Best Western is worth 25c, and it must be the very highest quality to bring this. Lower grades seem to be in abundant supply and at the moment the market tends in favor of the buyer. Seconds to firsts, creamery, 21@24½c. Some held stock is working out well at about 24c. Imitation creamery, 18@20c; factory, June make, 17@18½c; seconds to firsts, 17@18c.

Only a moderate demand prevails in cheese and quotations show little, if any, change. New York State full cream is quotable at 12½@12¾c.

The supply of eggs, which will hardly come up to the required standard, is large and keeps accumulating. The weather is too warm for eggs to long retain freshness if exposed. Prices for the best are about unchanged, ranging from 23½c for fair to good to 25c for fresh gathered Western, loss off. At mark, the range is from 19@24c, as to quality, an average being about 22c.

She Was a Good Manager.

It was admitted that the woman was truly a remarkable one. She succeeded in living far better than would seem to be possible on her husband's income.

"But how does she do it?" asked the ignorant one.

"She's such a good manager," answered the knowing one.

"Knows how to make a little go a long way, I suppose?"

"Well, not exactly that, but she knows how to make him provide properly for the family. You see, she spends the money he gives her for luxuries, so he just has to provide the necessities in addition. There's always something needed, and she's broke, so that forces him to scrape up some more cash. In that way they manage to live really well. Oh, she's a wonderful manager! Not one in a thousand could do as well on his income as she has done."

"And the result?"

"Oh, I believe something has been said about his being forced into bankruptcy next week, but she has managed splendidly, don't you think?"

Smart Scheme Spoiled.

A restaurant keeper at Washington advertised to furnish his customers with "a new issue of four dollar notes." He kept his word by supplying those who applied for them and had the equivalent with four new one dollar bills uncut on one sheet. The Treasury Department did not look with favor on this method of advertising and issued an order forbidding the further issue of bills in an uncut form to any one.

Ceresota

is the most reliable bread flour in the United States. It is as near absolute uniformity as flour can be made. Our change from old to new wheat is so gradual and begins so late in the season that users of CERESOTA never have trouble from this source.

Northwestern Consolidated
Milling Co., Minneapolis, Minn.

Olney & Judson Grocer Co.,
Distributors for
Western 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

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.

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

POTATOES

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

H. ELMER MOSELEY & CO.

GRAND RAPIDS, MICH.

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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.

Clerks' Corner.

Tightening the Loosened Screw.
Written for the Tradesman.

Pretty, neat, thrifty, charming little Mrs. Robert Adair was getting tired of being told that the expenses were larger than the income warranted and "they" must retrench. Retrench!! She had been at it now for a good many months to be told every time there was a new moon that there had been too great an outlay. Patience had ceased to be a virtue and she made up her mind that something had got to be done about it. In the first, place to be absolutely sure that the household expenses were not the weak spot in her management, she began in September to economize. Breakfast, dinner, supper were looked after with the eye of a record-breaker, and that Sunday dinner was reduced to just a simple affair that Monday ought to be ashamed of, and for that very September with a dubious shake of the head there was a good deal of wondering why the house expenses could not be brought down to where they belonged.

That made Kate Ridgewood Adair's eyes snap. The expected "talk" had come and she was fully prepared for it. Her house was not so extensive as to prevent her from giving a side glance now and then to the prop that sustained that house and such glances had furnished her with a great deal of comfort. With her front doorstep carefully looked after she was in a position to watch the back doorstep of the busy grocery establishment that belonged to her adored "Robin," as she liked to call him, and she did not hesitate to make a note of what she saw.

There was to her watchful eyes even in that one month of watchfulness a fact that surprised her—a perceptible dropping off of trade and, what provoked her, an utter unconsciousness of the real condition of things on the part of the manager. A little reflection taught her why. Because Robert liked that second clerk, Bent Boltwood, he could not see that he was the Jonah that had got to be thrown overboard, if the Robert Adair house was to live and thrive. That conclusion reached my lady was ready for the stereotyped statement at the breakfast table on the first Sunday of October.

"I guess, deary, that we shall have to get along after this without lump sugar for our coffee. The month's sales are a little less than they were last month and we may as well begin to retrench where we can. I hate to say this, but better say it now than later on. The trade's falling off and I'm free to confess I do not see why."

"And because you are behind you want me to use brown sugar with my coffee! I am not going to. Lump sugar it has been and lump sugar it is going to be. How much do you estimate it cost for the house for September?"

"I do not know. I can tell to a cent by looking at the books."

That made her eyes blaze.

"I know without looking. Guess."

"Thirty dollars."

"Twenty dollars and fifteen cents, including the meat bill, and that is just as low as it's going to be. You'll have to look somewhere else for the trouble and as long as you have made up your mind to hold me responsible, I will tell you right here, while I am drinking my coffee sweetened with lump sugar, that your trouble lies squarely with that Bent Boltwood. Now if you are keeping store

for that fellow, just say so and take the consequences. I am not going to scrimp another month for him. I do not like him well enough. Now, I am going to tell you something.

"Your customers are dropping off because he is dirty as a pig and as saucy and overbearing as he is dirty. I do not care if his grandfather did help your father back there in Methuselah's time. It is not your affair anyway and what is left unpaid has been outlawed a good many years. Now, if you feel as if you must keep the fellow, keep him, but make him know his place and introduce him to a bathtub. That done—and you had better see to it to-day, 'the better the day the better the deed'—take him around to a tailor the first thing in the morning and insist on his ordering a thirty-five dollar suit. It will almost break the stingy thing's heart, but I have got to that pass where I had rather do that than use brown sugar for my coffee.

"You need not put on that look, Rob, I know what I am talking about. I have been looking after your affairs for the past month exactly as you have been looking after mine, with the same result: you have got to take care of your Jonah, as I would if I had found him, as you were going to make me when you thought you had found him in my pantry. I saw him go from the mackerel barrel with his hands dripping with the brine and measure out a peck of apples for the Hemingways' desert. His hands to start with were black with handling potatoes and his finger nails were filthy with the accumulations of the ages. He had on a shirt that had not seen the laundry for a fortnight—that is what he said, anyhow—he wore no collar nor necktie and his overalls were not only a sight to behold, but they had the fragrance of a glue factory.

"When I was in there—it was two weeks ago last Tuesday at exactly half past ten in the morning, for I looked at my watch and put it down—Mrs. Willard Curtis, whose custom is, as you say, worth a good deal to you, came in to leave her order and he was so rude to her that she left before she had reached the end of it and drove over to Armstrong & Bassett's. Of course that did not exactly suit his imperial highness, and poor little Mrs. Sutton, who ventured to asked the price of some peaches, was gruffly told to stand aside until he had time to wait on her."

"I have not seen anything like that in Bent. He—"

"Of course you have not. You have been too busy with looking after the house expenses, and I am getting tired of it. Now, Rob, I am perfectly willing to use brown sugar and go without meat and a good many other things if it is a necessity, but I am not going to do it for the sake of letting Bent Boltwood make a sty of the store and bankrupt the business."

The decision having thus been handed down, the judge—she never looked prettier in her life—with dignified composure and slightly elevated chin leaned forward a little, ready for any reply that might be forthcoming.

"I hate to lose Bent. He is honest and he is faithful. He will work all night if we want him to and he is not asking to be let off every other day. He is pretty careless about his looks and I suppose he does answer up pretty short when things do not go right—all of us do—but if he is as bad as you say he is, that is enough. How would it work to let him see just how things stand and

then ship him if he does not come to time? I'll tell you, Kate, you talk to him. Let's have him to dinner to-day and you just give it to him. You can do it in your way, you know, and he can not get mad. What do you say? I will phone right over now—shall I?"

He did; and after a dinner that only a genius can put on, the whole matter was gone over and settled easily and pleasantly. To repeat it would be tiresome. A few leading points only can be here stated:

"You see, Bent, you are wrong in thinking that it makes no difference what a clerk wears or how he looks. Well dressed men does not mean extravagantly dressed, but it means well-fitting garments, clean linen, polished footwear, well-kept finger nails and clean hands and face. Customers do not care to be waited on by a clerk whose collar is doing overtime duty and who has the necktie trying to crawl over the top of it. They do not like to see shabby and dusty clothes behind the counter and a face that has not been shaved for four days, even in a grocery. Poverty is no disgrace and objections will not be made because the salesman does not wear a high-priced made-to-order suit when he can only afford a twelve-dollar ready made, provided the latter fits and is carefully brushed; and then a clerk so dressed must live up to his clothes. That is all there is to it. I think you two can manage the rest without help from me."

A sentence takes care of what followed: Bent Boltwood was not discharged. Richard Malcolm Strong.

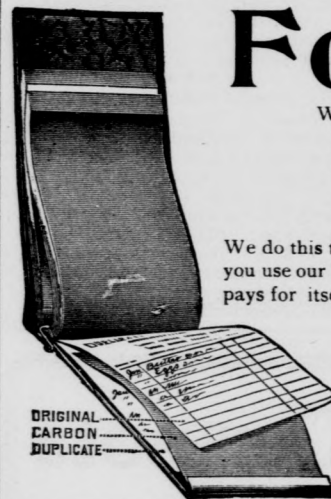
A strong man is weak if he has no faith in himself.

Don't Get Behind the Procession

Keep ahead. It will be hard to catch up if the other fellow gets too far in the lead. To stay in the game you must have the best goods—the goods that hold your old trade and bring you new customers. D CRACKERS are just this kind. Dealers who have sold them say so, why not you? If you want to find out all about them write us for our price list

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

We Do Not Belong to the Trust



For \$4.00

We will send you printed and complete

5,000 Bills
5,000 Duplicates
100 Sheets of Carbon Paper
2 Patent Leather Covers

We do this to have you give them a trial. We know if once you use our Duplicate system you will always use it, as it pays for itself in forgotten charges alone. For descriptive circular and special prices on large quantities address

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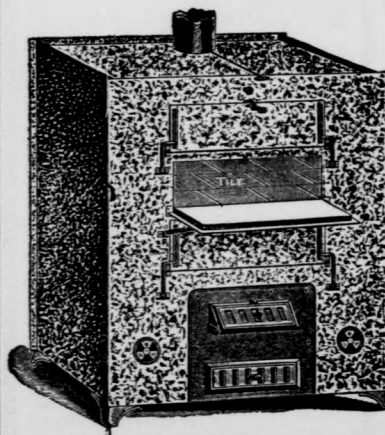
St. Paul, Minnesota

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



Commercial Travelers

Michigan Knights of the Grip
President, JOHN A. WESTON, Lansing; Secretary, M. S. BROWN, Saginaw; Treasurer, JOHN W. SCHRAM, Detroit.

United Commercial Travelers of Michigan
Grand Counselor, H. E. BARTLETT, Flint; Grand Secretary, A. KENDALL, Hillsdale; Grand Treasurer, C. M. EDELMAN, Saginaw.

Grand Rapids Council No. 131, U. C. T.
Senior Counselor, W. S. BURNS; Secretary Treasurer, L. F. Baker.

HOSTILE GROCERS.

First and Last Attempt to Organize an Association.

Your uncle is done trying to do things for the benefit of suffering humanity.

As a philanthropist I am a dismal failure and I own up to it.

I have been spending some few days in a little town not far from Pittsburg, Pa. It is not a large place, but pretty, and I stayed on there perhaps longer than I needed to have done.

In this place there are thirteen grocers—if I had had any brains I would have known that that was an unlucky number. There had never been an association there and never any attempt to form one, so far as I know. The trade is at sixes and sevens more than I have ever known it to be in any other town of the same size. The grocers are hostile toward each other and fight each other all the time.

One day I was talking with a grocer who is one of the best in the place. When I got stalled for subjects of conversation—and you do get stalled occasionally in a small town—I came around, as I usually do, to the subject of associations.

"You fellows make a big mistake," I said, "in not having an association here. Why, you could get the whole thirteen in easy and have all the trade of the place tied up at your own prices as tight as a string."

"It wouldn't work," he said.

"Why not?"

"Well, because our boys here hate each other too much. I don't believe in carrying feuds that way, so I am willing enough to speak to them all, but I can count six right now who won't speak to me at all."

"That is just the reason you want an association," I said, "to get you fellows together and stop this childish squabbling."

Why didn't I have brains enough to keep my mouth out of what didn't concern me?

"Well," said the grocer, half in joke and half in earnest, "you go ahead and get up an association. I will stand by it and do anything you say."

Just here is where I ought to have lifted my hat politely and said, "Good morning." Instead of that, my old tobacco heart burned with zeal for my fellow-creature and I went out and began to hustle to give an association to thirteen unlucky grocers who did not want any.

Well, to make a long story short, after an enormous amount of persuasion, I succeeded in getting the whole thirteen grocers to agree to attend a meeting in the G. A. R. rooms that night. By the time I got through I was wringing wet with good perspiration that I would have saved if I had not been a fool.

When evening came, I was there early with my four hairs all combed and a clean collar on that I had bought from the leading "gents' furnisher."

Who said rubber?

The thirteen grocers were true to their

word and trooped in one by one a shame-faced lot, each one practically alone, so far as hobnobbing with his fellows was concerned.

Eight o'clock came and it seemed to be up to me, so I arose and walked gracefully to the front of the hall.

I wish I had space here to reproduce my speech of welcome. At the beginning I thrust my hand into the front of my coat—a habit that I got from Webster. I tried to take it out after a little while to make a gesture, but found it was stuck, so I had to stand like a cigar store Indian during the whole oration.

I settled several grave national questions, got the coal strike out of the way without the slightest difficulty, and predicted in glowing language a bright future for the new little local association.

Then I called for nominations for temporary chairman and not a soul said a thing. Finally, I had to call on the grocer who had put me up to the thing. He took the chair, "thanking you, gentlemen, for the honor" that had not been conferred.

Well, to make a long story short, I saw that I was up against it. The thirteen all had grudges neatly buttoned under their coats, and were only waiting half a chance to bring them out. Nobody took any interest anything—I did it all, and I wished I was at home with my wife a hundred times.

I can browbeat my wife.

There was no open outbreak until I nominated a certain grocer for President. Then one fellow grunted derisively and the nominee got red and huffy. When the vote came, several men refused to vote. The nominee got up and said rather tartly that he did not believe in "carrying the fighting into a meeting, as he understood he was coming here to make peace. If anybody objected to him as President, he would withdraw, but he guessed his record was as clean as any of them, and, anyway, he had never once cut goods below cost, which some of those present were fools enough to do."

At this there was a derisive howl from six or eight and I tiptoed my way to one side, sat down and waited for things to be doing. I knew that the ball would roll then without your uncle.

And it did.

One young grocer arose. "What that man says ain't so," he said. "He has cut goods below cost, just to spoil my business! My store is just opposite his and I know what I am talking about." Then he turned directly to the nominee for President.

"How about So-and-so, and So-and-so, and So-and-so?" he went on, referring to certain brands of goods, and getting madder every minute.

Well, that was the electric button that opened the exposition. They were all on their feet, some throwing charges into the others' teeth, others doing their best to smooth things over. It was a regular political convention.

I sat back, an interested spectator, wondering how under heaven I was ever fool enough to get into a scrape like that.

Every minute I expected the animals to turn and rend me, as the cause of their getting together.

And I had mentioned the "brilliant future of the local association!"

The hubbub kept getting worse, and finally I got mad.

"Gentlemen," I said, "this is a most disgraceful scene. You have a right to be enemies to each other, if you like, in your business, but you have no right to

carry the thing into a public meeting that was called to make peace—to organize an association that would be to the benefit of all of you. I came, a stranger, to try to do this for you—I would get nothing out of it—and you show appreciation of my efforts by turning this meeting into a dog fight. I see at last that I was a fool for ever attempting it and I assure you I will never make such a mistake again. My advice to you now is that if you can not discuss trade problems calmly and amicably like gentlemen, go home and let me get out of town!"

Well, I think that made them ashamed a little. I have a severe judicial manner when aroused. They sat down and I concluded that maybe the thing was going to go after all, when some fellow suddenly said:

"I move we adjourn."

Before I had time to do anything with the motion, the whole caboodle of them got up and slammed out, leaving your old fool uncle there alone.

Will I organize any more local associations with "brilliant futures?"

Nit and nit again.—Stroller in Grocery World.

Gripsack Brigade.

Traverse City Eagle: Elisha Shepherd has resigned his position with the Mercantile Co. to become a traveling salesman for the Kelley Lumber & Shingle Co.

Ionia Standard: Fred J. Whitney has joined the grand army of Knights of the Grip, and is traveling for the John Anisfield Co., of Cleveland, makers of ladies' cloaks.

It is understood that all the traveling representatives of the Ball-Barnhart-Putman Co. will be employed by the Judson Grocer Company with the exception of Will Ephlin.

Will Ephlin has transferred himself from the Ball-Barnhart-Putman Co. to the Musselman Grocer Co. branch of the National Grocer Co. He will cover the Pentwater branch and a portion of the Holland colony.

Marshall Statesman: A. W. Saxe, who for several years has been in the employ of the National Cash Register Co., as agent at Saginaw, has been promoted to district manager with headquarters at Buffalo, N. Y.

Frank A. Califf, who has covered the Eastern States for the past two years for the Automatic Wringer Co., of Muskegon, has engaged to travel in Wisconsin for the Spencer Manufacturing Co., of St. Paul. He will see his trade every sixty days. He will make his headquarters in St. Paul.

Traveling men call the attention of the Tradesman to the fact that Parr & Dewey, liverymen at Plainwell, attempt to intimidate the merchants of that place by denying them the privilege of purchasing goods of those traveling men who do not patronize their livery. This looks like pretty small business, but some liverymen are mighty small men.

Petoskey Evening News: W. L. Cartwright is once more in his old berth of chief clerk at the Cushman House. Mr. Cartwright has been with the Hotel Eltson, at Charlevoix, for the past two years, and was last summer engaged in business at that place. Knowing his ability from years of experience, Mr. Cushman lost no time in engaging Mr. Cartwright's services, when he found him at liberty.

The Judson Grocer Company has honored the traveling fraternity by making two of its representatives directors in the corporation. This is not only a

recognition of the merit of the men, but is a tacit acknowledgment of the confidence the house reposes in traveling men as a class and the dependence it places on its own traveling force as the recognized medium of communication between the jobber and retailer.

Of course, Cornelius Crawford witnessed the play of David Harum at Powers' opera house last Saturday evening and was naturally most interested in the first act, where the genial old banker and horse trader trimmed up Deacon Perkins. Crawford said the incident reminded him of the time back in Caledonia nearly twenty years ago when he was trimmed by a deacon, who sold him a colt which had been paralyzed by a stroke of lightning. He succeeded in unloading his purchase on another deacon, and since that time there is no record of any swapping of horses in which the traveling pill pounder did not come out first best.

Winter Entertainments of Grand Rapids Council.

Grand Rapids, Oct. 28.—Arrangements have been perfected for a series of parties for the winter, to be given by Grand Rapids Council, No. 131, and will consist of ten parties—five dancing and five card parties. Season tickets admitting to all are now in the hands of the committee, or if you see C. P. Reynolds, J. Howard Rutka, J. G. Kolb, J. H. Taylor or Franklin Pierce coming toward you, be prepared to hand out \$2 for a season ticket. That is all they are, boys. Just think of all the fun we will have for our money! The intention is to give the dancing parties in the St. Cecilia hall, commencing Saturday evening, Nov. 8, and one the second Saturday in each month thereafter. On the third Saturday evening of the month will occur the pedro parties in our Council rooms, the first one being on Nov. 15. Music will be furnished by Newell's orchestra. Ja Dee.

It is sometimes cheaper to buy an article than to make it, and it is often an advantage to buy from a distance than to purchase nearer home. The same rule that applies to individuals also applies to nations. It is more profitable to make something to sell that will return a profit, using the proceeds to purchase articles that other countries can provide at a lower price than they can be obtained at home, than to attempt to manufacture it at a loss. Always buy in the best and cheapest market.

Youth within the heart is better than wealth.

The Livingston Hotel

Only three minutes' walk from Union Station.

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

The Warwick

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

A. B. GARDNER, Manager.

Drugs--Chemicals

Michigan State Board of Pharmacy

	Term expires
HENRY H. H. M. Saginaw	Dec. 31, 1902
W. P. DOTY, Detroit	Dec. 31, 1903
CLARENCE B. STODDARD, Monroe	Dec. 31, 1904
JOHN D. MUIR, Grand Rapids	Dec. 31, 1905
ARTHUR H. WEBBER, Cadillac	Dec. 31, 1906

President, HENRY H. H. M. Saginaw.
Secretary, JOHN D. MUIR, Grand Rapids.
Treasurer, W. P. DOTY, Detroit.

Examination Sessions.
Lansing, November 5 and 6.

Mich. State Pharmaceutical Association.

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

Mr. Todd's Explanation of His Pepper-mint Oil Corner.

Kalamazoo, Oct. 27.—The growing of essential oil plants has not been remunerative for some years past. Speculators in New York and London have ruined the market by manipulations and adulterations. The result has been that growing has been done at a loss to the growers. It was to remedy this condition and to protect our customers that we reached out after the crops of plants grown for essential oils. Although we have 12,000 acres in our own farms, we have not been able to produce enough to take care of our customers. At the present time the supply is inadequate to fill the demand. This is due to the increasing demand for essential oils and the fact that the crop of this year is not so large as in years past. The crop will be only half of the usual crop. This is due largely to the excessive rains, which have cut down the production. As to the demand for essential oils—an idea of the trade may be gained from the fact that these oils enter into the manufacture of various pharmaceutical articles, confectionery, gum, toilet waters and perfumes, extracts, etc.

Michigan produces about 75 per cent. of the total crop of the world, and Michigan has been hard hit. At Decatur, where 130,000 pounds were produced in 1896 only 10,000 were produced this year—about one-seventh of the former crop. It is interesting to note that over 90 per cent. of the genuine oil of peppermint of the world is grown within a radius of seventy-five miles of Kalamazoo, and Kalamazoo may fairly be called the center of the essential oil industry of the world. Formerly Wayne county, New York was the peppermint center of the world, but the product for this year was only 1,000 pounds, so that this industry in New York has practically passed into history.

The price of peppermint oil is now \$5 a pound. It was \$2.50 a pound a month ago. This advance is due to the causes I have before indicated. Not only is the crop largely decreased this year, but all the surplus of past seasons has been used up. By securing the crop as we have we shall not only be able to put the business on a basis that will make a profit for the grower, but we shall also be able the better to protect our customers. There have been a large number of adulterations of essential oils in the past; and the present conditions would increase the cupidity of the manufacturers who adulterate these oils. But having practically secured the crop of the world, as we have, we shall be able to prevent this. Our oils are guaranteed to be absolutely pure and the result will be a direct benefit to the trade as only pure oils will be sold. How much is the value of the crop? Well, I would not exactly care to give out those figures. But the value of the Michigan crop may be obtained from the fact that the product for Michigan will be about 125,000 pounds, and as this is the bulk of the crop of the world some idea can be obtained.

A. M. Todd.

The Drug Market.

Opium—Is dull and easy.
Morphine—Is unchanged.
Quinine—Is unchanged.
Bromides Potassium, Sodium and Ammonium—Have further declined and tending lower.

Cocaine—Is very firm on account of higher prices for crude.

Rosin—Has advanced 35c per barrel.
Cod Liver Oil, Norwegian—Has advanced \$5 per barrel and is tending higher.

Ichthyol—Has advanced on account of increased tariff.

Menthol—Advanced nearly every day last week on account of scarcity and higher prices abroad.

Santonine—Has advanced on account of higher prices for crude material.

Select Elm Bark—There is very little to be had, and prices are again advanced and tending higher.

Juniper Berries—Are tending lower on account of arrival of new crop.

Oil Anise—Is very firm and tending higher.

Oil Peppermint—It is stated that 90 per cent. of the new crop is controlled in Michigan. Prices have advanced 100 per cent.

Oil Cassia—Is firm and tending higher.

Oil Spearmint—Crop is very small and, like peppermint, has more than doubled in price.

Oil Tansy—Is another oil that is very scarce and prices have doubled.

Oil Wormwood—The same may be said of this oil as of peppermint and spearmint. Stocks will be small and high prices rule.

Oil Wintergreen—Has been materially advanced for the same reason, small stocks.

Senega Root—New crops are coming into the market and prices are a little lower.

Blood Root—Is scarce and advancing.

Linseed Oil—Has declined, but as there is improvement in the price of seed it is very firm.

Carbolic Acid and Suicides.

The officers of the Retail Druggists' Association of St. Louis recently held a meeting and decided to call the attention of all members to the importance of using extraordinary precautions in making sales of carbolic acid, as a regular epidemic of suicides by use of this poison has prevailed in this city for the past six months, more than thirty cases of attempted suicide by its use having been reported in a single month.

With a majority of the members of the Association the officers' appeal was quite unnecessary, for the druggists had already taken action and were refusing to sell the poison without a prescription or written order from a physician to do so. The city Board of Health is of the opinion that the refusal of the druggists to supply carbolic acid other than upon prescription has had much to do in lessening the number of suicides, as but few cases have been reported since the druggists took this action.

Eau de Cananga.

The Seifenfabrikant gives the following formula for this pleasant perfume:

Oil cinnamon..... 1 part
Oil nutmeg..... 1 part
Oil cloves..... 2 parts
Oil cananga..... 2 parts
Tincture musk..... 1 part
Tincture styrax..... 2 parts
Tincture vetiver..... 5 parts
Alcohol..... 2,000 parts

Mix, let stand for fifteen days, then add 1,200 parts of water in which 20 parts of alum have been dissolved. Mix by active agitation, let stand 24 hours, then filter through magnesia.

The world's great work is done by honest hands.

Kindness to Children in the Drug Store.

There are but few places of business to which children are sent by their parents as purchasers more frequently than to the drug store. Even the tiny tot of five or six years is a frequent visitor in behalf of its mamma, and lucky is the druggist who appreciates the importance to his trade of winning the good will of the little messenger.

Children are very early capable of impression and equally capable of conveying it to others. The child may think nothing of the article you tender it, but be assured, it will think very quickly of the manner in which you do it. Every druggist who has children of his own will not have failed to note the remarks his children have let drop about certain of his business neighbors, nor yet can he disavow a certain feeling of sympathy for the honesty of the child's criticism. The child may be wrong, but its unwillingness to go to a designated place and its decided preference for another of a similar character will influence the most matured judgment more than might readily be admitted.

Children represent the home of their parents in your place of business and the readiness with which this is recognized and the kindness by which it is manifested will prove the tactful foresight of which you are possessed more than anything else could. The writer has known more than one instance where the success of the druggist was determined by his geniality to young and old alike to such a degree as to retain the trade of families through two and three generations. A druggist who will chase a child harshly from his door because it asks him for a calendar or almanac should not forget that the passage of a few years may make him forget the child, but it will not be so apt to make the child forget him or his surly rebuff. Kindness and civility are never lost on children and to the business man they will enable him to reap an interest on his mannerly investment that will repay him a thousand fold. Never neglect a child or its claims, for be assured it may live to neglect you and your aims.

A Cooling Cream.

Quince seed..... 1 oz.
Boric acid..... 16 grs.
Starch..... 1 oz.
Glycerin..... 16 ozs.
Carbolic acid..... 40 dps.
Alcohol..... 12 ozs.
Oil lavender..... 40 dps.
Oil rose..... 10 dps.
Extract white rose..... 1 oz.
Water, enough to make..... 64 ozs.

Dissolve the boric acid in a quart of water and in this macerate the quince seed for three hours, then straining. Heat together the starch and the glycerin until the starch granules are all broken, and mix with this the carbolic acid. Dissolve the oils and the extract of rose in the alcohol, and add to the quince-seed mucilage; then mix all together, strain, and add water enough to make the product weigh 64 ounces.

Juniper Pomade.

The formula of this preparation was given to the profession by the late Prof. Howe. Among its numerous uses it is found to be a pretty sure cure for all forms of eczema or tetter. It allays the itching and destroys the vesicles and scales. The unguent may be used on all parts of the body, although sparingly on mucous surfaces. It is employed in the nasal cavities, applied with a camel's hair brush, to mitigate the

symptoms of catarrh, to arrest hay fever, to heal nasal ulcers, to arrest ringing in the ears, and to improve states of deafness, depending upon thickening of the lining of the eustachian tubes. Juniper pomade softens the scaly patches on the face which are often epitheliomatous. It has proved an excellent dressing for tetter of the edges of the eyelids, which leads to wild hairs and induration of the tarsal borders. The pomade is reliable in the treatment of sore nipples in nursing women; and it will cure chapped hands. The physical properties of the agent are as elegant as are those of cold cream, and its curative properties superior to any official preparation of the kind. The formula for juniper pomade is as follows: Lard, dehydrated..... 6 ozs.
Paraffine..... 5 drs.
White wax..... 1 dr.
Oil juniper berries..... 3 drs.
Fowler's solution..... 3 drs.

Melt the paraffine and the wax first, gradually adding the lard. Lastly add the oil and Fowler's solution, vigorously mixing with an egg beater.

Silvering Fluid.

The following may be used for renovating plated ware:

Argent. nit..... ½ oz.
Sodii chlor..... ½ oz.
Potass. cyanide..... 1 oz.
Aqua..... q. s.

Dissolve the silver nitrate in a pint of water, and add the salt dissolved in an ounce of water. Collect the precipitate, and place with the potassium cyanide in a mortar, and add enough water to make a solution. Prepared chalk, moistened with the fluid, is rubbed on the part which it is desired to replate.

Grippe Cough.

This prescription has been found useful to mitigate the cough accompanying attacks of grippe:

Heroin..... 1½ grs.
Ammonium chloride..... 2 drs.
Syrup tar..... 2 ozs.
Syrup tolu..... 2 ozs.
Syr. wild cherry, to make..... 5 ozs.

Two teaspoonfuls every three or four hours.

Codeine sulphate (3 grs.) may be used instead of heroin if desired.

The man who was hemmed in by a crowd has been troubled with a stitch in his side ever since.

Don't Place Your Wall Paper Order

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Heystek & Canfield Co.
Grand Rapids, Mich.

FRED BRUNDAGE

wholesale

Drugs and Stationery

32 & 34 Western Ave.,

MUSKEGON, MICH.

WHOLESALE DRUG PRICE CURRENT

Advanced—Elm Bark, Oil Wintergreen, Oil Peppermint, Oil Spearmint, Menthol.
Declined—Juniper Berries, Bromide Potassium, Senega Root.

Acidum			Conium Mac.			Scilla Co.		
Aceticum	60¢	8	Copaiba	1 15¢	1 25	Tolutan	2 50	2 50
Benzolium, German	70¢	75	Cubeba	1 30¢	1 35	Prunus virg.	2 50	2 50
Boracic	2 17	17	Erigeron	1 50¢	1 60	Tinctures		
Carbolicum	24¢	29	Gaultheria	1 00¢	1 10	Aconitum Napellis R	60	60
Citricum	43¢	45	Geranium, ounce	2 20¢	2 30	Aconitum Napellis F	60	60
Hydrochlor.	3¢	5	Gossypii, Sem. gal.	1 50¢	1 55	Aloes	60	60
Nitrosum	8¢	10	Hedera	1 50¢	1 55	Aloes and Myrrh	60	60
Oxalicum	12¢	14	Juniper	1 50¢	1 55	Arnica	60	60
Salicylicum	50¢	53	Lavandula	90¢	2 00	Assafetida	60	60
Salpurium	1 10¢	1 20	Limonia	1 15¢	1 25	Atropa Belladonna	60	60
Tartaricum	38¢	40	Mentha Piper	5 50¢	6 00	Aurant Cortex	60	60
Ammonia			Mentha Verid.	5 00¢	5 50	Benzoin	60	60
Aqua, 16 deg.	4¢	6	Morruha, gal.	2 00¢	2 10	Barosma	60	60
Aqua, 20 deg.	6¢	8	Myrica	4 00¢	4 50	Cantharides	60	60
Carbonas	13¢	15	Picea Liquida, gal.	10¢	12	Capicum	60	60
Chloridum	12¢	14	Ricina	9¢	10	Cardamon	60	60
Aniline			Rosmarini	2 00	2 10	Cardamon Co.	60	60
Black	2 00¢	2 25	Rose, ounce	6 50¢	7 00	Castor	60	60
Brown	80¢	1 00	Succini	40¢	45	Catechu	60	60
Red	45¢	50	Sabina	90¢	1 00	Cinchona Co.	60	60
Yellow	2 50¢	3 00	Santal	2 75¢	3 00	Cinchona Co.	60	60
Bacca			Sassafras	55¢	60	Columba	60	60
Cubeba, po, 25	22¢	24	Sinapis, ess, ounce	1 50¢	1 65	Cubeba	60	60
Juniperus	7¢	8	Tigili	1 50¢	1 60	Cassia Acutifol	60	60
Xanthoxylum	1 50¢	1 60	Thyme	40¢	50	Cassia Acutifol Co.	60	60
Balsamum			Thyme, opt	1 60	1 80	Digitalis	60	60
Copaiba	50¢	55	Theobromas	15¢	20	Ferri Chloridum	60	60
Peru	60¢	65	Potassium			Gentian Co.	60	60
Terabin, Canada	60¢	65	Bi-Carb.	15¢	18	Gulaca	60	60
Tolutan	45¢	50	Bichromate	13¢	15	Gulaca ammon	60	60
Cortex			Bromide	45¢	50	Hyoscyamus	60	60
Abies, Canadian	18	18	Carb	12¢	15	Iodine	60	60
Cassia	12	12	Chlorate, po, 17	18¢	18	Iodine, colorless	60	60
Cinchona Flava	18	18	Cyanide	34¢	38	Kino	60	60
Eucynus atropurp.	15	15	Iodide	2 30¢	2 40	Lobelia	60	60
Myrica Cerifera, po	20	20	Potassa, Bitart, pure	28¢	30	Myrrh	60	60
Prunus Virginica	12	12	Potass Nitras, opt.	7¢	10	Nux Vomica	60	60
Quillaja, gr'd	12	12	Potass Nitras	6¢	8	Opil	60	60
Sassafras, po, 15	12	12	Prussiate	23¢	26	Opil, camphorated	60	60
Ulmus, po, 20, gr'd	38	38	Sulphate po.	15¢	18	Opil, deodorized	60	60
Extractum			Radix			Quassia	60	60
Glycyrrhiza Glabra	24¢	30	Aconitum	20¢	25	Rhatany	60	60
Glycyrrhiza, po	28¢	30	Althae	30¢	33	Rhel	60	60
Hematox, 15 lb. box	11¢	12	Anchusa	10¢	12	Sanguinaria	60	60
Hematox, 18	13¢	14	Arum po.	2¢	25	Serpentaria	60	60
Hematox, 1/4s	14¢	15	Calamus	20¢	40	Senega	60	60
Hematox, 1/4s	16¢	17	Gentiana, po, 15	12¢	15	Smilax, officinalis H.	60	60
Ferru			Glycyrrhiza, py, 15	16¢	18	Smilax, M.	60	60
Carbonate Precip.	15	15	Hydrastis Canad.	2¢	75	Scilla	60	60
Citrate and Quinia	2 25	25	Hydrastis Can., po.	2¢	80	Symplocarpus, Foet-	60	60
Citrate Soluble	75	75	Hellebore, Alba, po.	12¢	15	us, po.	60	60
Ferrocyanidum Sol.	40	40	Inula, po.	18¢	22	Valeriana, Eng. po. 30	60	60
Solut. Chloride	15	15	Ipecac, po.	2 75¢	2 80	Valeriana, German	60	60
Sulphate, com'l, by	80	80	Iris plox., po. 35	35¢	40	Zingiber a	60	60
bbl, per	2	2	Jalap, pr	25¢	30	Zingiber j.	60	60
Sulphate, pure	7	7	Maranta, 1/4s	22¢	25	Semen		
Flora			Podophyllum, po.	75¢	1 00	Anisum, po, 18	60	60
Arnica	15¢	18	Rhel, cut	75¢	1 25	Apium (graveleous)	60	60
Anthemlis	22¢	25	Rhel, pv	75¢	1 35	Bird, is.	60	60
Matricaria	30¢	35	Spigelia	35¢	38	Carul, po, 15	60	60
Folia			Sanguinaria, po, 15	12¢	15	Cardamon	60	60
Barosma	35¢	40	Serpentaria	50¢	55	Coriandrum	60	60
Cassia Acutifol, Tin-	20¢	25	Senega	75¢	80	Cannabis Sativa	60	60
nevelly	20¢	25	Smilax, officinalis H.	2¢	40	Cydonium	60	60
Cassia, Acutifol, Alix.	25¢	30	Scilla	10¢	12	Chenopodium	60	60
Salvia officinalis, 1/4s	12¢	20	Symplocarpus, Foet-	2¢	25	Diplex Odonate	60	60
and 1/4s	25¢	30	us, po.	2¢	25	Foeniculum	60	60
Uva Ursi	8¢	10	Valeriana, Eng. po. 30	15¢	20	Foenugreek, po.	60	60
Gummi			Valeriana, German	14¢	16	Lini	60	60
Acacia, 1st picked	6¢	65	Zingiber a	25¢	27	Lini, gr'd	60	60
Acacia, 2d picked	4¢	45	Spiritus			Lobelia	60	60
Acacia, 3d picked	2¢	35	Frumentum, W. D. Co.	2 00¢	2 50	Pharlaris Canarian	60	60
Acacia, sifted sorts.	6¢	28	Frumentum, D. F. R.	2 00¢	2 25	Rapa	60	60
Acacia, po.	45¢	65	Frumentum, O. T.	1 25¢	1 50	Sinapis Alba	60	60
Aloe, Barb. po, 18	12¢	14	Juniperis Co.	1 75¢	2 00	Sinapis Nigra	60	60
Aloe, Cape, po, 15	6¢	12	Saacharum N. E.	1 90¢	2 10	Sponges		
Aloe, Socotri, po, 40	6¢	30	Spt. Vini Gall.	1 75¢	2 00	Florida sheeps' wool	60	60
Ammoniac	55¢	60	Vini Oporto	1 25¢	2 00	carriage	60	60
Assafetida, po, 40	55¢	60	Vini Alba	1 25¢	2 00	Nassau sheeps' wool	60	60
Benzolium	50¢	55	Syrups			carriage	60	60
Catechu, 1/4s	6¢	13	Acacia	2 50¢	2 75	Velvet extra sheeps'	60	60
Catechu, 1/4s	6¢	14	Aurant Cortex	2 50¢	2 75	wool, carriage	60	60
Catechu, 1/4s	6¢	16	Zingiber	2 50¢	2 75	Extra yellow sheeps'	60	60
Camphora	64¢	69	Ipecac	2 50¢	2 75	wool, carriage	60	60
Euphorbium, po, 35	2¢	40	Ferri Iod.	2 50¢	2 75	Grass sheeps' wool,	60	60
Galbanum	2 10¢	1 00	Rhel Arom.	2 50¢	2 75	carriage	60	60
Gamboge	80¢	85	Smilax Officinalis	2 50¢	2 75	Hard, for slate use	60	60
Gualacum, po, 35	2¢	35	Senega	2 50¢	2 75	Yellow Reef, for	60	60
Kino	2¢	35	Scilla	2 50¢	2 75	slate use	60	60
Mastic	2¢	35	Herba			Herba		
Myrrh, po, 45	2¢	40	Abstinthum, oz. pkg	6 50¢	7 00	Abstinthum, oz. pkg	6 50¢	7 00
Opil, po, 4.10	2 30	3 10	Eupatorium, oz. pkg	50¢	55	Eupatorium, oz. pkg	50¢	55
Shellac	35¢	45	Lobelia, oz. pkg	2 10¢	2 20	Lobelia, oz. pkg	2 10¢	2 20
Shellac, bleached	40¢	45	Majorum, oz. pkg	2 10¢	2 20	Majorum, oz. pkg	2 10¢	2 20
Tragacanth	70¢	1 00	Mentha Ptp, oz. pkg	2 50¢	2 65	Mentha Ptp, oz. pkg	2 50¢	2 65
Magnesia			Mentha Vir, oz. pkg	2 50¢	2 65	Mentha Vir, oz. pkg	2 50¢	2 65
Calcined, Pat.	55¢	60	Rue, oz. pkg	2 50¢	2 65	Rue, oz. pkg	2 50¢	2 65
Carbonate, Pat.	18¢	20	Tanacetum V, oz. pkg	2 50¢	2 65	Tanacetum V, oz. pkg	2 50¢	2 65
Carbonate, K. & M.	18¢	20	Thymus, V, oz. pkg	2 50¢	2 65	Thymus, V, oz. pkg	2 50¢	2 65
Carbonate, Jennings	18¢	20	Oleum			Oleum		
Oleum			Abstinthum	6 50¢	7 00	Abstinthum	6 50¢	7 00
Abstinthum	6 50¢	7 00	Amygdale, Dule	8 00¢	8 25	Amygdale, Dule	8 00¢	8 25
Amygdale, Dule	8 00¢	8 25	Amygdale, Amare	1 80¢	1 85	Amygdale, Amare	1 80¢	1 85
Amygdale, Amare	1 80¢	1 85	Auranti Cortex	2 10¢	2 20	Auranti Cortex	2 10¢	2 20
Anisi	2 10¢	2 20	Bergamli	2 50¢	2 65	Bergamli	2 50¢	2 65
Auranti Cortex	2 10¢	2 20	Cajiputi	80¢	85	Cajiputi	80¢	85
Bergamli	2 50¢	2 65	Caryophylli	75¢	80	Caryophylli	75¢	80
Cajiputi	80¢	85	Cedar	80¢	85	Cedar	80¢	85
Caryophylli	75¢	80	Chenopadii	2 75¢	3 00	Chenopadii	2 75¢	3 00
Cedar	80¢	85	Cinnamoni	1 00¢	1 10	Cinnamoni	1 00¢	1 10
Chenopadii	2 75¢	3 00	Citronella	35¢	40	Citronella	35¢	40
Cinnamoni	1 00¢	1 10	Paints			Paints		
Citronella	35¢	40	Red Venetian	1 1/2	2 00	Red Venetian	1 1/2	2 00
Paints			Ochre, yellow Mars	1 1/2	2 00	Ochre, yellow Mars	1 1/2	2 00
Red Venetian	1 1/2	2 00	Ochre, yellow Ber	1 1/2	2 00	Ochre, yellow Ber	1 1/2	2 00
Ochre, yellow Mars	1 1/2	2 00	Putty, commercial	2 1/2	2 30	Putty, commercial	2 1/2	2 30
Ochre, yellow Ber	1 1/2	2 00	Putty, strictly pure	2 1/2	2 30	Putty, strictly pure	2 1/2	2 30
Putty, commercial	2 1/2	2 30	Vermilion, P rime	13¢	15	Vermilion, P rime	13¢	15
Putty, strictly pure	2 1/2	2 30	American	13¢	15	American	13¢	15
Vermilion, P rime	13¢	15	Vermilion, English	70¢	75	Vermilion, English	70¢	75
American	13¢	15	Green, Paris	14¢	15	Green, Paris	14¢	15
Vermilion, English	70¢	75	Green, Peninsular	13¢	15	Green, Peninsular	13¢	15
Green, Paris	14¢	15	Lead, red	5	8 1/4	Lead, red	5	8 1/4
Green, Peninsular	13¢	15	Lead, white	6	8 1/4	Lead, white	6	8 1/4
Lead, red	5	8 1/4	Whiting, gliders	2	3 1/2	Whiting, gliders	2	3 1/2
Lead, white	6	8 1/4	Whiting, Paris, Amer	2	3 1/2	Whiting, Paris, Amer	2	3 1/2
Whiting, gliders	2	3 1/2	Whiting, Paris, Eng.	2	3 1/2	Whiting, Paris, Eng.	2	3 1/2
Whiting, Paris, Amer	2	3 1/2	Universal Prepared	1 10¢	1 20	Universal Prepared	1 10¢	1 20
Whiting, Paris, Eng.	2	3 1/2	Varnishes			Varnishes		
Universal Prepared	1 10¢	1 20	No. 1 Turp Coach	1 10¢	1 20	No. 1 Turp Coach	1 10¢	1 20
Varnishes			Extra Turp	1 80¢	1 70	Extra Turp	1 80¢	1 70
No. 1 Turp Coach	1 10¢	1 20	Coach Body	2 75¢	3 00	Coach Body	2 75¢	3 00
Extra Turp	1 80¢	1 70	No. 1 Turp Furn	1 00¢	1 10	No. 1 Turp Furn	1 00¢	1 10
Coach Body	2 75¢	3 00	Extra Turp Damar	1 55¢	1 60	Extra Turp Damar	1 55¢	1 60
No. 1 Turp Furn	1 00¢	1 10	Jap. Dryer, No. 1 Turp	70¢	79	Jap. Dryer, No. 1 Turp	70¢	79
Extra Turp Damar	1 55¢	1 60	Oils			Oils		
Jap. Dryer, No. 1 Turp	70¢	79	Whale, winter	70	70	Whale, winter	70	70
Oils			Lard, extra	85	90	Lard, extra	85	90
Whale, winter	70	70	Lard, No. 1	80	85	Lard, No. 1	80	85
Lard, extra	85	90	Drugs			Drugs		
Lard, No. 1	80	85	Drugs			Drugs		

Drugs

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

Pork
Pearl Barley.
Brazil Nuts
Norway Herring

DECLINED

Canned Apples
Sauer Kraut
Lima Beans

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By Columns

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Bluing.....	1
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M	
Meat Extracts.....	7
Molasses.....	7
Mustard.....	7
N	
Nuts.....	14
O	
Oil Cans.....	15
Olives.....	7
P	
Pickles.....	7
Pipes.....	7
Playing Cards.....	8
Potash.....	8
Provisions.....	8
R	
Rice.....	8
S	
Salad Dressing.....	9
Saleratus.....	9
Salt Soda.....	9
Salt.....	9
Salt Fish.....	9
Seeds.....	9
Shoe Blacking.....	9
Snuff.....	9
Soap.....	9
Soda.....	9
Spices.....	10
Starch.....	10
Stove Polish.....	10
Sugar.....	10
Syrups.....	10
T	
Table Sauce.....	11
Tea.....	11
Tobacco.....	11
Twine.....	12
V	
Vinegar.....	12
W	
Washing Powder.....	13
Wicking.....	13
Woodware.....	13
Wrapping Paper.....	13
Y	
Yeast Cake.....	13

1

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 doz. case.....	3	80

JAXON

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

BATH BRICK

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

BLUING

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



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

BREAKFAST FOOD

CERA NUT FLAKES

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

BROOMS

No. 1 Carpet.....	2 70
No. 2 Carpet.....	2 25
No. 3 Carpet.....	2 15
No. 4 Carpet.....	1 75
Parlor Gem.....	2 40
Common Whisk.....	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, 8s.....	12
Electric Light, 16s.....	12 1/2
Paraffine, 6s.....	9 1/2
Paraffine, 12s.....	9
Wicks.....	17

CANNED GOODS

	doz.	gross
3 lb. Standards.....	85	
Gallons, standards.....	3 25	
	doz.	gross
Baked Beans.....	1 00	21 30
Red Kidney.....	75	85
String.....	75	85
Wax.....	75	85

Blueberries

Standard.....	1 90
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Brook Trout

2 lb. cans, Spiced.....	1 90
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Clams

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

Clam Bouillon

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

Cherries

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

Corn

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

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

Mackerel

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

Mushrooms

Hotels.....	18 20
Buttons.....	22 25

Oysters

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

Peaches

Ple.....	85
Yellow.....	1 35

Pears

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

Peas

Marrowfat.....	1 00
Early June.....	90
Early June Sifted.....	1 65

Plums

Plums.....	85
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Pineapple

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

Pumpkin

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

Raspberries

Standard.....	1 15
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Russian Caviar

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

Salmon

Columbia River, talls.....	21 85
Columbia River, flats.....	21 80
Red Alaska.....	21 30
Pink Alaska.....	21 30

Shrimps

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

Sardines

Domestic, 1/2s.....	3 1/2
Domestic, 1/4s.....	3 1/2
Domestic, Mustard.....	6
California, 1/4s.....	11 1/4
California, 1/2s.....	17 1/4
French, 1/4s.....	7 1/4
French, 1/2s.....	18 1/4

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, 1/2 pints.....	1 25

CHEESE

Aome.....	2 13 1/4
Amboy.....	2 13
Carson City.....	2 13
Elsie.....	2 13
Emblem.....	2 13 1/4
Gem.....	2 13 1/4
Gold Medal.....	2 12 1/4
Ideal.....	2 13
Jersey.....	2 13
Riverside.....	2 13
Edam.....	14 1/2
Lelden.....	2 17
Limburger.....	13 1/4
Pineapple.....	50 1/2
Sap Sago.....	2 19

CHEWING GUM

American Flag Spruce.....	55
Beeman's Pepsin.....	60
Black Jack.....	55
Largest Gum Made.....	60
Sen Sen.....	55
Sen Sen Breath Perfume.....	1 00
Sugar Loaf.....	55
Yucatan.....	55

CHICORY

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

CHOCOLATE

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

CLEANER & POLISHER

6 oz. box, 3 doz., per doz.....	\$1 35
Qts box, 2 doz., per doz.....	2 25
Gal box, 1/2 doz., per doz.....	7 50

Samples and Circulars Free.

CLOTHES LINES

Sisal.....	1 00
60 ft. 3 thread, extra.....	1 40
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.....	1 29

Jute

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

Cotton Victor

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

Cotton Windsor

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

Cotton Braided

40 ft.....	75
50 ft.....	85
60 ft.....	95

Galvanized Wire

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

COCOA

Cleveland.....	41
Colonial, 1/4s.....	35
Colonial, 1/2s.....	33
Epps.....	42
Huyler.....	45
Van Houten, 1/4s.....	12
Van Houten, 1/2s.....	20
Van Houten, 1s.....	40
Webb.....	30
Wilbur, 1/4s.....	41
Wilbur, 1/2s.....	42

COCOANUT

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

COCOA SHELLS

6

Hominy	
Flake, 50 lb. sack	90
Pearl, 200 lb. bbl.	5 00
Pearl, 100 lb. sack	2 50
Macaroni and Vermicelli	
Domestic, 10 lb. box	60
Imported, 25 lb. box	2 50
Pearl Barley	
Common	3 00
Chester	2 90
Empire	8 65
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 80
Monarch, 1/2 bbl.	2 87
Monarch, 90 lb. sacks	2 85
Quaker, cases	3 10
Grits	
Walsh-DeRoo Co.'s Brand	



Cases, 24 1/2 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 1/4
Pearl, 130 lb. sacks	3 3/4
Pearl, 24 1/2 lb. packages	6 3/4
Wheat	
Cracked, bulk	3 3/4
24 1/2 lb. packages	2 50
FISHING TACKLE	
1/4 to 1 inch	6
1 1/4 to 2 inches	7
1 1/2 to 2 inches	9
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. 1 20	1 oz full m. 80
2 oz full m. 2 10	2 oz full m. 1 25
No. 8 fan'y 8 15	No. 8 fan'y 1 75



Vanilla	Lemon
2 oz panel 1 20	2 oz panel 75
3 oz taper 2 00	4 oz taper 1 50

JENNINGS' JAXON

FLAVORING EXTRACTS	
Folding Boxes	D. C. Vanilla
2 oz.	75
4 oz.	1 50
6 oz.	2 00
2 oz.	2 00
4 oz.	3 00
6 oz.	3 00
Taper Bottles	
D. C. Lemon	D. C. Vanilla
2 oz.	75
3 oz.	1 25
4 oz.	1 50
6 oz.	2 10
2 oz.	2 40
4 oz.	3 00
Full Measure	
D. C. Lemon	D. C. Vanilla
1 oz.	65
2 oz.	1 10
4 oz.	2 00
6 oz.	3 00
Tropical Extracts	
2 oz. full measure, Lemon	75
2 oz. full measure, Vanilla	1 50
4 oz. full measure, Vanilla	3 00
FRESH MEATS	

Carcase	4 1/2 @ 7
Forequarters	5 @ 8
Hindquarters	6 @ 8
Loins	9 @ 14
Ribs	7 @ 12
Rounds	6 1/2 @ 7
Chucks	5 @ 5 1/2
Plates	4 1/2 @ 5
Pork	
Dressed	12 @ 8 1/2
Boston Butts	12 @ 11 1/4
Shoulders	12 @ 10 1/4
Leaf Lard	12 @ 12

Carcase	4 1/2 @ 7
Forequarters	5 @ 8
Hindquarters	6 @ 8
Loins	9 @ 14
Ribs	7 @ 12
Rounds	6 1/2 @ 7
Chucks	5 @ 5 1/2
Plates	4 1/2 @ 5
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Plates	4 1/2 @ 5
Pork	
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Shoulders	12 @ 10 1/4
Leaf Lard	12 @ 12

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Hindquarters	6 @ 8
Loins	9 @ 14
Ribs	7 @ 12
Rounds	6 1/2 @ 7
Chucks	5 @ 5 1/2
Plates	4 1/2 @ 5
Pork	
Dressed	12 @ 8 1/2
Boston Butts	12 @ 11 1/4
Shoulders	12 @ 10 1/4
Leaf Lard	12 @ 12

Carcase	4 1/2 @ 7
Forequarters	5 @ 8
Hindquarters	6 @ 8
Loins	9 @ 14
Ribs	7 @ 12
Rounds	6 1/2 @ 7
Chucks	5 @ 5 1/2
Plates	4 1/2 @ 5
Pork	
Dressed	12 @ 8 1/2
Boston Butts	12 @ 11 1/4
Shoulders	12 @ 10 1/4
Leaf Lard	12 @ 12

Carcase	4 1/2 @ 7
Forequarters	5 @ 8
Hindquarters	6 @ 8
Loins	9 @ 14
Ribs	7 @ 12
Rounds	6 1/2 @ 7
Chucks	5 @ 5 1/2
Plates	4 1/2 @ 5
Pork	
Dressed	12 @ 8 1/2
Boston Butts	12 @ 11 1/4
Shoulders	12 @ 10 1/4
Leaf Lard	12 @ 12

7

Mutton	
Carcase	5 @ 6
Lambs	7 @ 9
Veal	
Carcase	8 @ 8 1/4
GELATINE	
Knox's Sparkling	1 20
Knox's Sparkling, pr gross	14 00
Knox's Acidulated	1 20
Knox's Acidulated, pr gross	14 00
Oxford	75
Plymouth Rock	1 20
Nelson's	1 50
Cox's, 2 qt size	4 10
Cox's, 1 qt size	1 10
GRAIN BAGS	
Amoskeag, 100 in bale	15 1/4
Amoskeag, less than bale	15 3/4
GRAINS AND FLOUR	
Wheat	
Wheat	71
Winter Wheat Flour	
Local Brands	
Patents	4 35
Second Patent	3 85
Straight	3 65
Second Straight	3 35
Clear	3 10
Graham	3 40
Buckwheat	4 00
Rye	3 00
Subject to usual cash discount	
Flour in bbls., 25c per bbl. additional	
Ball-Barnhart-Putman's Brand	
Diamond 1/2s	3 60
Diamond 1/4s	3 60
Diamond 1/8s	3 60
Worden Grocer Co.'s Brand	
Quaker 1/2s	3 60
Quaker 1/4s	3 60
Quaker 1/8s	3 60
Spring Wheat Flour	
Clark-Jewell-Wells Co.'s Brand	
Pillsbury's Best 1/2s	4 00
Pillsbury's Best 1/4s	4 00
Pillsbury's Best 1/8s	4 00
Pillsbury's Best 1/4s paper	4 40
Pillsbury's Best 1/8s paper	4 40
Lemon & Wheeler Co.'s Brand	
Wingold 1/2s	4 40
Wingold 1/4s	4 10
Wingold 1/8s	4 20
Olefin & Judson's Brand	
Ceresota 1/2s	4 60
Ceresota 1/4s	4 10
Ceresota 1/8s	4 40
Worden Grocer Co.'s Brand	
Laurel 1/2s	4 30
Laurel 1/4s	4 10
Laurel 1/8s	4 10
Laurel 1/2s and 1/4s paper	4 10
Meal	
Boiled	2 80
Granulated	2 90
Feed and Millstuffs	
St. Car Feed, screened	24 25
No. 1 Corn and Oats	24 25
Corn Meal, coarse	21 25
Corn Meal, fine	24 00
Winter Wheat Bran	16 00
Winter Wheat Middlings	18 00
Cow Feed	17 00
Screenings	16 00
Oats	
Car lots new	34
Corn	
Corn, car lots	66
Hay	
No. 1 Timothy car lots	69 50
No. 1 Timothy ten lots	12 00
HERBS	
Sage	15
Hops	15
Laurel Leaves	15
Senna Leaves	25
INDIGO	
Madras, 5 lb. boxes	55
S. F., 2, 8 and 5 lb. boxes	50
JELLY	
5 lb. pails per doz	1 25
15 lb. pails	4 30
30 lb. pails	8 00
LICORICE	
Pure	30
Calabria	23
Stiff	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
Cob, No. 9	85

Winter Wheat Flour	
Local Brands	
Patents	4 35
Second Patent	3 85

12

Lubetsky Bros. brands
B. L. 35 00
Daily Mail, 5c edition 35 00

Fine Cut

Cadillac 54
Sweet Loma 33
Hiawatha, 5 lb. palls 56
Hiawatha, 10 lb. palls 51
Telegram 22
Pay Car 31
Prairie Rose 43
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. 43
Spear Head, 8 oz. 43
Nobby Twist 48
Jolly Tar 36
Old Honesty 42
Tody 33
J. T. 36
Piper Heldick 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, 8 lb. 25
I X L, 16 oz. palls 30
Honey Dew 35
Gold Block 35
Flagman 38
Chips 32
Klin Dried 21
Duke's Mixture 38
Duke's Cameo 41
Myrtle Navy 39
Yum Yum, 1 1/2 oz. 37
Yum Yum, 1 lb. palls 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, 80 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
Kirkoline, 24 4 lb. 3 90
Pearline 2 75
Soapine 2 75
Babbitt's 1776 3 75
Roseine 3 50
Armour's 3 70
Nine O'clock 3 35
Wisdom 3 80
Seourine 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

Bushels 1 25
Bushels, wide band 1 25
Market 30
Splint, large 6 00
Splint, medium 5 00
Splint, small 4 00
Willow Clothes, large 6 00
Willow Clothes, medium 5 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

13

Faucets

Cork lined, 8 in. 65
Cork lined, 9 in. 75
Cork lined, 10 in. 85
Cedar, 8 in. 60

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

Palls

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 50
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
15 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 3/4
Fiber Manila, colored 4
No. 1 Manila, colored 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

White fish 10 1/2 11
Trout 8
Black Bass 10 1/2 11
Halibut 14
Clasoes or Herring 6
Bluefish 11
Live Lobster 2 1/2
Bottled Lobster 25
Cod 10
Haddock 8
No. 1 Pickerel 8 1/4
Pike 7
Perch 5
Smoked White 11
Red Snapper 7
Col River Salmon 12 1/2 13
Mackerel 18

HIDES AND PELTS

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 8
Calfskins, cured No. 1 10 1/4
Calfskins, cured No. 2 9

Pelts

Old Wool 50 1 50
Lamb 45 75
Shearlings 40 75

Tallow

No. 1 6
No. 2 5

Wool

Washed, fine 250
Washed, medium 223
Unwashed, fine 16
Unwashed, medium 16 1/2

CANDIES

Stick Candy bbls. palls
Standard 7
Standard H. H. 7
Standard Twist 9
Cut Loaf 9

Jumbo, 32 lb.

Extra H. H. 7 1/4
Boston Cream 10 1/4
Beet Root 8

14

Mixed Candy

Grocers 6
Competition 7
Special 7 1/2
Conserve 8
Royal 8 1/2
Ribbon 8
Broken 8
Cut Loaf 8 1/2
English Rock 9
Kindergarten 9
Bon Ton Cream 8 1/4
French Cream 9
Dandy Fan 10
Hand Made Cream 11 1/4
mixed 13
Crystal Cream mix 13

Fancy-In Pails

Champ. Crys. Gums 8 1/2
Pony Hearts 15
Fairy Cream Squares 12
Fudge Squares 12
Peanut Squares 9
Sugared Peanuts 11
Salted Peanuts 10
Starlight Kisses 10
San Blas Goodies 12
Lozenges, plain 9
Lozenges, printed 10
Champion Chocolate 11
Kutipe Chocolates 13 1/4
Quintette Choc. 12
Gum Drops 5 1/2
Moss Drops 9
Lemon Sours 9
Imperial 9
Ital. Cream Opera 12
Ital. Cream Bonbons 11
20 lb. pails 11
Molasses Chews, 15 lb. palls 13
Golden Waffles 12

Fancy-In 5 lb. Boxes

Lemon Sours 2 50
Peppermint Drops 2 50
Chocolate Drops 2 50
H. M. Choc. Drops 2 50
H. M. Choc. Lt. and Dk. No. 12 2 1 00
Gum Drops 2 35
Licorice Drops 2 75
Lozenges, plain 2 55
Lozenges, printed 2 60
Imperial 2 60
Mottos 2 60
Cream Bar 2 55
Molasses Bar 2 55
Hand Made Creams 80 2 90
Cream Buttons, Pop. and Wint. 2 65
String Rock 2 65
Wintergreen Berries 2 60

Caramels

Clipper, 20 lb. palls 8 1/4
Perfection, 20 lb. pls 12 1/2
Amazon, Choc. Cov'd 13
Korker 2 for 1c pr bx 2 55
Big 3, 3 for 1c pr bx 2 55
Dukes, 2 for 1c pr bx 2 60
Favorite, 4 for 1c, bx 2 60
AA Cream Car's 3 lb 2 50

FRUITS

Oranges

Florida Russett 2
Florida Bright 2
Fancy Navel 2
Extra Choice 2
Late Valencia 2
Seedlings 2
Medt. Sweets 2 1 00
Jamaicas 2
Rodi 2

Lemons

Verdell, ex fcy 300 2
Verdell, fcy 300 2
Verdell, ex chco 300 2
Verdell, fcy 360 2
Call Lemons, 300 3 50 2 50
Messinas 300s 3 50 2 50
Messinas 300s 3 50 2 50

Bananas

Medium bunches 1 50 2 00
Large bunches 1 50 2 00

Foreign Dried Fruits

Figs 2
California, Fancy 2
Cal. pkg. 10 lb. boxes 2 1 00
Extra Choice, Turk., 10 lb. boxes 2
Fancy, Turk., 12 lb. boxes 13 1/4 15
Pulled, 6 lb. boxes 2
Naturals, in bags 2
Dates 2
Fards in 10 lb. boxes 2 6 1/4
Fards in 60 lb. cases 5 2 5 1/4
Hallowi. 1b. cases, new 2
Sals, 60 lb. cases 2

NUTS

Almonds, Tarragona 2 16
Almonds, Ivica 2
Almonds, California, soft shelled 15 1 16
Brazil 2 11
Filberts 2 13
Walnuts, Grenobles 2 13
Walnuts, soft shelled 2
Cal. No. 1, new 2 14
Table Nuts, fancy 2 13 1/4
Pecans, Med. 2 10
Pecans, Ex. Large 2 13
Pecans, Jumbos 2 14
Hickory Nuts per bu. 2
Ohio, new 2
Cocoanuts, full sacks 2 3 50
Chestnuts, per bu. 2

Peanuts

Fancy, H. P., Suns 5 1/2 6 1/4
Roasted 6 1/2 7 1/4
Choice, H. P., Jumbo 7 1/4
Choice, H. P., Jumbo 9 1/4
Roasted 8
Span. Shld No. 1 in w 8 7

NOW

Is the appointed time!

Mr. Merchant, do you realize that there are but forty-seven more working days before Christmas, and that within thirty days the full rush of the holiday shopping season will be on?

Do you realize that traffic this fall is heavier than it has ever been before and that shipments are necessarily slower in reaching you because of the enormous increase in freight tonnage? We are straining every nerve to make up the time lost by slow deliveries by the railways and we have increased our shipping force materially in order that goods may reach you at the earliest possible moment.

But the time has now come when Christmas orders MUST be sent in. Don't delay another day. You can't afford to lose your share of the trade of this most prosperous holiday season. If you want to avoid financial loss, disappointment and endless trouble, send in your orders AT ONCE. They can be filled with all dispatch and safety now, but later on no such assurance can be given.

If you have not a copy of our November catalogue, which offers, at the market's bottom prices, the largest and most attractive assortment of holiday goods ever placed before the trade, you should send for one. It is yours for the asking. Send for catalogue J442. Or perhaps you are coming to market to place your holiday orders. If so, we extend to you a most cordial invitation to make our house your headquarters while in the city.

Butler Brothers

230 to 240 Adams Street.

Chicago

C. C. Wormer Machinery Co.

Contracting Engineers and Machinery Dealers

Complete power plants designed and erected. Estimates cheerfully furnished. Let us figure with you. Bargains in second-hand engines, boilers, pumps, air compressors and heavy machinery. Complete stock new and second-hand iron and brass and wood working machinery.

Large Stock of New Machinery
DETROIT, MICHIGAN
Foot of Cass St.



A Postal Card

Will get you prices on the best store stools made.

BRYAN PLOW CO., Bryan, Ohio
Manufacturers

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

Wholesale Grocers

Invariably recommend their customers to take a membership in the Commercial Credit Co., because it protects the retailer against bad paying consumers and, incidentally, protects the jobber against slow pay customers.

For a roofing to replace shingles use

H. M. R. Brand Asphalt Torpedo Gravel

as applied to both steep and flat surfaces.
See local hardware or lumber dealers or write us.

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

WHOLESALE OYSTERS

WE QUOTE YOU THIS WEEK

Selects, per can, 23 cents	Selects, per gallon, - - - \$1.60
Anchors, per can, 20 cents	Perfection Standards, per gallon, 1.10
Standards, per can, 18 cents	Standards, per gallon, - - - 1.05
Favorites, per can, 16 cents	Clams, per gallon, - - - 1.25

DETTENTHALER MARKET, Grand Rapids, Mich.



You will find scarcely an imperfect berry in a package. That's one reason why the people like it.

OLNEY & JUDSON GROCER CO., Grand Rapids

Price Is an Indication of Quality

But the low price on our celebrated quality Cosmopolitan Gas and Gasoline Mantles is the exception that proves the rule. We sell such large quantities of these goods that we can well afford to slice off all superfluous profit. Hence we are enabled to approach the retail dealer with a proposition worth his approval. Anything in lighting supplies, we have them and will attend to your orders with care-taking promptness.

Both Phones 2090

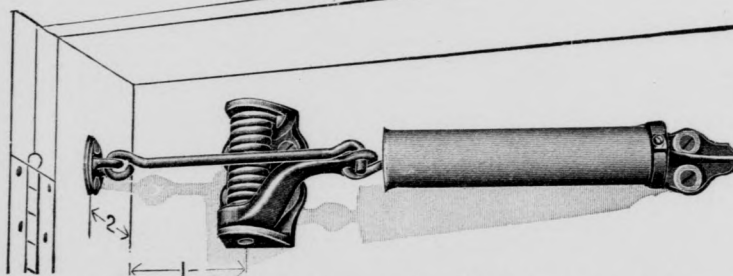
Send for price lists, catalogue, etc.

Perfection Lighting Co.

Chas. C. Wilmot, Mgr.
17 S. Division St., Grand Rapids

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.

Use Tradesman Coupons

Time Saved

IS

Money Made

You do both by selling

O & S

Pocket Rices

And increase your rice sales 300 per cent.

2½ lbs.



Large
Grain
Caro-
lina

Retail 25c

3 lbs.



Retail 25c

Choic-
est
Im-
ported
Japan

20 minute recipe on each pocket.

Trade supplied by

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

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

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

THE EVILS OF THE TIP.

One of the evils of prosperous times is the practice of tipping. This is the solemn complaint of men who have not the means to give big gratuities for service that they have already paid for. The tip system is an atrocious one and utterly un-American. An American working man, no matter whether he be a waiter, a hackdriver or a porter, should rise above the dignity of a tip. When a man tips a man for a service he does so because he believes that the gratuity will give him service to which he is entitled, but which he will not otherwise get. This, of course, may be an erroneous idea, but the poor man—and he is always with us—is the man who objects to the practice. He will say: "If a man has to give a quarter here and there for what should be done for him for nothing, there will be added a great increase to my expenses to get the small attentions to which I have been accustomed."

In England, which may be said to be the home of the tip, a small revolution has started against the custom. Over there a man is practically held up by the servants of the houses he visits. There the tip is nothing but blackmail, and a big man has to give tips which even reach to the scullery maid in the dungeons below. The rule against tipping in London clubs is stringent. In the smaller clubs a man is expelled if he tips a servant. The practice of tipping can not have too much said in favor of its abolishment. This is said as much for the man who receives the tip as for the man who gives the tip. Establishments which employ men and expect them to make their living out of tips are practically encouraging dishonesty and levying blackmail upon the public. There is a corporation, one of the wealthiest in the world, which employs large bodies of men whose sole means of living is by what they get out of the public in the ways of tips. Unfortunately, the practice of tipping is increasing—and the practice is a sign of degeneracy.

About this time every year Indian summer comes under discussion. There is always a dispute as to the precise period when it should occur, if it occurs at all. Tradition declares that Indian summer does not arrive until Nov. 11, which is the day devoted to the festival of St. Martin in England. A period of balmy weather corresponding to the soft airs and haze of the American Indian summer prevails in autumn throughout England and the Mediterranean countries, which feel the influence of a warm body of water tempering the chill of the advancing winter. The American name was given to the season on the ground of the custom which in early days prevailed among the Indians of using this delightful time in which to harvest their corn. The tradition runs that the Indians always counted upon a second summer of nine days just before winter set in.

The world will not suffer for food during the present year except in so far as social conditions make just distribution impossible. In Germany bad weather during harvest and just preceding it will make the yields less than was anticipated, and in Great Britain and other countries there has been some local injury from unfavorable weather, but in general all crops are good. In no country, however, are all classes so prosperous as in the United States, where labor, actively and profitably employed, makes a home demand for food-

stuffs at prices higher than the world's markets seem to justify. And this is particularly true of Michigan.

The Irish question is one that never slumbers. There have been times when it was thought to be dead beyond hope of resurrection, but experience shows that it will live as long as Irishmen live in Ireland. It is to-day before the British Parliament in a phase that compels attention. The Irish party is not getting much aid from its former allies, the liberals, but it is yet strong enough to get a hearing. In some way at some time the British government must yield to the Irish demand for home rule.

When a man wants to come to America so much that he will hide himself in a coffin, it may be assumed that he is sufficiently earnest to make a good citizen. This refers to a Swede who with two companions reached New York the other day as stowaways. The intention of the officials was to deport them to Sweden, but there is no criticism of the relaxation of vigilance which enabled all three to pass the gates and lose themselves among the million of the metropolis of the New World.

In a divorce case tried in New York last week it developed that the erring wife had written letters in invisible ink which became visible when submerged for a few moments in water. The process was demonstrated in court and excited much interest. People who express their sentiments in letters, whether they use visible or invisible ink, are likely to have regrets.

When one more week has passed the politician will cease from troubling and the defeated will be at rest.

Business Wants

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

BUSINESS CHANCES.

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

WANTED—A GOOD LOCATION FOR IMPLEMENT AND MACHINERY BUSINESS; small stock of hardware not objectionable. Address Box 34, Pomona, Mich. 794

FOR SALE—ON ACCOUNT OF ILL HEALTH, long established furniture business in finest town of 7,000 in Southern Michigan; sold at discount if taken at once. Address No. 816, care Michigan Tradesman. 816

FOR SALE—A NEW AND MODERN FURNITURE DELIVERY WAGON cheap if sold at once. Address No. 817, care Michigan Tradesman. 817

FOR SALE—STOCK OF GENERAL MERCHANDISE in an enterprising Iowa town. Sales \$50 per day; profits liberal; will invoice, with fixtures, about \$10.00. Bargain. A. M. Barron, Station A, South Bend, Ind. 815

PLAN TO INCREASE BUSINESS; GETS new and holds old customers; better and less expensive than trading stamps. Full particulars for \$1. B. J. Kingston, Jackson, Mich. 813

GOOD BRICK STORE TO RENT; TOWN 1,200; center prosperous agricultural district; money here. A. L. Kinney, Reading, Mich. 814

FOR EXCHANGE—\$2,500 (2,000 Illinois city) property, clear, never vacant, for clothing or merchandise. Address Langford, Elyria, Ill. 824

\$5,000 TO \$8,000 DRY GOODS STOCK FOR sale; town 3,500 population; good manufacturing; will sell reasonably to right party; can reduce stock if desired. Good reason for selling. Address No. 822, care Michigan Tradesman. 822

FOR SALE—STOCK DRY GOODS, MEN'S furnishings, novelties, groceries—about \$2,500; net profits 1901, \$2,250; twenty per cent. increase in trade 1902. Removal from place reason for selling. E. C. Simon, St. Clair, Mich. 820

WANTED—STOCK OF GENERAL MERCHANDISE for cash; must be cheap to be removed. Address Reval, 221 Fifth Ave., Chicago, Ill. 819

CHOICE FORTY ACRE FARM IN EMMET county to exchange for merchandise. Lock Box 280, Cedar Springs, Mich. 86

FOR SALE—AT A BARGAIN. STEAM flour mill in good running order, on railroad. Will exchange for city property. R. M. Grindley, 171 Griswold St., Detroit, Mich. 827

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

STOCK OF GENERAL MERCHANDISE FOR sale—the stock of P. M. Pratt, of Ash-ley, 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. Matthews Co., Sault Ste. Marie, Mich. 805

FOR SALE—2½ HORSE POWER GASOLINE engine, with dynamo sparkler complete, in good condition; cost \$270, will sell for \$80. The Evening Journal, Sault Ste. Marie, Mich. 806

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

FOR SALE—GARDEN, FRUIT AND POUL-try ranch, Constantine, Mich. Address Constantine Med. Co., Constantine, Mich. 799

RARE CHANCE FOR SALE, WELLES-established 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 whole-sale 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 SALE—BAKERY, LUNCH ROOM, CON-fectionery, cigars 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 20 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—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 \$3,400; 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—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 medicines, cigars and confectionery in one of the best fruit and grain sections in Michigan. Stock all new, clean and salable, no dead stock; invoice about \$1,300; will discount. Sickness reason for selling. Address No. 774, care Michigan Tradesman. 774

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

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

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

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, Sarnac, Mich. 636

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

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

FOR SALE—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—MOSLER, BAHMANN & CO. fire proof safe. Outside measurement—36 inches high, 27 inches wide and 24 inches deep. Inside measurement—16½ inches high, 14 inches wide and 10 inches deep. Will sell for \$50 cash. Tradesman Company, Grand Rapids. 368

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

MISCELLANEOUS

WANTED—A FIRST-CLASS CLOTHING and furnishing goods salesman and window trimmer; a young unmarried man, steady and reliable; references required. Address H. C. Co., Traverse City, Mich. 812

SALESMEN, IN EVERY STATE, TO CARRY as a side line on commission an article of proved merit handled by druggists, grocers, general stores and feed dealers. American Glutrose Company, Camden, N. J. 825

WANTED—A MAN TO DELIVER AND work in grocery store. Must be of good character, a worker and strictly temperate; a steady job for the right man. Address No. 823, care Michigan Tradesman. 83

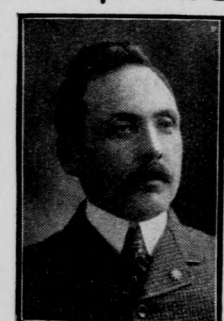
WANTED—FIRST-CLASS DRY GOODS man for Northern Wisconsin; good salary to the right man. Address No. 821, care Michigan Tradesman. 821

WANTED—AN EXPERIENCED DRY goods clerk. Give references and state salary expected. Address No. 818, care Michigan Tradesman. 818

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

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

WE ARE Auctioneers and Special Salesmen



C. C. O'NEILL

and can reduce or close out your stock without one cent of loss to you by our New Idea Sale.

We take sales on a commission basis, allowing you to set the price on the goods. This is the very best time of the year for sales and we would like you to call on us or write at once.

Correspondence confidential. We buy and sell store fixtures or take them on consignment.

C. C. O'NEILL & CO., Chicago, Ill.

356 Dearborn St., Suite 408 Star Building