

MICHIGAN TRADESMAN

Twentieth Year

GRAND RAPIDS, WEDNESDAY, NOVEMBER 5, 1902.

Number 998

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.

A Number of the Principal
Stockholders in the

Douglas, Lacey & Co.'s

properties, accompanied by P. B. Forsyth, of the firm of Currie & Forsyth, 1023 Michigan Trust Building Manager of the Grand Rapids office, will start on Nov. 8 on Special Hotel Car Actium on a tour of inspection of their several properties, located in Arizona, California, Mexico and Colorado. This firm are in great favor on account of their thorough business methods of protecting their investors by the law of average and the very satisfactory dividends just received from several of their mining, smelter and oil properties.

Commercial Credit Co., Ltd.

Widdicomb Building, Grand Rapids
Detroit Opera House Block, Detroit

We furnish protection
against worthless ac-
counts and collect all
others.

William Connor Co.

Wholesale Ready-Made Clothing

Men's, Boys', Children's

Sole agents for the State of Michigan
for the

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

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

28-30 South Ionia Street
Grand Rapids, Mich.

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 invest-
ments combined.
Write me and I will tell you how.

Martin V. Barker
Battle Creek, Michigan

Collection Department

R. G. DUN & CO.

Mich. Trust Building, Grand Rapids

Collection delinquent accounts; cheap, efficient,
responsible; direct demand system. Collections
made everywhere—for every trader.

C. E. McCrone, Manager.

Tradesman Coupons

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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

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

The location of the Oro Hondo property ad-
joins the biggest gold mine in the world—
The Homestake—which promises to become
equally famous and profitable. The Home-
stake 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 456 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 \$600,000.
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 \$20,000, and the shaft is down over
100 feet in ore at \$7.60 a ton. They are block-
ing 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 sub-
scribed.

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

Address all communications to

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

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

Cornering the Pecan Market With Balloon.

Think of a young girl cornering the
pecan market! And a Texas girl at
that! She did not quite capture the
whole crop in the United States, but she
did put the nut trade on an edge for a
while, and set its oldest heads to won-
dering about what was going to happen
next. This young girl operator is only
about 19 years old—Miss Bernice Bar-
dine, if you please.

Last year she and her younger brother
made quite a little money gathering pec-
cans. Since then she has been studying
the business and laying plans for future
operations. During the last summer
she carried on an extensive corres-
pondence, not only with mercantile es-
tablishments in various cities that han-
dle pecans, but with reliable people
who reside in regions where the nut
grows. In this way she got thoroughly
informed in all matters pertaining to
the present crop.

Feeling confident that pecans would
command a good price, she set to work
some weeks ago and, aided by her
brother and a few trusted assistants who
were sworn to secrecy, she quietly leased
every pecan grove and forest of any
value in the Colorado Valley. When
buyers appeared in the country, start-
ling the ranchers by offering to engage
pecans at 7½ cents per pound, those who
make a business of gathering the nuts
were astounded to find that a young girl
had entered the field and cornered the
crop so far as that particular region was
concerned. A little investigation
showed that this energetic young woman
is in a fair way to make a fortune in a
few months. It is known that she got a
great bargain in nearly all of her leases.
As a sample of the shrewdness that she
displayed, it has leaked out that she
leased one forest for \$100 in which there
are several giant trees that will each
yield twenty bushels or 880 pounds of
pecans. At a low estimate the profits
accruing from this single transaction
will fall little short of \$5,000.

When it is remembered that nothing
of market value is subject to such
fluctuations of price as pecans, there is
not much matter for wonderment in the
fact that the people leased their forests
for so little money. Only a few years
ago there was an abundant crop, and
yet for some unaccountable reason the
nuts were allowed to rot where they fell.
There were no buyers and no market.

Aside from scooping the crop this
courageous Texas girl has distinguished
herself in other ways. A pecan crop is
not easy to gather. The work is at-
tended with great danger and many
hardships. The harvesting is generally
done by vigorous young men and athletic
boys. Not many young women would
exchange places with the fearless Texas
girl although the profits were doubled.
Those who are engaged in the business
have to camp out in the woods, often
many miles from a town or a ranch.

After Miss Bardine became convinced
that pecans would command a fair price
she at once set to work to discover some
method through which she hoped to
gather the crop in some way that would

be an improvement upon the old plan of
operations. The largest and best pec-
cans grow upon the topmost boughs of
the tallest trees, often a hundred and
fifty feet from the ground. A daring
athletic climber of light weight gets a
few bushels of these "top gallants," as
they are called, but ordinary thrashers
are forced to shake their fists at them
and walk away. They often leave from
\$20 to \$50 worth of pecans in the tops
of these tall trees. Miss Bardine deter-
mined to harvest the crop clean. So she
rigged up a balloon.

The experiment was made at Granite
Shoals, on the Colorado River, where
there is a large forest of the tallest pecan
trees in Texas. Miss Bardine's people
had already gathered the nuts from the
branches of the giant trees as far up as
the thrashers dared to venture. They
estimated that there were at least 500
bushels of pecans yet remaining be-
yond their reach.

The balloon was transported to Gran-
ite Shoals and inflated with hot air from
a furnace constructed in the midst of a
grove of the tallest trees. The girl,
armed with a long thrashing pole,
stepped into the basket, and when her
assistants, who were holding the anchor-
rope, announced that they were ready,
the signal was given, and the airship
rose swaying and jerking to the tops of
the trees. The men who held the anchor-
rope had taken a half-hitch around a
small oak, and they found that they
could easily control the ascent of the
balloon. So this daring pecan operator
gathered in every last nut on her trees—
and with them all many thousands of
dollars.

It is reported that, owing to the drouth
in Australia, sheep are selling there at
from a sixpence to a shilling a head.
Some enterprising firm should buy up
at that price in large numbers and ship
them to the United States, where un-
doubtedly either in cold storage or as
canned meat they would find a ready
sale. The freight charge would be
something and the tariff is two cents a
pound, but even at that they could be
sold at a profit much cheaper than the
figure meat has been bringing for some
time. It is no farther from Australia to
New York than it is from Australia to
London, and if Australians had gone
into the business a few weeks ago, with
proper shipping facilities they might
have made quite a handsome sum.

Lord Kitchener has given many rea-
sons for his conviction that a soldier
should never marry. His latest is that
the terrible anguish of officers' wives
was a proof that, like priests, soldiers
ought to be celibates. Lord Kitchener
said this recently to an officer's wife,
who answered: "Then you think that
my husband ought not to have married
me?" To which Lord Kitchener re-
plied graciously: "Thanks to you, I
change my opinion for one case."

An Atchison woman had fried chicken
for dinner, chicken croquettes for sup-
per and chicken pie and chicken soup
next day, all out of one little old hen.

MEN OF MARK.

Richard Bean, Manager Putnam Factory, National Candy Co.

The science of accounts is a development of age and experience. The book-keeping of the trapper, the pioneer settler on the prairie or of the general storekeeper on the frontier is as primitive as their way of life; but when the number of transactions multiply and their scope enlarges, and as the wonderful credit system which may be either a master or a servant brings the business under its influence, accounting becomes a science, in its application demonstrates the right of a business to live and tests the wisdom of business policies.

In the United States, a new country, too little attention has been paid to accounts. In England, an old country, perhaps too much attention has been paid to elaborate and in many cases useless records. But in the older countries, with their close and continuous competition and where little economies must be depended upon to save even narrow margins of profit, correct book-keeping is of serious moment. If sometimes it would seem that more attention had been paid to finding out about a business than to doing business, it was a not unnatural development of the hard conditions under which business was done. In the United States, where, on the whole, profits have been large as compared with the older countries, where opportunities have been more numerous and action freer, there has been a sort of impatience with the elaborate accounting methods of the Old World, and from it has come much of the influence which has led to the simplification of old methods, making book-keeping the servant rather than the master.

Still to the older countries must we look for the most perfect methods of accounts. In the United States book-keeping is largely looked upon as a temporary occupation to be used as a stepping stone to a higher class of work. In the older countries accounting is a profession to be adopted as a lifelong pursuit. As fine accountants as there are in the world are to be found in the States, but their average in accuracy, reliability and knowledge of the art does not begin to be so high as in Europe.

Richard Robert Bean was born on a farm in the Yorkshire Woles, England, Aug. 26, 1862, being the third of a family of four children. His antecedents on both sides are Scotch, the family name being originally MacBean. When he was 7 years of age, the family moved to Pocklington, where he attended public and private school until he was 17 years of age. He then entered the law office of J. T. Sargent, who, in addition to being a solicitor, was registrar of the county court. Mr. Sargent was a very capable man and taught his clerk habits of thrift and punctuality and exactness, which have had a marked influence on his life and for which he feels under great obligations to his old employer. During the time he was with Mr. Sargent, he studied law, with a view to taking up the work of court practice, but abandoned this idea when he was 21 years of age, and moved to London, where he remained a year. In September, 1884, he came to this country with an older brother, locating immediately in Grand Rapids, which had been brought to his attention by friends of his boyhood. He soon afterward entered the employ of the Old National Bank, where he remained four years, starting in as collector and ending as book-

keeper, occupying several intermediate positions in the meantime. Six months after the inauguration of the house of Olney, Shields & Co., he entered the establishment as book-keeper, remaining with that house and its successor eight years. Failing health impelled him to remove to California, where he located on a lemon ranch near San Diego. The change was so beneficial to his health and so detrimental to his pocketbook that he returned to Grand Rapids at the end of a year, and entered the employ of the Putnam Candy Co. in January, 1897, taking charge of the office. He has gradually acquired a knowledge of the business until he has come to understand thoroughly every branch of it and, on the purchase of the plant by the National Candy Co., he was not only made manager of the local factory, but was also elected a director of the parent organization. As the local factory is employing nearly 200 people, including

inspiring his associates to work along common lines with him. He accomplishes this result without friction, in consequence of which every person in the establishment stands ready to hold up his hands and sustain his policies under all circumstances. His relations with his traveling force are so close and cordial that every man on the road for the house is ready and willing to fight for the house and defend its goods and reputation on the slightest provocation.

As a credit man, Mr. Bean occupies an enviable position. He probably comprehends a credit proposition as quickly as any man at this market and appears to decide by intuition whom to trust and whom not to trust. He has made it a point to teach the merchant of small means the desirability of keeping out of debt and keeping his credit good, and many men who have taken his advice and acted on his suggestions frankly admit that much of their suc-



six traveling men, the position is one of large responsibility, but those who know Mr. Bean well believe that he is equal to every emergency and that he will be able to make a showing which will place him high in the counsels of the organization.

Mr. Bean was married May 4, 1892, to Miss Alice L. McCoy, of Grand Rapids. They reside at 53 Ransom street.

Mr. Bean is not a "jiner" in any sense of the word, never having been a member of any secret organization. His home is his club and his greatest ambition, aside from aiming to be a good citizen and a trustworthy business man, is, apparently, to be the first man at his desk in the morning and the last man to leave it at night. He has an iron constitution, which enables him to give his business close application without apparent fatigue. He is a remarkably systematic worker and has a faculty of

cess is due to his kindly interest.

Genuinely successful in many ways as Mr. Bean has been, he himself is much greater and more admirable than anything he has accomplished. He is a man who his intimate acquaintances state to be of singularly pure character, and casual acquaintances certainly know nothing to the contrary. With all his energy and firmness he is in many ways as gentle as a woman and as pure in life and speech. Perhaps no better tribute can be rendered to him than that of an intimate business acquaintance, who recently said, in reply to an enquiry as to the characteristics of Mr. Bean: "My acquaintance with him goes back for more than fifteen years and I know him to be as true as steel. He is a man who 'swearth to his own hurt and changeth not;' to know whom strengthens one's faith in human kind. He is clear-headed, cautious and conservative, but when he once assumes a responsibility he never throws it off."

SPECIALTY SALESMEN.

Would the Trade Be Better Off Without Them?

It is a question in my mind whether retail grocers would not all be better off if we went back to first principles and had no salesmen.

I do not mean wholesale grocery salesmen—they seem to be necessary.

I mean specialty salesmen, but not even all of them.

The point is that if the retail grocer was left alone to fix up his own stock to suit himself and his needs, without being badgered into stocking up this or that by some hypnotic salesman, he would be happier and the hair on top of his head would not come out so fast.

That is right, and if you do not believe it, ask the grocers themselves.

Do you know that the success of most specialty schemes to-day is determined absolutely by the salesmen who are put on the road to push them? That is not alone my idea. An old specialty manager who has put a whole lot of goods on the market in his time told me so the other day.

"I will guarantee to get the worst piece of goods a man can make a foothold on the market," he said, "and will do it entirely by the salesmen I put out to canvass the retail trade. I know a lot of slick fellows I can get and have gotten before, who can talk most grocers into doing anything they want to. They are high-priced men, but I will put them on, and in a month my brand will be going. It may not last of itself, understand, but what I mean is, it will be in the stores all right."

There are some of the greatest geniuses alive on the road for specialties. I have one fellow in mind now. He is a tall man of imposing presence, an athlete both in training and appearance, and he dresses well and has a dash about him that gets him first the audience. The average grocer would not dare to turn away a man like this without giving him a hearing.

Well, when this salesman opens his mouth his gift of gab harmonizes splendidly with the rest of his personality.

He is a fine talker, and he pours forth such a persuasive, aggressive stream of language that the ordinary man simply stands engulfed. If you venture to make an argument, it is swept away in the torrent of words in two minutes and still the flood goes on.

Nine out of ten grocers, when this salesman gets through with them, will sign an order.

That may seem like an exaggerated statement, but the man's experience bears it out absolutely. I know all about him. I have seen him work and know.

I believe really that one reason why this salesman succeeds so well is because he awes and artistically browbeats. His size and imposing manner create a sort of fear of him, and many dealers weakly get out their pencils and sign when the time comes, because in their hearts they have not the nerve not to.

There are loads of fellows like this, and just as good as this, selling specialties on the road. Specialty salesmanship is a profession by itself, entirely different from that of the salesman who sells goods the grocer must have, like tea, coffee and sugar.

And the result of it is that a great many grocers are led, or forced, whichever you please, into putting in a whole lot of things that they have no use for at all. They ought never to have bought them. And after they have sat

on the shelves for a few weeks or months, then it becomes a case of getting your money back, and the grocer must turn in and work like a slave to sell them.

Even then he has probably got to sell them at cost, often less.

You would think that after an experience like this a grocer at least would not buy that same specialty again, would you not? Yet they do.

Some of these salesmen I have been describing can actually get a second order on top of the fact that the case sold on the first is still intact.

No, I am not lying. One day about six months ago a grocer pointed out a piece of goods to me on his top shelf. It had been there a year. The grocer was grumbling.

"There is a sample of what I say," he said. (He had been talking about this very point). "Why in thunder I ever bought that case of truck I do not know, except that the salesman who came in here with it talked my breath away. There it is up there—I have never been able to sell a single package!"

Do you know that that grocer duplicated his order, with that unsold case still on his shelf, the next time that salesman came in?

You would hardly believe it, but it is a fact, for the grocer told me so himself.

When I went in there again I saw two cases where one had been.

"Hello!" I said, "that stuff must have become a seller with you. I see you reordered."

"It did like—!" he retorted. "The simple truth of the matter is that that dog-goned salesman came in here again and did me up for the second time. I don't know what ailed me! He simply talks the brains out of my head!"

See now what I mean?—Stroller in Grocery World.

The Bid Polly Made.

The saloon had failed in business, and was taken possession of by the Sheriff, who advertised that the goods and fixtures would be sold at auction.

The day of the sale came. Among the assets was a parrot. The Sheriff, acting as auctioneer, had disposed of everything but the bird.

"Well, gentlemen," he said, "how much am I offered for this parrot? I don't know whether she's a talker or not. You'll have to take chances on that. Start 'er along. How much?"

There were no bids. Nobody seemed to want a parrot.

"Come, gentlemen," he persisted, "make me an offer. Your price is mine. She looks like a fine bird. Start 'er along. How much?"

Still there were no bids. He turned to the parrot.

"Poll," he said, "I guess it's your turn. What will you give me for this crowd of loafers?"

"Two beers!" screamed Polly.

Sold Bacon With a String to It.

From the Petoskey News.

The other evening a boy went into a Petoskey meat market and bought 15 cents' worth of bacon, and started on a bee line for his home. Within a minute or two the meat man noticed that the twine holder on his counter was wobbling unaccountably. "By jinks," he said, "I forgot to break the twine that I tied that there bacon up with." He came to the door and grabbed it, took up the slack and gave it a pull. At that instant there was a shriek in the distance. The boy had been scared out of his boots. The meat man pulled the twine in and there was the bacon. The boy followed the bacon in fear and trembling and reached the market about the same time as the bacon. He thought a ghost had robbed him of his bacon.

The Lacy Shoe Company

CARO, MICHIGAN

Manufacturers of

Ladies', Misses', Children's and Little Gents' Shoes

Jobbers of

Men's, Boys' and Youths' Shoes

BETTER LATE THAN NEVER

Wait to see our line. In hands of salesmen November 10. Southern Michigan, S. E. Barrett; Northern Michigan, N. M. Lacy.

Voluntary Testimonial

F. H. THURSTON Gen. L. Treasurer	THURSTON & COMPANY DEALERS IN GENERAL MERCHANDISE	TELEPHONE 2
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CENTRAL LAKE, MICH., Oct. 30, 1902.

Mr. C. W. Jennings,

Grand Rapids, Mich.,

My dear Sir—I am sorry to learn that you have had trouble with the pure food people. The quality of the goods that we have always had from you has been very satisfactory, and I hope to show you by future business that Thurston & Co. have the most unbounded faith in your business methods.

I do not think that the grocers of Michigan will turn their backs to you on account of this most unfortunate circumstance.

Sincerely yours,

F. H. Thurston

So long as the retail trade stand by us in this manner, we are encouraged to maintain our contention that our Lemon extract is right, firmly believing that the Muskegon Circuit Court will justify our position and vindicate our goods.

Jennings Flavoring Extract Co.

Grand Rapids, Mich.

Every Grocer

At times feels the need of goods P. D. Q.

This is one of our strong points.

Our "Telephone and Mail Order System" is without an equal, and backed up by our greatly increased and improved shipping facilities

together with one of the largest and best selected stocks in the State

makes it possible for us to give you the best service.

Phone or write

WORDEN

GROCER

COMPANY

GRAND RAPIDS

Around the State

Movements of Merchants.

Coleman—Frank Foss, baker, has sold out to Clark Northrup.

Alpena—Ben. Colton has started a cigar factory and tobacco store.

Charlevoix—D. J. Prosser, furniture dealer, has discontinued business.

Custer—F. J. Reader has purchased the hardware stock of J. B. Tracy.

Reed City—Mrs. F. J. Fleishauer, baker, has sold out to Mrs. M. Wegert.

Applegate—Sherman & Huston succeed John S. Sherman in general trade.

Benton Harbor—Robert Richards has sold his grocery stock to A. J. Vincent.

Flint—W. F. Miller has removed his grocery stock from Durand to this place.

Quincy—C. H. Halleck, baker and confectioner, has sold out to L. A. Lytle.

Adrian—L. W. Goucher has opened a 5 and 10 cent store here. He hails from Lansing.

Middleville—Ferguson & Co. continue the drug business of Ferguson, Ballard & Co.

Flint—N. Mehlberg & Son have purchased the grocery stock of Anna E. (Mrs. D. D.) Pratt.

Sherman—M. Rose has taken a partner in the drug business under the style of D. T. Rose & Co.

Hudson—U. G. Manon has leased the Friedman store and will occupy it with his confectionery stock.

Thornton—F. V. Zeatomo has purchased the general merchandise stock of Mrs. Cora B. Ashley.

Linden—D. B. Harrington has purchased the grocery stock of Minnie E. (Mrs. Edward) Hartwell.

Durand—Wm. Cole has purchased the interest of his partner in the agricultural implement business of Shaw & Cole.

Detroit—LaDue & Isham, produce and commission dealers, have dissolved partnership. The business is continued by P. LaDue.

Flint—Wm. D. Rosenkranz has purchased the interest of his partner in the feed and produce business of Rosenkranz & Bloomer.

Quincy—Michael & Spaulding, hardware dealers, have dissolved partnership. The business will be continued by Clyde U. Michael.

Quincy—A. L. Bowen has purchased the interest of his partner in the agricultural implement and vehicle stock of Bowen & Etheridge.

Fremont—S. P. Odell has purchased the drug stock which has been conducted for many years past by his brother, J. R. Odell.

Alpena—Budde & Toolson, the Second avenue grocers, have moved their stock into a larger and handier room in the McRae block.

Brighton—R. J. Lyon, who has been engaged in business at this place for the past twenty-nine years, has sold his shoe stock to S. Kallmeyer, of Detroit.

Belleville—Geo. N. Dawson, dealer in notions, crockery and groceries, has removed to Montpelier, Ohio, where he has engaged in the general merchandise business.

Mesick—H. Goldman will shortly close out his stock at this place and engage in business elsewhere. He has not yet decided what kind of business he will enter into.

Coldwater—Woodward & Son have purchased the meat market of H. P. Hull and Robert Watson, who estab-

lished the business in 1860 under the style of Hull & Watson.

Kingsley—Wm. Wright, grocer and meat dealer, has added a line of dry goods and men's furnishings. Edson, Moore & Co. furnished the stock, Louis J. Koster taking the order.

Willis—C. D. Dickerson, general merchandise dealer, has purchased the notion, crockery and grocery stock of Geo. N. Dawson, at Belleville, and removed to that place and will continue the business at the same location.

Albion—Davis & Southworth, implement dealers, have sold their stock to S. W. Marshall and C. H. Morgan, who will continue the business under the style of Marshall & Morgan. Mr. Marshall will remove his blacksmith shop to the brick building in the rear of the implement store.

Detroit—When the partnership of Williams, Davis, Brooks & Co. came to an end in 1898 Mrs. Elizabeth S. Clark, who owned one-twelfth of the company, accepted \$16,666 for her interest, to be paid by notes. The assets of the firm did not meet the liabilities and Mrs. Clark did not think she was liable to help pay, because of the contract made at the time she received her interest. Judge Donovan handed down an opinion Nov. 1, holding her liable to pay her share of the indebtedness the same as the other members of the firm.

Negaunee—The business men of the city have made one or two attempts in the past to organize some kind of an association for mutual benefit and for definite agreements in regard to hours of closing, etc., but nothing of value has ever been accomplished. Several of the prominent merchants of the town have again taken hold of the matter, and, judging from the interest that is being manifested, their efforts will be successful. Twenty have already been admitted to membership and all the merchants in the city will probably join. Those who are prominently interested in the undertaking are not at all disheartened by the untimely fate that has overtaken similar efforts here, and at Ishpeming, and they say that, if their plans are rigidly adhered to and the provisions that the proposed constitution is supposed to contain are thoroughly carried, out many abuses from which the business men now suffer will be corrected, and many benefits will result, so that there will be no desire to go back to the present disorganized state.

Manufacturing Matters.

Keeler—The Keeler Creamery Co. has been organized with a capital stock of \$5,000.

Alpena—A co-operative cigar factory has been opened. J. Richardson is the manager.

Pontiac—The Pontiac Spring & Axle Works has increased its capital stock from \$100,000 to \$150,000.

Morenci—Knosco & Campbell, manufacturers of condensed milk, are succeeded by the Ohio Dairy Co.

Detroit—The Detroit Chair Manufacturing Co. has merged its business into a corporation. The capital stock is \$6,000.

Detroit—Neugarten & Voelker, manufacturers of skirts, have dissolved partnership, Newman & Neugarten succeeding.

Burr Oak—The Hincer Manufacturing Co., manufacturer of specialties, has filed articles of association with a capital stock of \$12,000.

Roberts Landing—The Roberts Hand-
dle Co. is the style of the new concern

which continues the handle manufacturing business of Wm. M. Roberts.

Three Rivers—The Clark Bros. Co. has agreed to remove its steam specialty manufacturing business from Vicksburg to this city for a cash consideration.

Detroit—W. J. Burton & Co. have departmentized their fuel economizer business and will hereafter conduct it under the style of the Fuel Economizer Co.

Saginaw—The Saginaw Sandstone Brick Co. will begin the manufacture of brick sometime this week. Most of the machinery has been placed and tested.

Hart—The Hart Potato Starch Co. has started the machinery in its plant and it works like a charm. After a few minor changes have been made, the season's run will be begun.

Addison—The Addison Cheese Co. is erecting a first-class modern factory, with cement floors and new machinery throughout. It is expected to begin operations in the spring.

Vicksburg—The canning factory will be opened between November 1 and 10 by the Meat Substitute Co., which will manufacture its cereal product called "Try-a-vena, King of Meats."

Flint—The Flint Sanitary Milk Co. has decided to retire from business, which it has been carrying on at a loss. The company is entirely solvent, but under the present circumstances sees no prospect of any money being made.

Interlochen—The David Lumber & Shingle Co., Limited, has been organized, with W. Scott Barton, Chairman; A. H. David, Secretary; David Collins, Treasurer and C. C. Terwilliger, Manager. The new company expects to begin operations at once and will furnish employment for about fifty men.

Sault Ste. Marie—C. W. Caskey & Sons will shortly engage in the furniture-making business. The plant will be located at the corner of Spruce and Fourth streets and the erection of the buildings will be begun at once. It is expected that the industry will give employment to about forty men at the beginning of operations.

Girard—The Girard Lumber Co. has purchased 1,500 acres of timber land from Byron Smith, of Oconto. Some of the lands are located in Florence county, Wis., but all of them are not far from this place and the timber and logs can be easily secured. The company has made other timber purchases within the past two years which will supply sufficient stock to keep the plant in operation for several seasons.

The Boys Behind the Counter.

Kalamazoo—H. B. Jickling, at present connected with the Sperry Hardware Co., will have a part interest in the Better Skirt Co. Mr. Jickling has been employed in the Sperry hardware store since April, having been employed at Edwards & Chamberlin's for ten years previous to that time.

Alpena—D. Daniels has been transferred from the Hawley dry goods store, at Bay City, to the store here. He is manager and buyer of the dress goods department.

Petoskey—Miss Dagmar McKinley, recently in the employ of Marshall Field & Co., of Chicago, has taken a position at J. Welling & Co.'s. She will have charge of their cloak and suit department.

Alpena—S. Semon, of Cleveland, is manager of Greenbaum Bros.' dress goods department.

Sturgis—G. O. Stofflet, who has been head clerk in E. W. Pendleton's drug store for several years, will go to Grand Encampment, Wyoming, soon to take a position in a drug store.

Alpena—Jas. Foreman has taken the place of O. Shaughnessy at Potter Bros.' hardware store. Mr. Shaughnessy has secured a berth in Detroit.

Hillsdale—Wm. H. Woodward has taken the management of C. S. Wolcott's new music store at Toledo.

Alpena—Walter Currier, assistant pharmacist for Burt Green, has taken a position in a Marquette drug house.

Pellston—W. D. Tuxbury, formerly manager of the W. W. Rice Leather Co.'s store, at Kewonnic, but for the past six months connected with the wholesale department of the Brackett Hardware Co., at Petoskey, has taken a position as manager of A. E. Judkins' general store, at Pellston.

Alpena—Gordon Grant, for the past five years manager of James Grant & Sons' grocery store, has taken a position in Symons Bros. & Co.'s wholesale grocery house at Saginaw.

Kingsley—George Vangorder is now employed as salesman in Case & Overholt's hardware store.

Alpena—Elwood Pratt, formerly with Robt. Ellsworth, of this city, is in Marshall Field's clothing department.

Small But Flourishing Organization.

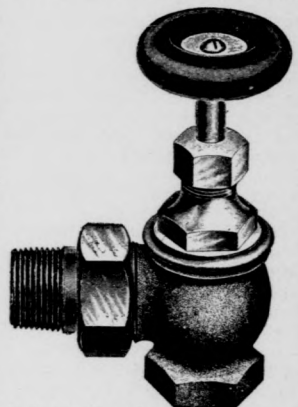
Papa—You were up late last night, daughter.

Daughter—Yes, papa; our fresh-air club met on the piazza.

Papa—Who belongs to your fresh-air club?

Daughter (slowly and somewhat reluctantly)—Well—Jack—and—and—me.

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

Grand Rapids Gossip

The Grocery Market.

Sugars—The raw sugar market is very strong indeed. Refiners are willing buyers at present quoted prices, but holders are asking $\frac{1}{2}$ c more and are offering but very little stock for sale. No sales were made at the prices asked, but, as refiners' stocks are getting low, they will have to come into the market soon and will probably have to meet holders' views as to prices. List prices for fine granulated are unchanged, but some grades of soft are being shaded 5 @10 points. Demand is rather light, dealers buying in small lots only. Michigan beet granulated is offered quite freely, but is meeting with only a moderate demand.

Canned Goods—The canned goods market is practically unchanged. Demand continues good for almost all lines and the market in general is in a healthy condition. Tomatoes still are a very interesting article, but a rather unsteady feeling prevails and offerings now are quite liberal. However, a number of purchases have been made during the past week by those whose contracts for future delivery were not filled in full and who had to come into the market to get supplies with which to fill their orders. Corn still remains very strong and an active enquiry continues. Any large sized quantities of good grades, however, are very difficult to find. Peas are in good demand at unchanged prices. Peaches still continue very firm with an excellent demand. Stocks, however, are very closely cleaned up. There are only a few small lots here and there throughout the State and those are firmly held. Gallon apples are a trifle easier in tone, although some packers are still holding at full prices, which they will not shade. The market on small fruits is firm, but with limited supplies offering, being chiefly red cherries, plums and rhubarb. Demand for salmon continues very good. Prices on Red Alaska have been advanced 5c per dozen, but, as most dealers have already made their purchases of this grade, this does not affect them much at present. The advance is caused by the heavy consumptive demand and the fact that the quantity of Red Alaska left from the 1902 packing is exceedingly small. Sardines meet with a steady demand at full quoted prices.

Dried Fruits—Dried fruits remain practically unchanged with moderate demand. The slow shipment of dried fruits from California is causing considerable inconvenience among the trade. Raisins particularly are behind, and the trade are getting anxious for their prunes, also, as stocks of these goods are very light. There are a few of the small sizes of prunes on hand, but the large sizes are what are wanted and almost impossible to find. Prices on both of these articles are firmly held with the probability of an advance soon on raisins, particularly seeded. Peaches and apricots are firmly held, but demand is only moderate. Figs are meeting with good demand at unchanged prices. Dates are rather quiet, but show no change. Demand for these goods is expected to show an increase very soon. The evaporated apple market is rather dull and prices show a slight decline. Stock is being offered quite freely now, although there is not expected to be any surplus of evaporated apples in Michigan, as about half of the dryers have shut down altogether for the season

or have sold their entire output. With the advent of cooler weather demand is expected to show considerable improvement.

Rice—There is considerable improvement in the demand for rice and a number of good sized lots have been sold at firm prices. The lower grades are shaded somewhat, but the better grades are very firmly held and meet with a very good demand.

Molasses—The molasses market is firm with no change in price. Business, however, was only moderate, buyers generally holding off for new goods. Offerings were small, the supplies on hand being hardly able to meet the regular requirements of the trade.

Fish—Mackerel still holds the position of prominence in this market and the situation remains very strong at the high prices. Codfish shows no change in price, but meets with good demand.

Nuts—The market, while fairly well supplied with shelled almonds, remains steady on a good demand. Brazil nuts show a strong tendency, but are offered at unchanged prices with good interest shown. Sicily filberts are in good demand and Grenoble walnuts are held slightly firmer. Peanuts show some easiness. While a fair business is doing on the quoted range, a fairly liberal supply of 1901 crop is still in sight. The new crop is drying slowly, owing to damp and unfavorable weather in Virginia. The crop is reported the best on record, favorable weather having caused it to fully develop, and very few second grade stock is looked for.

The man who votes is entitled to respect. He exercises the right of sovereignty which was dearly bought by the American forefathers and which is practically surrendered by the man who neglects to use it. The man who votes is a factor in the nation's life and progress. The man who refuses to go to the polls is a political cipher.

The Woodhouse Co. has been organized with a capital stock of \$25,000, fully paid in, to carry on the wholesale tobacco business at 33 North Ionia street. John T. Woodhouse is President and Treasurer and P. C. Payette is Secretary and General Manager. It is expected that the stock will be in so that shipments can be made by Nov. 10.

Arthur E. Gregory, Ralph Rockwell and Lillian Christie have been transferred from the Ball-Barnhart-Putman Co. to the Judson Grocer Company. Arthur will hold down a desk in the front office, Ralph will act as assistant shipping clerk and Miss Christie will do billing.

Miss Marion Northrup, for several years in the office of the Ball-Barnhart-Putman Co., will take charge of the books of the Woodhouse Co.

Samuel M. Lemon was in the Upper Peninsula nearly all of last week, accompanying Senator Burrows on a political tour.

W. W. Miles has opened a grocery store at Walloon Lake. The Judson Grocer Company furnished the stock.

Anthony J. Quist, house salesman for the Ball-Barnhart-Putman Co., will cover the city trade of the Woodhouse Co.

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

The Produce Market.

Apples—\$2@2.25 per bbl.
Bananas—Good shipping stock, \$1.25 @2 per bunch.
Beeswax—Dealers pay 25c for prime yellow stock.

Beets—40c per bu.
Butter—Creamery is firm and strong, commanding 25c for fancy and 24c for choice. Pound prints from fancy command 25c. Dairy grades are not quite so strong, commanding 18@20c for fancy, 16@17c for choice and 13@15c for packing stock. Receipts of dairy are meager in quantity and mostly poor in quality.

Cabbage—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 \$2.60 per box and \$7.75 per bbl.

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

Dates—Hallowi, $5\frac{1}{2}$ @6c; Sairs, 5@ $5\frac{1}{2}$ c; 1 lb. package, 7c.

Egg Plant—\$1.25 per doz.
Eggs—Local dealers pay 19@20c for case count and 21@22c for candled. Receipts are small and quality is poor. Dealers are drawing on their cold storage supplies, which they market at 19@21c.

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, \$5; Messinas, \$5.
Maple Sugar—10@12c 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—Keefer, 90c@\$1 per bu.

Potatoes—The market is strong and the demand active. Local buyers are paying 35@40c and in some cases 45c.

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, 10@11 $\frac{1}{2}$ c; gobblers, 9@10c; white spring ducks, 8@9c. Dressed stock commands the following: Spring chickens, 12@13c; small hens, 10@11c; spring ducks, 12@13c; spring turkeys, 13@14c.

Quinces—Scarce 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.

Turnips—40c per bu.

Recent Business Changes in Indiana.

Anderson—Rogers, Babcock & Co. is the style of the new hardware firm which succeeds Goul, Rogers & Co.

Fort Wayne—L. H. Gocke & Co., dealers in spices, are closing out their stock.

Maples—Adam C. Crawford has removed his general merchandise stock to Hoagland.

Rochester—Stanton & Sterner, dealers in books, have dissolved partnership, Sterner & Rannells succeeding.

South Whitley—Masten & Burwell succeed Masten & Reed in the hardware business.

Terre Haute—Jos. Diekemper has closed out his grocery stock and retired from trade.

Connorsville—D. W. Rigrish has discontinued the drug business.

Marion—Herman Coran, dealer in hosiery and notions, is succeeded by the New York Commission Co.

Delphi—Christian Gros, of the hardware firm of C. Gros & Son, is dead. The business will be continued by his son, Charles Gros.

Elwood—C. C. Henze & Co. have discontinued the grocery business.

LaGrange—Garmire & Son, cigar manufacturers, have sold their business.

Logansport—Isadore C. Hoffman has removed his stock of stoves and tinware to South Bend.

Monticello—Chas. W. Davis has purchased the grocery stock of A. R. Bennett.

North Judson—Kellar & Jarnosky succeed The Hardware, Furniture & Merchandise Co.

Seymour—G. L. Hancock & Bro., grocers, have dissolved partnership, E. L. Hancock succeeding.

Converse—Wm. C. Lancaster, dealer in general merchandise, has made an assignment.

Hides, Pelts, Tallow and Wool.

The hide market remains firm from small supply. The demand is good at a price, while scarcity of goods forces prices up a trifle, as necessities require. Prices are high and the want of margins makes tanners hesitate beyond from day to day supplies.

Pelts are not plenty. The demand is good at a fractional higher value. There is no accumulation.

Tallow has been active and the market is well cleaned up at a slight advance. Large quantities have moved and, while little edible is being offered, the lower grades have been wanted, and no large offerings are to be had.

Wool remains firm at the advance, with large sales East, while little has moved from States. Prices West are too high for the Eastern market, which stops trading. Buyers were quite active in Michigan the past two weeks, but could not move the stuff to any extent.

Wm. T. Hess.

Remarkable Surgical Case.

From the Philadelphia Public Ledger.

A few days ago a Miss Death was brought to the German Hospital to be operated upon for appendicitis. She was a daughter, she said, of an undertaker.

The surgeon's name who was chosen to perform the operation was Dye—Dr. Frank Hackett Dye.

When the operation was over Miss Death was placed in charge of two nurses.

Miss Payne is the day nurse. Miss Grone is the night nurse.

The patient is recovering rapidly, and in a week or so Miss Death will bid good-by to Dr. Dye, Miss Payne and Miss Grone.

Kerosene oil will start the dried oil which has been allowed to work from the axle of the delivery wagon and become mixed with dust until it sticks like the varnish itself. By the way, many of us have a habit of putting too much oil on at a time. Only a few drops are needed at one oiling. The rest must drop away and be wasted.

Piles Cured

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

Dr. Willard M. Burleson
Rectal Specialist

103 Monroe St., Grand Rapids, Mich.

Getting the People

Suitability and Proportion in Display.

"Put it in as big black type as you can" is the common instruction in dealing with display.

The proper proportion in type display should be regulated by the distance at which it will be generally read. If it is a sheet to be held in the hands of the reader the use of a letter occupying the page as a poster is worse than space wasted. Experience is demonstrating the proposition that type display which will be included in an easy angle of vision as the page is held in the hand is much more effective than when the eye must run across a broad sheet to read it. Thus it was customary a few years ago to head the full page advertisements of department stores with a black line across the page giving the name of the institution. Now it is more usual to see the name limited to three or four columns in width, thus not only giving more space for other purposes, but actually serving better to catch the eye. The distinction between a newspaper and a poster in advertising should be based on the probable difference in the distance at which each is to be read.

Then there should also be a consideration of the size of the space to be used in proportioning the display. A common fault in small spaces is the use of a main line which so far overbalances the rest that the eye dismisses the subject at the distant glance. What is wanted is a size of display which will gain attention at a distance to invite to smaller lines perhaps, or to a paragraph which is short enough and in large enough type to retain the attention.

There is no value in the use of display unsuitably large for any space. In the laying out of the advertisement there should be constant attention to suitability in the proportion of the whole. While there should be enough of contrast in sizes of lines to give prominence to the salient features, there should not be one or more unduly heavy, black lines and the rest in type too minute for easy reading.

Then, again, the poster should not be considered as a newspaper. How often one will notice a lot of small display, with small type paragraphs, at distances that can not be read by the average eye and certainly will not by those not more than casually interested. If it is a notice of a tax sale which is likely to affect one's belongings he will try to get near enough to read it, but if it is a detailed account of the merits of some new shoe the chances are that he will pass by on the other side. Illustrations of this error in poster work are frequent in street car advertising. In this branch the addition of small lines is injurious, for the reason that the effort of the average eye to make them out is so disagreeable that the whole sign becomes repelling. Let the argument be brief enough to be expressed in letters large enough for all to read across the car and save the details for other vehicles of publicity.

Horace Prentice & Son start out their puzzle announcement with a pun on the quality of their rocker which is not bad. There is a degree of complication, however, in the statement of the puzzle and its conditions which I am afraid will frighten the average intellect. Not but what it is as clear as such a statement could be made, but there is necessarily a degree of complication apparent which is apt to be discouraging. Of

LOOKS EASY? IT IS EASY!

(WHEN YOU KNOW HOW.)

The ROCKER In Our Window IS EASY.

DO YOU KNOW AN EASY WAY TO GET IT?

\$35.00

**Turkish
Rocker**

FREE.

Cut this corner
out to lines and
send with solu-
tion.
Coupon T.

Use this card for a
pattern so that you can
have more than one
trial.

Cut card in only three (3) pieces putting all of
them together in such a way as to make a perfect
solid square.

There must be the same amount of surface in
the solid square as there is in this card with the
corner cut.

Horace Prentice & Son,

FURNITURE - 137 S. Burdick St.

Rocker

Can be seen in
our south win-
dow until No-
vember 11th,
when someone
will get it

**WHY NOT
YOU?**

CONDITIONS

1. All Answers Must Be ACCOMPANIED WITH CORNER COUPON.
2. Answers Must be sent by MAIL only and Marked Puzzle Department.
3. No Answer will be considered that is Mailed Before November 5, or that Reaches Us After November 11.

Answers complying with above conditions will be numbered by us as received and

THE SENDER OF THE FIRST CORRECT SOLUTION Will Get the Rocker. **WEDNESDAY, NOVEMBER 12, we will show in**

the window the correct solution of the puzzle and give name of the winner.

HORACE PRENTICE & SON,

Furniture Dealers, 137 South Burdick Street.

SEE OUR STOCK OF

Imported Roquefort
Imported Fromage De-Brie
Imported Brickstine
Imported Edam
Imported Pine Apple
Imported Muenster

Domestic Neufchatel
Domestic Royal Luncheon
Domestic Imperial Luncheon
Domestic Full Cream

J. SELLWOOD & CO.

SPECIAL SALE OF

Dining Room Furniture....

Beginning Monday, October 6th, and continuing all the week, we offer at special low prices every Buffet, China Closet, Sideboard, Dining Table and Dining Chair in stock. These goods comprise the best makes in the country and we show the largest and most varied assortment in the city. We handle only the best and while our price has always been extremely low we propose to put the price knife deep for this sale. Call early before the assortment is broken.

WM. E. SMITH & CO.
THE RELIABLE FURNITURE MEN.
116-118 S. MICHIGAN ST. SOUTH BEND.

Special Values in Dress Skirts. Another Big Lot of New Styles Just Received.

Have You Seen These

Sample Underskirts?

Placed on Sale This Morning

All new styles but only one of a kind in the lot—Black, Colored and Fancies. at

One-third off Regular Prices

See Window Display!

Steinberg's RELIABLE DRY GOODS AND CLOTHING STORE

GRAIN

Of all kinds bought or stored.

FEED

Ground as you want it with our new feed roll

For Sale

Street Car Feed, Fine Feed, Hog Feed, Oats, Bran, Middlings and Screenings.

SEEDS

Timothy, and Mammoth, Medium, Alsike or White Lawn Clover, Etc., Etc.

FLOUR

Crosby's Superior, Pure Gold and White Frost.

SALT

Barrel or Rock.

COME

And see our twenty horse power Gasoline Engine and look over our new elevator building opposite of the depot.

Manton Produce Co.

GET THEM NOW!

"Please! at Me Sleep"
"Bill Bailey"
"On a Sunday Afternoon"
"Rip VanWinkle"

Largest Popular Sheet Music Co. of

J. W. CLIFFE,
MARKHAM BLOCK

course, the test of such schemes is the success they achieve, but I would not be afraid to wager that in this case the results do not come up to expectations. However, many may be induced to look into the window. The printer's work is careful and well arranged, only the "conditions" might have been put in small type to the advantage of the rest in giving room for more white space.

The cheese connoisseur can hardly fail to find his likes represented in the list of J. Sellwood & Co., but he is likely to have to study some time before he decides what it is all about. At the first glance the word "cheese" would be taken for a Greek labyrinth rather than English characters intended to convey an idea. With good ordinary display, smaller type for the list and an address at the bottom the advertisement would have been a good one.

Wm. E. Smith & Co. make an effective announcement of special sale of furniture. The breaking of the border with the main line is made an attractive feature. I would have set the first line in DeVine and cut the paragraph a few phrases shorter.

J. Steinberg makes an exhibit of mixed styles of type and zigzag rules which will bring the tears to sensitive eyes. It is to be hoped his window display is not so heterogeneous. The printer seems to have tried to follow some system in his work, but, apparently, his lines were badly marked in proof and I notice some errors were overlooked. The wording is not bad for a conventional display, but the printer should be allowed to try again. I have noted Mr. Steinberg's announcements in the Traverse City papers for several years, and have favorably commented on several samples which have been reproduced in this department. This is the first time I have ever had occasion to speak harshly of his work.

The Manton Produce Co. furnishes a sample of simple treatment for a one column space which is not without merit. The main lines are calculated to catch eyes likely to be interested and the sentence paragraphs are short enough to carry the attention.

J. W. Cliffe shows a good sample of music advertising, but I would have used plain lines instead of the zigzag ones and the printer should have brought up impression enough to make all distinct.

He Shaved No More.

He—How do you like the idea of my growing a beard this summer?
She—Why, I should set my face against it.

Good Advertising

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

Woven Fence for Half Cost

This is exactly what dealers can promise their customers if they use the

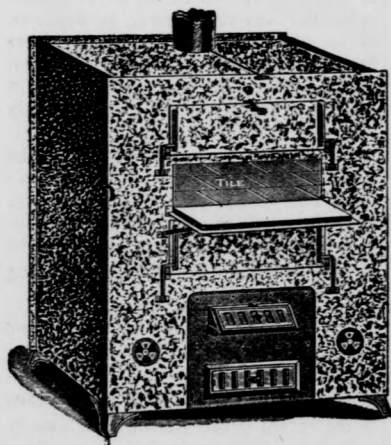
Superior Fence Machine

The drop in the price of wire combines with high trust prices for ready woven fencing to place our machine in active demand. To further aid the dealer we have decided to withdraw our travelers from Michigan and will give the Michigan dealer the benefit of this economy in reduced price. With cheap wire and a cheap practical fence machine, the dealer who follows this course will secure the farmer's trade. Write us for prices and full information.

Superior Fence Machine Co.,

184 Grand River Ave.,

Detroit, Mich.



BAKERS' OVENS

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

**Hubbard Portable
Oven Co.**

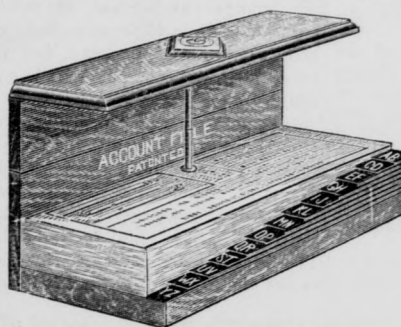
182 BELDEN AVENUE, CHICAGO

The Woodhouse Co.

Wholesale Tobacco and Cigars

will open for business with complete line about
November 10, at

33 N. Tonia St., Grand Rapids, Mich.



Account Files

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

THE SIMPLE ACCOUNT FILE CO., Fremont, Ohio

500 WHITTLESEY STREET



Mr. Grocer

Have you put in a supply of the Famous Malted Cereal Food,

Malt-Ola

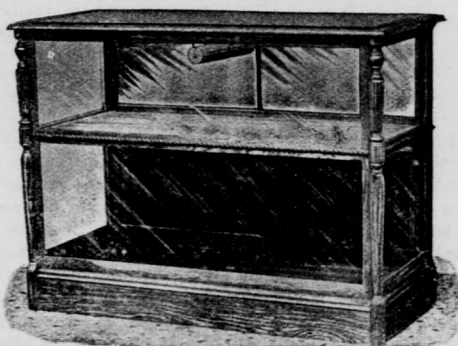
If not, you ought to. It means more trade and new customers. Let us send you a trial package. A postal will do.

LANSING PURE FOOD CO., LTD.
Lansing, Michigan

Grand Rapids Fixtures Co.

One of our
Leaders
in
Cigar
Cases

Write us
for
Catalogue
and
Prices



Shipped
Knocked
Down

Takes
First Class
Freight
Rate

No. 52 Cigar Case

Corner Bartlett and South Ionia Streets, Grand Rapids, Michigan

Facts in a Nutshell

BOUR'S COFFEES MAKE BUSINESS

WHY?

They Are Scientifically

PERFECT

129 Jefferson Avenue
Detroit, Mich.

113-115-117 Ontario Street
Toledo, Ohio



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 - NOVEMBER 5, 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 29, 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 first day of November, 1902.

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

PIERCING THE PYRENEES.

Twenty years ago France and Spain arranged a treaty for the construction of two railroad tunnels through the Pyrenees, which range constitutes the natural boundary between the two countries. But the purposes of the treaty have been delayed until the present time because of the objections of the War Offices of the two nations to the plan. Although we are said to be an idealistic people, the American mind is not sufficiently imaginative to comprehend how a railroad tunnel can be a military menace to any country. A mere handful of men might easily defend it against an army, or quickly render it impassable to trains or troops. But military experts in Europe always look askance at a railroad tunnel which may piece the natural boundary between two countries as a source of danger in case of war. France and Spain are now on exceedingly friendly terms, and are preparing, if they have not in fact consummated, an alliance. The two governments have, therefore, overcome the scruples of their respective War Offices, and the tunnels and railroads through the Pyrenees are to be constructed at once.

If it had not been for the fears of the military experts that a railroad connection with France might destroy England's isolation and increase the dangers of invasion, a submarine tunnel would have been constructed long ago under the Strait of Dover. The scheme is feasible, and has often been discussed. But whenever the subject has been broached in Parliament the experts of the British War Office have invariably condemned it. Thus an enterprise which would doubtless be of immense commercial benefit to both countries has been forced to yield to what is said to be a military necessity. Yet the ferries, which run regularly between Dover and Calais, constitute in a sense a floating bridge across the strait, and no objection is raised against them. There was

a time when the same objection was raised against piercing the Alps, but the international guarantee of the preservation of the integrity of the Swiss republic removed it, and a large part of Europe is reaping a benefit from several tunnels now running through the range. France and Spain will unquestionably profit commercially from the two tunnels which will soon pierce the Pyrenees and destroy that natural barrier to commercial intercourse between the two countries.

Something of a sensation has been created in Jersey City by a clergyman's attack on women members of church choirs. He says: "A young lady with a plumed hat, fearfully and wonderfully made; a waist laced to several inches less than its natural size, and a piece of sheet music in her hands, stands up and opens her mouth and emits a series of noises in strained, unnatural tones, trilling, warbling, screaming and rolling out sounds inarticulate, artificial, unnatural, not one of them expressing an honest emotion of the heart, but simply exhibiting the compass of her voice, which frequently is as metallic as a coin that is paid for her performance. The reflective hearer is reminded of the ancient prediction of a time when 'the songs of the temple shall be howlings in that day.'—Amos vii.—3." This, of course, applies only to Jersey girls. The feminine songsters in Michigan are as yet above criticism of this kind.

One result that it is expected will follow the consolidation of Atlantic steamship lines is a daily mail between the United States and Europe. This calculation is based upon an assumption that the new consolidation will provide that its fastest steamers shall avoid competition with each other to the fullest possible degree. In other words, it is accepted that only one fast steamship shall leave New York each day and that a similar schedule will prevail for west-bound steamers. Such an arrangement would give each of the very swiftest vessels in trans-Atlantic waters a sailing free from any rivalry in its own class, and, it is assumed, would commend itself to the managers of the consolidation as good business principle.

Trachoma, a disease which produces a granular condition of the eyelids, has become almost epidemic among school children in New York City. It is a contagious disease and physicians say that with the most heroic measures several years will be required to stamp it out. The New York Eye and Ear Infirmary has been almost overwhelmed with patients from among the poor of the East Side. It is necessary in nearly every case, to effect a cure, to perform a slight operation necessitating the administration of chloroform, and therefore it is necessary for patients to go to a hospital. The authorities doubt their ability to cope with the situation unless it soon abates.

A political manager is of the opinion that the rural mail delivery system with its daily newspaper is largely responsible of the political apathy characteristic of the campaign just closed. He points out that the political rally has heretofore given the farmer an opportunity to drive to town and meet his neighbors; it has been one of the remedies for the loneliness of farm life, but the daily newspaper now delivered at his door removes this feeling of loneliness and serves to occupy agreeably his leisure hours.

GENERAL TRADE REVIEW.

With public attention engaged by the election it is not to be wondered at that stock trading should continue dull. As all is being left in the hands of the speculators it is an evidence of the underlying strength of conditions that no serious reactions are being caused by bear attacks. Whether there will be a resumption of the normal volume of trading to follow the elections or whether the hesitation which has characterized past months is to be extended towards or past the holidays is a question of wide interest. There are some among leading financiers who predict further waiting, but with the full tide of manufacture and transportation it seems as though speculative activity can hardly be far away.

In all fields of production and exchange the pressure of demand is at the highest. Indeed, in many lines it is found that new business offered can not be taken care of unless the time given is exceptionally long. One of the most serious complications now is the lack of transportation facilities on the part of many railroads. In some cases the trouble is in lack of motive power, but more frequently in the other rolling stock. Considering that a great pressure has long been put upon the manufacturers of railway equipment and supplies it seems strange that demand would so far outrun the production. The most serious lack is in the fuel districts, especially coke, but there is much bitter complaint of delayed shipments of general merchandise in many localities, some frequently requiring a month when four days was usually considered ample.

In textiles the general report is of favorable conditions. In some cases new business is receiving little attention for the reason that the output is sold so far ahead. Woolen mills are taking new supplies of material freely, but cotton is not taken so rapidly as more favorable prices are hoped for. Footwear shops are supplied with large orders and for two consecutive weeks shipments from Boston have exceeded the exceptionally heavy ones of last year.

MINERAL OIL IN ALASKA.

If the reports of mineral oil discoveries at Cook's inlet are trustworthy, a valuable addition has been made to the known resources of Alaska. These reports come through Tacoma channels. A recent arrival at that city, who has been mining at Cook's inlet for the past four years, represents that oil in good quantities is being drawn from several wells in that section. The district is full of oil indications for a distance of over thirty miles inland from the inlet. Some San Franciscans are prospecting there now, and samples of the crude oil obtained from the formation have been shipped here for analysis. If further prospecting opens a productive oil field, the result may have a far-reaching influence on the development of other resources of the Territory.

It is not unreasonable to assume that petroleum deposits exist in Alaska which may be profitable to exploit. The Territory covers a vast area of the continent, and only spots here and there in it have been explored for any purpose. The chief search has been made for gold, and while the discoveries made of that metal have been, in some respects, marvelous, the true extent of the auriferous belt is far from being fully determined. All prospectors agree that gold is to be found in every part of the

Territory so far explored, and when it is more thoroughly settled the profitable gold-bearing area will doubtless be greatly expanded. Besides, the Territory is rich in coal and copper. These deposits are beginning to attract the attention of capital, and they will, in time, be systematically exploited. If crude petroleum is to be added to these mineral resources, the visible wealth of Alaska will be greatly enlarged and the way will be opened for the introduction into the Territory of many of the manufacturing industries, which constitute, after all, the mainspring of prosperity in all countries.

Col. Pope, one of the pioneer bicycle manufacturers of the United States and one of the receivers of the American Bicycle Company, known as the trust, which recently went into bankruptcy, gives it as his opinion that the cessation of advertising killed the bicycle business. The way to revive it, he declares, is to resume advertising, which was cut off by the trust to reduce expenses, forgetful that there would also ensue a reduction in revenues. "I thoroughly believe in advertising," says Col. Pope. "You can see how I feel in the matter when I tell you that I spent \$500,000 in one year in that sort of publicity, and that it is my idea for the future—to advertise. There is a future for the bicycle yet, but it will take advertising to develop it."

The men who own soft coal mines and the men who handle the product are confident that they will have a permanently increased market in consequence of the recent strike, during which many consumers had their first experience with bituminous coal. Each previous strike has shown a slight gain for soft coal in the amount used for domestic and steam purposes. It is less subject to change, less "touchy" than anthracite. It is not in the hands of so few men. Means for mixing anthracite and bituminous in such a way that little or no smoke results, are constantly being improved. The mixture for ordinary grades of soft coal is two and a half to three of anthracite to one of bituminous. Better facilities of firing are also being found out.

Ancient Rome has long been living on the glories of its past. It may soon be able to live on the riches of the Romans who flourished in the days of the mighty empire. The worthies of those days were accustomed to cast their most valuable possessions into the Tiber as offerings to the gods. The authorities have just granted permission for a thorough search of the bed of the river. It is confidently expected that great quantities of gold and silver and precious jewels will be recovered, besides a variety of curious things in the way of armor worn by many soldiers who at different times were killed in battles on the banks and bridges of the Tiber.

In New York City there is an ordinance against the use of soft coal, but the enforcement of it was suspended during the strike when soft coal was the only fuel that could be obtained at any price. Mayor Low announces that the ordinance will again be enforced on and after November 15 in view of the fact that anthracite is now available at moderate prices. The use of bituminous coal in the metropolis has completely changed the atmosphere of that vicinity, long noted for its clearness, rendering it as smoky and disagreeable as the air of London.

Stock It Promptly!

—You will have enquiries for—

HAND SAPOLIO

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

ENOCH MORGAN'S SONS CO.



You want a Cash Register. All right!
But you are afraid of the price. All wrong!

You think perhaps that National Cash Registers are high priced, but just to show you that you can get a first-class, fully guaranteed National at a very low price, we print here a picture of a Total-Adder for \$125. This is only one of a hundred low priced Registers.

We'd like to send you a full description of this Register. We know you'd be interested in reading about it.

Just take a postal card, address it N. C. R. Co., Dayton, Ohio, and say "Send printed matter about your No. 137 Register."

Clerks' Corner.

A Maxim From a Commercial Point of View.
Written for the Tradesman.

When pretty little Milly Berdan went to housekeeping everybody in Mill River knew she would be a blooming success and told her so. She came from a long line of New England grandmothers and so had a long line of notable kitchens to copy after, every one of them an inspiration and every one calling upon her to keep up the reputation of the distinguished line. She began to unfold the ancestral trait very early in life and turned as naturally to the handed-down cook book as she did to her Bible. Neat as she was thrifty, she was determined that the weekly expense should find her with an increased bank account, be it ever so small, and this at that early period of her life began to develop into a tendency to "nearness." She wanted to make things go a little farther than they possibly could—not quite to stinginess, but leaning strongly in that direction. "Prudent but not parsimonious," she used to say when her open-hearted and too-open-handed Tom insisted that a hen trying to cover too many eggs added more than she hatched.

This trait made her a close buyer and it made her a disagreeable customer. She always wanted the best, but at a second-hand price, and she insisted upon having the biggest to the insistency of picking it out herself. Hers were the biggest strawberries. The smallest potatoes in the center of the basket or barrel never by the slightest chance reached her kitchen. It was the big cucumber and the big apple and the big pear that she was determined to have, and the storekeeper that ventured to put her off with the smallest eggs found to his cost that he had made a mistake.

The last one who had tried that was an inexperienced clerk at the Fairweather brothers. Mrs. Berdan had done but little trading there. The clerks were old and experienced and met her peculiarity with such downright firmness that she kept away from them; but going by there one morning she saw some Crawfords that met with approval and back of the tempting baskets was a good-looking clerk whose tanned cheeks hinted so strongly of the tanned August fields he had lately left that she had to go in and buy.

She found him "easy." She noticed, woman that she was, that he saw a strong resemblance between her and the peaches, as she had in him, and while she was not above the sense of flattery she saw no reason for not taking advantage of it and the result was a splendid basket of the finest Crawfords at reduced rates.

Of course she went away in high glee and of course the Fairweather Bros. from that time on had a new regular customer. Fairweather, Jr., who had watched the proceedings, promptly came forward when the little woman went out and congratulated the young fellow upon deftly landing that much-longed-for fish. "Keep her at any cost, Swadley, and we'll see that you do not lose anything."

He kept her all right, you may be sure about that. As promptly as 8:15 a. m. came around there stood the little symphony in pink and white with her blue eyes looking earnestly up into his, and her dainty head turned to one side as she heard his strong commendation of some small but unfamiliar goods.

"They may be exactly what you say, Mr. Swadley, but they are too little to appeal to me. I really can not afford it. I like the large. They look substantial. They seem to have grown where there was a good chance to grow and to have made the most of their ample opportunities. Take that big potato there. Look at that enormous pumpkin. See that splendid cluster of grapes! What a good time they have been having where there was a lot of soil and sun, and so they come into town full of the wealth of all outdoors, literally. 'full as their skins can hold.' You can not have too much of a good thing, Mr. Swadley. So you may send me the big pumpkin and the big potato and the big cluster of grapes, anyway."

"They could not go to a better place, I will say that, but I am pretty well satisfied that there is a good deal of truth in the old proverb, 'The best of the goods is done up in the smallest bundles.' The proof of that is right here," and that young Swadley's black eyes twinkled a little, enough, anyway, to put meaning into the admiration that beamed on his face as he looked down upon the charming dot of condensed womanhood before him.

"That bit of commercial gallantry shall have its reward. Add to my order"—the list is of no importance and need not be written out—"but be sure that every item sent is the biggest of its kind."

"All right, madam, the command shall be obeyed," and with a laugh the ray of human sunshine went out, leaving only common daylight behind her.

The junior member looked at the extended order and laughed. "For a young one you are playing a strong game, but the parties can stand it and

Are You Looking For Business?

Just sign your name to a postal card and forward it to us, then we will tell you all about the quality and selling properties of our line of Crackers and Sweet Goods. Will send you price lists and a sample order if you say so.

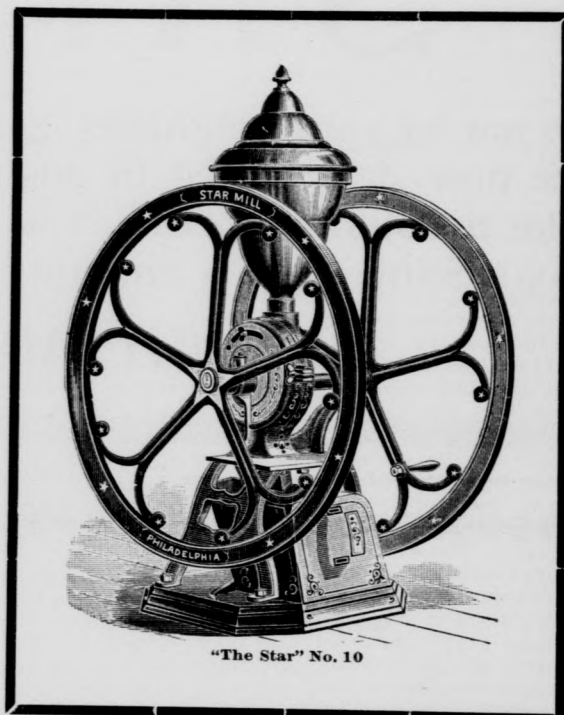
E. J. Kruce & Co.
Detroit, Mich.

We Do Not Belong to the Trust

The Celebrated Star Mill

The Acknowledged King of Coffee Mills

No Better Made



"The Star" No. 10

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

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

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

Woolson Spice Co.
Toledo, Ohio

it is all right. I wonder what she had in mind when she mentioned the pumpkin?"

"That is easy. She looked at you and winked at me. You were too far off to hear what she said."

The man Swadley was too much taken up with the thought which came to him just then to notice the effect of his remark. Should he teach that delightful woman a much-needed lesson? Would it pay? Could he afford to run the risk? He would think of it, and all that busy day he turned the idea over and over, whistling as he turned. As he went on with his order-filling circumstances encouraged him. The whole order happened to be one that the biggest could be made to fill. The store was full of the largest specimens of its kind, and when Mrs. Berdan's goods were placed together the sight was so gratifying from every point of view that Swadley felt called upon to urge the firm to come and see.

"They make a pretty picture to look at, for a fact," exclaimed the eldest Fairweather, "and you have an eye for effective arrangement; but, man alive! don't you see that everything but those little sugar pears are so big that they are all fiber and that Mrs. Berdan will be down here before breakfast to tell you they are not fit to eat? You want to look out for that customer in more ways than one. We can not afford to lose her."

"That is right, we can not; but when Mrs. Berdan orders the biggest in the pile, do you think it exactly safe to send her anything else? Of course, I will do it if you say so—it will let me out—but I guess you had better let the little woman have what she orders and that is what she said: 'The biggest you have.' Shall I give the delivery man a note to her that you know what she wants better than she does?"

The senior member turned on his heel with a "humph!" halfway between a laugh and a frown, and the goods, according to the order, was safely delivered.

Monday morning bright and early the ray of Berdan sunshine came streaming into the store. A gleam of ineffable good humor greeted it from the back side of the counter.

"I do hate to offer a word of complaint, Mr. Swadley, but the fact is that the only really good thing in my Saturday's order was those little pears that, I guess, were intended for somebody else. The fruit certainly looked the finest that I ever saw and I know it was the biggest. Mr. Berdan and myself felt that we were to have the treat of our lives, and the little pears were the only thing we could eat. I really could hardly wait for the dessert to be brought on. All the way home I could think of nothing but my big Bartlett pear and that mammoth Crawford went straight to Mr. Berdan's plate before I could get a chance at it. One little slice was all I wanted. Most of the tree had found its way into the fruit, and I positively could not masticate it, and the only commendable quality about the peach was its size."

"I am very sorry," was all that Swadley could say. That is all he did say, anyway, and the attempt that he made to make it sound sorry was "just that and nothing more."

"You see"—the silence was a trifle awkward and he had to say something—"the fruit grew so fast and so large that the quality had to give way to the quantity, and the soil of the Wild West where this fruit came from is too fertile to furnish anything but the coarse and fibery

and tasteless. I thought of that when I put in the little pears. Of course, you get more in the big fruit than you get in the little, but in that case you really get more than you pay for. I think you will find it true every time, Mrs. Berdan. It is the little package that has the best goods, and it does not make any difference what merchandise you are talking about. A grocery store is hardly the place for poetry, but it is a fact that

Iron is heaped in mountain piles
And gluts the laggard forges,
But gold-flakes gleam in dim defiles
And lonely gorges.

"One good thing about it is that in the long run the smallest, because it is the best, is the cheapest always and with what, I guess, is your way of managing things, will go a good ways farther. Let us leave it to Mr. Berdan, and you ask him if he has not found it a fact that 'the best goods are always done up in the smallest bundles.' Will you?"

She said she would and she did; and that Tom looked at her exactly as Swadley did, only he did what Swadley wanted to and did not dare: He went around to her side of the table and gave her a good smack plump on her sweet lips.

There are two important facts to be stated: the Berdons became constant customers of the Fairweathers, and that good-for-nothing Swadley had a standing invitation at the Berdons' for Sunday dinner, which he just as "standingly" and unblushingly accepted.

Richard Malcolm Strong.

The Crop of Calendars.

The dealers in calendars are now getting ready for the great rush of business that floods them at the first of the year. There are a number of firms that make calendars from one year's end to the other, and practically all the business of their distribution for the twelve month takes place in a few weeks. A calendar dealer says that 40,000,000 free calendars are distributed annually in the United States. They range in cost from \$10 to \$500 a thousand. A considerable proportion of them are given away by the insurance companies, one of which, each year, puts out no less than 4,000,000.

Violent Contrast.

"How little we really know about our neighbors, after all," said the young wife, musingly.

"Yes," replied her husband, "and how much they seem to know about us."

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 Saddle Hardware and our own make of Harness.

Brown & Sehler,
West Bridge Street, Grand Rapids

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

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

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

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.

USE THE CELEBRATED

Sweet Loma

FINE CUT TOBACCO.

NEW SCOTTEN TOBACCO CO. (Against the Trust.)



PELOUZE SCALES
ARE THE STANDARD FOR
ACCURACY, DURABILITY & SUPERIOR WORKMANSHIP
BUY OF YOUR JOBBER. INSIST UPON GETTING THE PELOUZE MAKE
NO. 1 30 AS SHOWN 24 LBS.
NO. 2 30 WITH TIN SCOOP.
NO. 3 1/2 BRASS DIAL, TILE TOP.

PELOUZE SCALE & MFG. CO.
CATALOGUE, 35 STYLES. CHICAGO.

Hardware

Remarkable Improvements in the Manufacture of Hammers.

The mechanic's hammer of to-day is essentially an American product. This is the age of hammers, in view of the fact that this age sees the hammer in its greatest state of proficiency. Exactly when the hammer came into use is not told in history, but it is certain that some rude form of the instrument must have been used in the earliest days of handicraft. Of the hammers made in America to-day there is no end. There is the tiny little tack hammer which weighs only a few ounces, and is indispensable in house, store or factory. Then there is the twenty and thirty-ton hammer driven by steam and used for making immense forgings. The numberless effects which are due to its remarkable force of impact have made the hammer a necessity in all trades. Immense manufactories, employing thousands of men, are grinding year in and year out making hammers, while ten times as many wholesale houses are busy putting the product on the market. The industry has advanced to such a stage that many general hardware firms in the United States have thrown out the hammer, leaving it to the houses that deal in tools exclusively.

Hammers are made in a variety of shapes, the most in demand being the clawhammer. This and the shoemaker's hammer have retained their shapes for hundreds of years. One gold-beating firm relies on them entirely. The sheets or leaves of gold are hammered to such exceeding thinness that two hundred and fifty thousand are required to make up the thickness of an inch. Another odd product of the hammer factory is the butcher's hammer, used for killing cattle. It is capable when properly wielded of carrying a very heavy blow. Then there are the stone cutter's hammer, the carpet layer's hammer, the wood carver's mallet and the plumber's odd implement. All of these have a good sale in the markets of the world, because they possess a "something" which users can not find duplicated in the output of other countries.

In the South Sea Islands tree felling contests are of such importance that specially made axes are imported for the work from America. It is reported by way of illustration that a difference of half an ounce in the "beft" of an axe lost the championship to one skilled chopper who had retained it for a quarter of a century. He was compelled to accept an axe of European make, and although it was to the eye of the layman equal in every way to the Yankee product, something was missing, and all sorts of tests were made to discover what it was. The heartbroken ex-champion finally agreed that the difference lay in a slight curve of the handle and an excess weight of half an ounce in the head. So skilled are these woodmen of the South Seas in felling timber that a dozen blows on the trunk of a tree will show but the one gash, as though done by a single blow of mighty power.

In the manufacture of claw hammers the American foundryman sees to it that the instrument balances perfectly before it is passed as being O. K. By balancing is meant that the center of gravity, when the hammer is standing on its head, runs from the apex of the claw diagonally through the handle, just touching the very edge of the end surface. If the instrument fails to pass

this test it is rejected and either sold for a low price, without a name, or consigned to a scrap pile. Small as such a defect might seem in itself, the amount of excess energy required to wield the implement would run up into several horse power in the course of the life of one hammer alone. A mechanic of to-day is a man of brains as well as muscle, and the same tension or "edge," requisite in artistic piano playing, oil painting or billiard playing is necessary in the crafts, although naturally in a lesser degree.

The manufacture of tools for the various divisions of labor has, therefore, become in this country something more than an output of units in enormous quantities. There must be a spirit of harmony between maker and user, and the needs of the latter taken seriously into consideration. An illustration of this was shown in England recently where American bricklayers amazed the native worker by laying fully 60 per cent. more bricks in one day than the best British record. Investigation disclosed the fact that the bricks were made on the American plan, somewhat

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.

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

Things We Sell

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

Weatherly & Pulte
Grand Rapids, Mich.

After 2000 Years



Science Comes to the Rescue

It is true that

All Stoves Waste Fuel

Fuel is scarce and high priced. To waste fuel is to waste good hard dollars.

IF You wish to prevent such waste,
You wish to regulate the draft,
You wish to increase heat radiation,
You wish to solve the soot problem,
You wish to add comfort to your home,

Then you must use

Burton's Fuel Economizer

Attached to a stovepipe it

saves one-quarter to one-half fuel

Price, made of Wood's smooth iron, securely crated, \$3.75.

Sold under a positive guarantee. Order at once, or write for catalogue and testimonials.

Sectional view.



The Fuel Economizer Company

160 West Larned Street, Detroit, 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

smaller in every way than those in general use in England. The cry went up that no comparison was possible, in view of this glaring discrepancy, and the trade press was occupied with the controversy for many days.

Our English cousins failed to take into consideration the fact that the extra energy required to handle a brick, somewhat unwieldy and over-weighted from the American standpoint, would militate against the earning power of the individual and the corresponding percentage of profit of his employer. The wonderful display of rapidity and mechanical skill of the American artisans has led to a more or less acceptance of the American model of brick in factory construction in England. The same conditions exist in the realm of tool manufacture. It is true that finer grades of instruments, those for the engineering and kindred professions, are generally imported from Germany, but even these are having a difficult time of it in holding the premiership against instruments of American make.

In the hammer industry, on the other hand, the American product is par excellence. It is made to fit every requirement of a driving tool. One individual of the family, the magnet hammer, has a loadstone in its head, and every little tack jumps at it. The magnet hammer is very useful where canvas is being tacked on the walls. It saves the user the trouble of holding the tack and taking chances at smashing his fingers. The magnet hammer is much in use in tacking tin signs on trees. It is necessary to secure the advertisement at a height beyond the reach of the small boy, and the magnet hammer answers the requirement. A clip on the side holds the card or sheet of tin while a

tack is retained in position by the magnetized head. One firm blow drives the tack through the tin into the fence or tree trunk and secures the sign sufficiently to enable the workman to withdraw the hammer, clip and all, and permit him to drive a second tack. The handle is made on the extension plan, similar to a fishing rod, and when not in use can be carried in a very compact space.

After the hammer that is driven by hand comes the steam hammer. But before the steam device was known there was a hammer called the Hercules, which was a ponderous mass of iron attached to a vertical guide rod, which was lifted originally by a gang of men with ropes, and allowed to fall of its own weight. This was an efficient tool for forging large anchors and for similar purposes, but the necessity for a more rapid motion was soon felt. The lift or helve and the tilt hammer then came into use. These were lifted and dropped at regular intervals by steam power. The first really remarkable invention in the way of a hammer was patented in 1842. The virtue of this hammer was that it was able to deliver blows the force of which could not be estimated, at the same time being under such perfect control that a hickory nut could be cracked without injury to the kernel. The largest in existence are the duplex hammers, which weigh as much as twenty or thirty tons. They possess two hammer heads of equal weight, made to deliver horizontal blows of equal force simultaneously on each side of the forging. These are only used for very heavy work.

Which is worse, for a pitcher to have a sore mouth or a comb to have the toothache?

Results of a Temperance Lecture.

Two maiden sisters of mature years had been to a temperance lecture. To demonstrate the disastrous effect of alcohol upon life, the lecturer had poured a portion of whisky into a glass which contained water and a mass of lively animalculae of different unsightly shapes and sizes. The result of the mixture was that the shoals of ugly looking fishes were soon bereft of life and were seen floating helplessly in the water.

On the way home, when nearing a saloon, one sister remarked to the other: "Mary, will you go in and get some whisky?"

"Some whisky!" astonishedly remarked the other.

"Yes, dear, for I really can never again drink water with all those horrible things floating about. I would rather drink them dead than alive."



A Postal Card

Will get you prices on the best store stools made.

BRYAN PLOW CO., Bryan, Ohio
Manufacturers

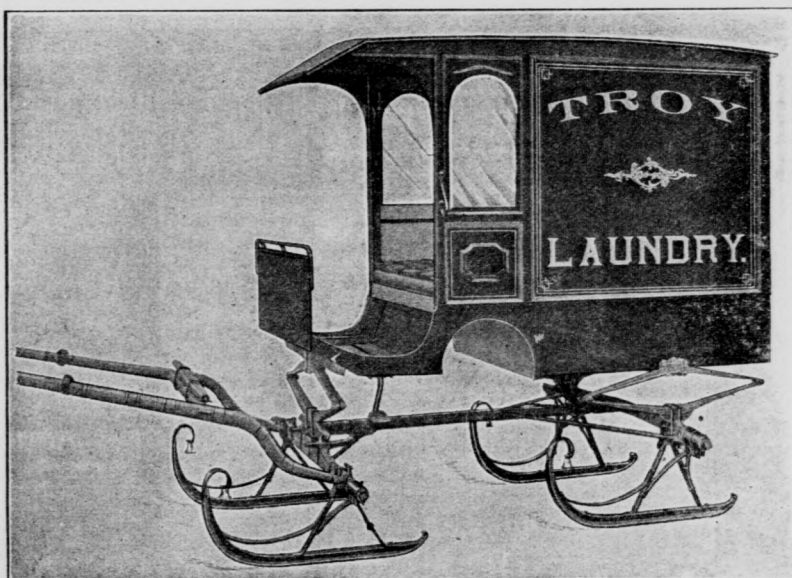


Bellevue, Mich., Sept. 2, 1902.

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

E. Bement's Sons

Lansing Michigan.



Ideal Carriage Runner

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

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

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

Sleds for Farming, Logging, Mining
Sleds for the Roads and Mountains

THE LARGEST BOB SLED FACTORY IN THE WORLD

Clothing

Fads and Fashions in Clothing and Furnishing Goods.

Men interested in things sartorial, who exploit English styles, show a tendency to endorse an idea in a dress coat for professional men, lawyers, teachers and so on. This coat differs materially from the conventional swallow tail. The special feature is that the coat has a pigeon-breasted front, the forepart meeting opposite the breast, so that it can be fastened with hooks and eyes if desired. These, of course, are concealed, and all that is seen in the way of fastening is half a dozen buttons. The neck has a standing collar. The skirt is cut away like the morning coat. The bottom is finished with square corners.

A yoke Raglan, recently seen on the avenue, was from an English source. The yoke and sleeves were cut in one. The body of the coat was easy fitting, and the pockets had vertical welts. The turn-back cuffs were faced with velvet, and the velvet collar was edged with the material in the coat. The edges were double stitched and the seams finished in the same style. The cloth was a striped tweed.

Some of the latest dress trousers, seen about town, are cut rather narrow in the legs, and there is a piece of braid down the side seam.

Modish automobile outfits continue to be made of soft leather, lined with a light woolen material. The coat fastens up to the throat, and the neck is finished with a Prussian collar.

I understand that the double-breasted dinner jacket has received the distinguished sanction of some of the smart young men of Gotham. They are apparently imbued with the idea that it must be a very swell proposition, because Harry Lehr wore it at some high rolling rout at Newport. What a man wears in the summertime is no criterion for winter wear. A certain latitude is allowed in the warm weather, and what a man like Lehr can exploit would be open to criticism if one wore it to a function in New York in the winter time. It can not be denied, however, that the garment, so much discussed, has a certain smart look, and there is some vogue for it. Some of the coats have been made by the smart tailors of Manhattan, but, on the whole, it is not what to-day is called either a fashionable or popular garment.

Meanwhile the old fashion discussion about when a man may and may not wear a dinner jacket is going on. The whole thing simmers down to what constitutes full dress. The dinner jacket does not. It is simply, as has been pointed out, the negligee in evening wear.

The soft hat is all the rage and it is worn in a great variety of ways, from the dignified crease in the center to the slouch effect, with the brim pulled down in front. Then there is the telescope effect, and others too numerous to mention. Not all these methods are fashionable, by any manner of means, but there is no telling what a New Yorker will do to produce an individual effect.

The trend of fall fashions indicates an avoidance of extremes. We do not see anything here of the tight waists and padded hips that they are talking about in London.

The new glove shades include Manila tan, which is very light and smart looking. It is in the cape leather walking gloves. A new conceit in evening dress

gloves will be a compromise between the dead white and the pearl gray.

Some fellows are wearing embroidered backs on their gloves, but not many. Still they are in the swell shops, and we may get around to them later on.

The fashion is to wear four styles of collars. The double folded collar for every day business wear in the morning or the wing collar, the poke collar for informal dress and the straight standing collar for evening wear. Men who are strict on matters of style have taken to the wing collar and it is seen about the exchanges, clubs and at other places where men, who have the time and means to think of dress, are seen.

The attempt to revive cross stripes in shirts is not meeting with any distinguished success. Some of the exclusive custom shirtmakers are pushing it to detract trade from the ready-made shops. Meanwhile the bosoms with comparatively no fancy effects whatsoever—that is, with very small figures and very thin strips in unobtrusive colors—are what people who know are wearing.

The black and white craze is as lively as ever. It runs through all the departments of furnishing goods. At the same time, since the cool weather came on, there has been no small degree of favor shown brilliant and richly colored neckwear. I think men are disposed to receive favorably the weaves with figures and effects not in strong contrasts, but rather in the same tones as the ground colors.

Some very sumptuous neckwear shown recently had a pattern which ran to Egyptian effects. When folded up there was just enough of the treatment to be attractive, but in the full piece the scheme was rather sensational looking.

The new collars and broader scarfs look very well with the new double-breasted sack coat. These are increasing in number. One sees almost as many double breasted as single breasted coats in the uptown business district. The popular color is the plain black, and the trousers are usually in neat stripes.

Fancy vests are very popular. They are in very many styles. It is quite the thing to own several of them, and thus change about. Those that are not loud in pattern and color are preferred. In waistcoats, as in everything else, the mood of the moment is quiet and neat.

The principal change in the cut of

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.

**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.

You Bookkeeper

When you "take stock," when you figure up your year's business, we have two new blanks which will help you. Send NOW for samples of our "Inventory Blanks" and our "Balance Sheet."

Barlow Bros.

Grand Rapids, Michigan

PAN-AMERICAN GUARANTEED CLOTHING

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

Our \$5.50, \$7.00 and \$8.50 lines have been "class leaders" for years. Progressive methods and success have enabled us to add QUALITY to our whole line.

\$3.75 to \$15.00—Men's Suits and Overcoats—a range which includes everything in popular priced clothing.

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

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

"A new suit for every unsatisfactory one."



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

WILE BROS. & WEILL BUFFALO, N.Y.

FIELD ASSN. OF ADVERTISERS

waistcoats is the higher neck opening. The attempt, made last spring, to force waistcoats cut so that the lower button could not be buttoned has fizzled out. King Edward, of England, was responsible for this style. He has grown so stout that he has to wear his waistcoats unbuttoned at the lower part.

I notice among middle-aged men that there is a disposition toward cutaway coats for business wear. These are worn with the fancy vest and contrasting trousers, the coats being in some black cloth. The tendency is to make the skirts of these coats shorter, with less cut-off in the front. There are pocket flaps on the waist line. This is a good deal on the order of the English walking coat, and is quite generally becoming.

The latest business suits that I have seen were in very modest color tones, with absolutely no distinctness in the weave, but rather a blending of grayish and brownish effects, with gray largely predominating. In fact, all grays are quite the thing.—Vincent Varley in Apparel Gazette.

Get the Clerk Interested in His Work.

Does the average salesman understand that he should speak with intelligence concerning the article he is trying to sell? Most of the prominent buyers would hesitate if this question of intelligence were put to them, for the simple reason that they would not care to acknowledge they have in their department salespeople who are not well enough posted to sell shoe laces; nevertheless, this is a fact. The ignorance that a good many clerks display in trying to explain some particular point of merit in a shoe is appalling. There is nothing technical about the terms required to answer intelligently in the shoe business. In trying to sell a pair of shoes very often the average shopper is better posted than the salesman on what is the correct thing; also the different merits which the clerk (due to his lack of knowledge) is unable to explain with any sort of intelligence.

Oftentimes a few suggestions of the most simple kind will influence a customer, and at the same time give him more confidence in a salesperson. Few clerks seem to care for little more than to ascertain the price of the article they have to sell, and this sort of indifference is no doubt due to the fact that a majority of the clerks are not receiving living wages.

At the same time they are being paid all they are worth, as these people have nothing else in mind but closing time and pay-day. Now, does it really pay to employ such people? The man or woman who is satisfied to work for such a meager salary is the one, as a rule, who very seldom has any future in mind. This is more particularly noticed in regard to the women, and they are the ones who, in the majority of cases (especially in the department stores) seem to work without an aim. Of course, there are exceptions in both cases, but the point in question is this, that the average clerk is not paid as he should be, and at the same time he is expected to be informed on the shoe subject well enough to sell a shoe.

Now it stands to reason that the person who will work for almost nothing very often does not understand the subject at all, for he is never at any time enough interested to learn the business in all its details. The mere fact that such a clerk makes a sale does not follow by any means that he has done the

house any good or made a customer. Sales to be of advantage in the future to any house should be made to the satisfaction of the customer in every particular. Fit is the most essential point, and price an all-important factor.

These two important items go to satisfy the customer and help bring him back for the second pair. Can the clerk who is unable to make anything like an accurate suggestion as to what is the correct thing to be worn with different gowns, etc., influence any customer for future trade in the house that employs him? Certainly not.

Many of these difficulties could be obviated to a great extent if the buyer or manager would mingle more with his clerks and often listen to questions asked them by customers, and be ready to explain, if necessary, any little difficulty which might arise. Again, call your clerks together now and then and let them know you wish them to understand every little detail, as far as possible, in order to be able to answer with intelligence any questions which might be asked them. Get their views on different shoe points, and if they are wrong, explain to them where they are mistaken. Get them interested in you, and let them see you are likewise interested in them. When they learn this they will take considerable interest in your business and strain every effort to please.—Shoe Retailer.

An Unfortunate Suggestion.

"I—I have come," he began, addressing her father, "to—to suggest to you that a union of our families would—"

"I'm not in favor of unions," the testy old captain of industry interrupted, "and I will not submit the matter to arbitration. Good morning."

Ellsworth & Thayer M'n'g Co.

Milwaukee, Wis.



Manufacturers of
Great Western Fur and Fur Lined Cloth Coats

The Good-Fit, Don't-Rip Kind.

We want agent in every town. Catalogue and full particulars on application.

B. B. DOWNARD, General Salesman.



Lot 125 Apron Overall
\$7.50 per doz.

Lot 275 Overall Coat
\$7.75 per doz.

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

Lot 124 Apron Overall
\$5.00 per doz.

Lot 274 Overall Coat
\$5.50 per doz.

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

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

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

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 AT ALL
OFFENSIVE

SCW.
5¢ CIGAR

Shoes and Rubbers

Pen Picture of a Future Merchant Prince.

The young man whom we find sitting on the settee in the front part of the village shoe store is none other than James Brown.

He was the son of a prominent farmer from Gates township and he worked on the farm summers and went to school winters.

He is still the same son of the same farmer, but he does not go to school any more, neither does he work, unless you would call being deck hand in a shoe store work—simply getting down at 7 o'clock in the morning, before breakfast is ready in the boarding house, where the rooms are not heated because of the scarcity of coal, sweeping out, splitting up shoe-cases enough to last through the day and make the 500 pounds of anthracite go as far as possible, beating out six rugs and sweeping two carpets, dusting the store, putting up the stock the second clerk left down after showing the last customer of the night before, carrying bundles all over town, waiting on the No. 3 grade of customers and being pushed one side when a really pleasant buyer comes in, with other little odds and ends which, of course, any of our good readers who have occupied similar positions in shoe stores will recognize at a glance as very far removed from real work and not worth anything like the \$3.50 per week wages which the kind-hearted merchant insists on paying him.

His father was, and still is, one of the good customers of the store, and the merchant could not very well refuse to give the son a position when the old gentleman asked for it.

Young James Brown has quite an acquaintance down around the Gates township way, and all of his old friends come in to see how he looks without his overalls on, and by and by he will control quite a country trade, and when he wants his wages raised from \$12 to \$15 per week, and threatens to go over to the other store, the kind-hearted merchant will have to come to taw. But young James Brown is not thinking of any of these things now. He is simply sitting on the settee. That is, he is the sittee who is sitting on the settee, James Brown, the son of a farmer from Gates township, as I said before.

He is waiting for the second clerk to come and let him go to breakfast. But the second clerk does not come. The second clerk knows that he need only get in three minutes before the first clerk and the first clerk never shows up before 8:45 because the boss does not get to the store until 9.

James Brown has been working in the position which the local correspondent at Gates of the "Weekly Chronicle" has it that he "accepted" a little over a week, and he is beginning already to wish that there was a fourth clerk.

And all the time that I have been writing this and you have been reading it the second clerk has failed to come.

It is now 8:30 and any boarder who tumbles into breakfast at Mrs. Hasher's finds most of the things cleared off the table and has to be contented with a piece of meat in which rigor mortis has already set in, imbedded in gravy and meat juices which are beginning to solidify. Boiled potatoes ready at 7:15 a. m. are better then, if at all, than they are at 8:45.

Only one thing is James Brown, the son of a farmer, sure of: The butter at

Mrs. Hasher's he knows will not lose its strength.

And still the second clerk does not come.

The young man goes to the door and looks up and down the street.

The second clerk has just come in at the grocery store and the little clerk there is just hurrying up the street to breakfast. The bartender at the Palace saloon has finished scrubbing out and is standing out on the sidewalk in his nice new clean apron, having fun with the village drunkard who has already helped in the scrubbing for one drink and now desires another drink on the strength of to-morrow morning's scrubbing.

And still the second clerk does not come.

At the hardware store two men are wheeling a cook stove out on the sidewalk on a little platform truck to serve

BEST

\$2, 2.25 and \$2.50

WELT SHOE

on the market; in all the popular leathers.



Geo. H. Reeder & Co.
Grand Rapids, Mich.



Get our prices and try our work when you need

Rubber and Steel Stamps Seals, etc.

Send for Catalogue and see what we offer.

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

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

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

"Custom Made Shoes"

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

FIRST CLASS WORKING SHOE

Waldron, Alderton & Melze,

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

Saginaw, Michigan



Rush Your Orders

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

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

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

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

Duplicating Order Pads



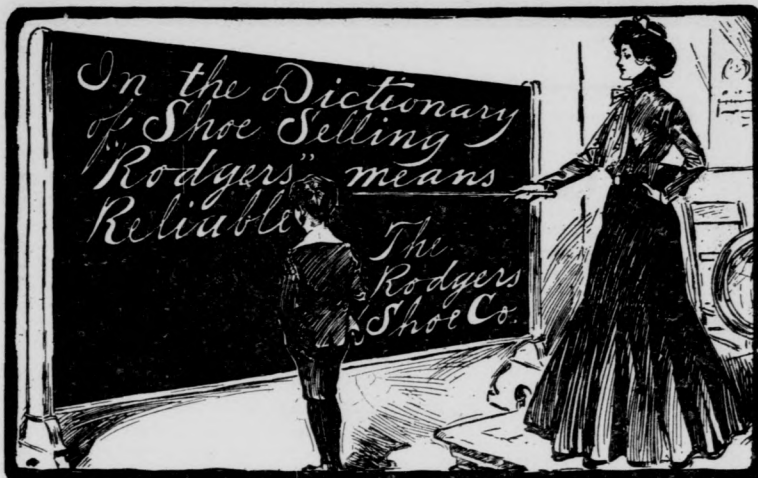
Counter Check Books

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

The Simple Account File Co.

500 Whittlesey St.,

Fremont, Ohio



as an advertisement, and from the manner in which they work the son of the farmer who has just gone to work in the shoe store knows that they have had their breakfast. It makes him horribly hungry just to watch them.

All summer long he worked in baying and harvesting, pulled beans, plowed the summer fallow, dragged in the back lot, rode on the roller and cultivated the corn both ways three times with a horse who always stepped on four hills every time he turned around at the end of a row and some way young James Brown, the son of a farmer, caught an appetite.

The conditions which gave it to him are gone with last week, but the appetite has not been cured yet even by Mrs. Hasher's famous treatment. He longs with a fierce longing for the coming of the second clerk and he feels a sympathy even with the town drunkard who also has an appetite of a different sort.

By and by, after he has been a clerk in a store for a little while, and the tan on his face has worn off and become a dull white and maybe, if he learns to smoke cigarettes, a pasty white, his appetite won't be quite so strenuous. But just yet his healthy big stomach has not heard about the change in the life of James Brown and it is putting up the same holler it used to put up three times a day when James was out in the air and the sunlight and the dew and the rain and working every muscle until it in turn made demands on the source of energy.

And so it runs along until 8.40. Five minutes more. He knows that the second clerk will not dare come in later than the first clerk any more than the first clerk would dare appear after the boss has come down. How those five minutes drag. The young James Brown sits down and takes another whack at the cost mark. "P-e-r-t-h-a-m-b-o-y" it is. And the selling mark is "S-t-u-d-h-o-r-s-e." Some way the selling mark comes easier to him than the cost mark, and he is so lately off the farm that the fact that the selling mark is not exceedingly refined does not occur to him. That selling mark has a history, and comes down to the present proprietor of the flourishing little shoe store through his father from his grandfather, who kept a general store once, away back when the country was new, at a four corners in that same Gates township. It was a relic of the good old days when a spade was a spade and was so called even in business.

"If a shoe costs \$1.38," thinks the clerk, "and is to sell for \$2.25, how should I mark it?" And rapidly spell-

ing off the words while he checks the letters off on his ten good fingers and thumbs for each figure, he finally gets down on the sheet of wrapping paper the mystic cipher

Prb

TTh

Then he tries other combinations until he can translate a good many figures into letters without running the mark up on his fingers at all, and it is as exciting as a hot game of solitaire.

And he gets so interested that he almost forgets how hungry he is when the second clerk comes tearing in the back door, and only just manages to get his hat hung up and a shoe in his hand when the head clerk opens the door—not thirty seconds before the boss.

And as that is what we have all been waiting for James Brown, son of a farmer in Gates township and cabin boy in a shoe store, will say "Good morning" to you and go to breakfast.—Like N. Fitem in Boot and Shoe Recorder.

Nothing For Himself.

"How much do you want for your services?" asked the amateur sportsman.

The guide noted the way his would-be employer handled his gun and was thoughtful.

"Nothin' fer me," he answered at last. "It don't look to me like I'd need nothin' by the time you're through with me. But you'll have to take out an insurance policy on me in favor of my wife an' children afore I'll go."

Changing Fashions.

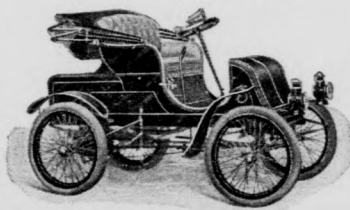
Mrs. Style—I want a hat, but it must be in the latest style.

Shopman—Kindly take a chair, madam, and wait a few minutes; the fashion is just changing.

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

YOU WILL FIND

This cut on all our cartons. We stand behind our assertions; if goods are not as represented, remember that the railroad runs both ways. We will send the following shoes on approval because we know you can not better them. "Honesty is the best policy," so we are honest in what we advertise. Three of our good things made by us at our Northville factory are:

- No. 236. Men's Boarded Calf, Heavy $\frac{1}{4}$ D S., Brass Stand, Screw, French, Bals..... \$1 50
No. 230. Men's Boarded Calf, two full Sole and Slip, Brass Stand, Screw, French, Bals.... 1 60
No. 231. Men's Boarded Calf, two full Sole and Slip, Brass Stand, Screw, Tipped, Bals.... 1 60

Each pair with a guarantee tag attached

The Rodgers Shoe Company, Toledo, Ohio

FACTORY, NORTHVILLE, MICH.

You Like
Have the
of Wear



Shoes that
Appearance
and Utility

and Seem to Possess Style and
Comfort

But what you want is the real thing, shoes just as good as they look, and honestly what they purport to be—full value for the money asked. We make no other kind. Our trade mark on the sole is a guarantee of these qualifications.

We are glad to call with the samples any time. Our Spring Line possesses several new features that will interest you.

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

Dry Goods

Weekly Market Review of the Principal Staples.

Staple Cottons—The general condition of the market has undergone very little change. The demand for home consumption has been restricted mainly to filling-in requirements while the exporters purchase small quantities, not enough to have any effect in the market whatever; but up to the present writing the sales of brown sheetings and drill have shown no change. Sellers are willing enough to fill orders when buyers meet their demands, but they are indifferent when it comes to any bids below their quotations. So far there has been no indication of an easier tendency, although how long this will be maintained is uncertain. There has been a moderate demand for ducks and prices are well in hand. Brown osnaburgs are quiet and show no change. The jobbers have been buying printed cottons in small quantities, but the manufacturing trade has purchased in rather better proportions. Prices are firm. Wide sheetings are quiet and without price changes. Cotton flannels and blankets are firm, as are also coarse colored cotton goods, and for the latter there is a fair, general request.

Linings—The linings market has shown a business fully up to the recent average and there have been many reorders for quick consumption and also buying for next spring deliveries. Kid finished cambrics have not made any important change, either in the amount transacted or prices, and the business has been done on the basis of 3½¢ for 64s. The condition of the market for printed cloths has had much effect in maintaining prices all along the line. The demand for silesias continues to be for medium and lower grades. The local buying is very small, but with a satisfactory amount of orders from the Southern and Western parts. There has been a quiet amount of business in percalines and stiff cotton linings. The market for high finishes in mercerized and similar effects shows a moderate business at steady prices, although the best demand is for better grades, both for staples and fancies. The clothing trade has bought liberally of cotton twills, Alberts, Italians, mohairs, alpacs and similar goods and the leading domestic makes are well sold ahead.

Underwear—Referring to the light-weight underwear season conditions are against easy trading for the buyer. Practically all orders accepted now are at an advance and some mills declare that they are refusing further business. In comparing the prices obtained to-day by some mills with those at which the same goods were opened, one can not help but feel that at the original prices, in spite of the then lower prices for yarns, there could not have been very much of a profit; but it is also evident, when figures are compared and analyzed that to-day's prices, if they are actually secured in all cases, and we believe they are, show a fair profit, not big, but undoubtedly reasonably satisfactory. There is also a growing danger of a scarcity of light-weight underwear owing to the condition in the yarn market. A good many buyers have already discovered this and uneasiness is being felt. The principal topic of conversation, as far as the agents go, concerns the new fleeced goods season. While at present writing it has not yet opened, so far as practical outward appearances go, there is no knowing how soon it

may. It is not at all unlikely that there is some truth about the rumors concerning a few salesmen having already started on the road, but two or three or a half a dozen salesmen do not open the season. Practically all the samples are ready and it only remains to be decided when the time is ripe for their exhibition. The moment a salesman from some prominent house takes his departure from the city, it will be a signal for a general start and a rush for each to get ahead of the other. The only thing that probably keeps many of the salesmen home is the fact that the agents are fearful of not having set the right prices and do not like to send their men on the road and then be obliged to revise their prices. After the first of November there is little doubt that many lines will be placed on the market and the 15th of the month will see everything afloat. Referring to prices again, it can only be said that the general opinion is that they will be higher, but how much is still vague.

Hosiery—In the hosiery market as well as the underwear, the demand is for immediate delivery and we also find that there is a decided scarcity in desirable lines becoming evident. There are buyers here whose sole business is to hurry deliveries of early orders. They are not interested in new orders or in placing additional contracts, but are trying to find some method whereby they can obtain what they need for the present time. Prices are, of course, very firm. Many agents are securing quite sharp advances when they are able to make immediate or nearby shipments. Wool goods are included in this demand for immediate delivery and duplicate orders recently received have put most of the mills in a very fair condition. The business has not been big this season, but it is stated to be quite fair to most concerns and some of them are even now refusing further orders. Fleeces have sold up and further orders are being refused by a number of the mills. The demand seems to be exceeding the supply this year, which is something that has not occurred for a long time past. The initial spring business has been practically completed although there are quite a number of buyers still to be heard from; some who have placed only a part of their orders and some who

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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.

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

H. W. BOOZER

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Grand Rapids, Mich.

Exclusively Wholesale

Give Us a Trial

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We desire to call the attention of the trade to three main points on which we base our claim to the success achieved in the past and on account of which we look forward with confidence to the approbation of all buyers during the coming season:

First—Exclusiveness in cloths, designs and colorings.

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Third—The high average displayed in our choice of colors and style.

We come before the general trade with the greatest confidence that our line of Wash Fabrics for next season is far better and more carefully and tastefully selected than ever before.

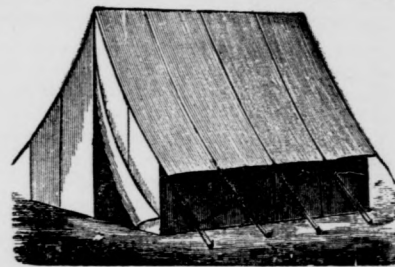
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Tents, Awnings,

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



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Cash Register Paper

Of all kinds. Quality best. Prices guaranteed. Send for price list. If in need of a Cash Register address

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have placed practically none. Lace effects have been well sold for spring, and for immediate delivery, when anything can be found, it is picked up quickly.

Carpets—While carpet weavers are keeping all hands busy, they are anxiously awaiting the outcome of the opening of the new season, now about two weeks hence. In the meanwhile old business is being rapidly cleared off the books and when the new orders are ready to be taken, it is expected that the new season can be started afresh. Yarn orders in most instances have been placed for the first few months' productions, and weavers feel sure that the deliveries on the same will be made without much trouble and inconvenience to themselves, as was the case the past season when a small yarn famine occurred. On woolen values in yarns the advance has been little or none at all compared with prices six months ago. Such is not the case on worsteds, and goods made with worsted stock are likely to show quite an advance over fall prices. While woolen ingrain carpets are expected to be quoted higher at the opening, it seems to be well assured that the advance will be considerably under, relatively speaking, the advance on worsted goods. New business in the worsted yarn market has been taken at prices current the past few months. On some lines this means an advance of about 10c over prices paid six months ago. With such conditions prevailing previous to the opening of the new season, it would seem reasonable to believe that the higher cost of yarns would be made up in an advance in values of the finished fabric. Whether this will be so, remains to be seen. In past seasons higher prices were warranted just as they are at the present time, but through actions of certain factors in the business, the needed advances were knocked in the head. Higher prices to-day depend upon what action will be taken by these houses, unless the smaller manufacturers show a more independent spirit. The jobbing business in carpets is beginning to slacken up. Pretty much all the season's work has been done and what is coming in from the retailers is of a very meager character. The retail business has been a very big one thus far and stocks are being cleaned out right along now. Ingrains proved to be very heavy sellers. Good all-wool fabrics retailing for about a half-dollar were in big request, as well as the cotton-warp fabrics costing about 37c.

Rugs—Makers of rugs and art squares are very busy making up for lost time, due to the strike some weeks ago. Orders on the books call for heavy amounts in almost everything. Small-sized Smyrnas and Moquettes are having a very large run, as well as the Wiltons. Art squares are in fair to good demand.

The "Mortarboard" Hat.

A novelty of the moment is the "mortarboard" hat, with flat four-cornered crown in enlarged imitation of the academic headgear. Instead of being mounted on a head size, however, it has a wide brim, either round or square. At first shunned as too ultra an innovation, it has at last been accepted as one of the "arrived."

A New Language.

"That your wife in the next room, Smifkins? What on earth is that language she's taking--Gaellic, Boer or ancient Scotch?"

"None of 'em. She is conversing with her maid with her mouth full of bairpins."

Not Competent.

A Reading, Pa., clergyman had been making a call on one occasion on a friend in the country. In order to get there he had taken the train to the nearest station and walked the remaining distance, which proved to be much greater than he had expected, and beset with difficulties, in the matter of crosses and turns, for one not familiar with that section. On returning to the station he had decided to take another, and, as he thought, a shorter route; but had not gone far before he became hopelessly confused and found himself eagerly awaiting the approach of a lumbering wagon, driven, as it happened, by a small boy of the country thereabouts.

"My young friend," he said, as the boy drew near, "could you tell me the road to Adamstown?" mentioning the name of the place he had set out to find.

The boy, with a look of surprise, told him at once, and found the suggestion that he "ride along" accepted by the minister with alacrity. They rode along for some distance, the boy answering many questions all the while about his life in the country and his duties on the farm until, his curiosity getting the better of him, he enquired, "And what do you do?"

"I am a minister of the gospel," answered the other, impressively; "I show people the road to heaven."

"Hully gee! Show the people the road to heaven," retorted the youth, "and don't even know the road to Adamstown!"

Wanted to Thrash Him Once.

"She seems to have abandoned her moral suasion ideas relative to training children."

"She has."

"How did it happen?"

"Well, I was largely instrumental in bringing about the change. You see, she has no children of her own, and I grew weary of her constant preaching and theorizing, so I loaned her our Willie."

"Loaned her your boy?"

"Yes. She was to have him a week, on her solemn promise to confine herself entirely to moral suasion."

"Did she keep her promise?"

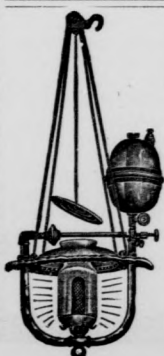
"She did, but at the expiration of the week she came to me with tears in her eyes and pleaded for permission to whale him just once."

A Happy Thought.

Subbubs (desperately)—Great Scott! Mary, that cook is the worst yet. Why, I'll bet a thousand dollars I can cook better myself, without half trying, either! His wife—Oh, Henry, I wonder if she could do your work at the office and let you stay at home?

F. M. C. COFFEES

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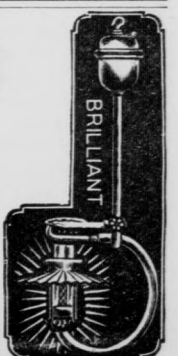
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IMPORTERS AND MANUFACTURERS' AGENTS

135 JEFFERSON AVENUE

DETROIT, Mich.,

October 15, 1902.

MR. MERCHANT,

Dear Sir:

We are very much delighted over the successful business done in Grand Rapids by our Mr. McPherson and Mr. Jackson. If you live in that "neck of the woods" and did not see our Holiday line there, you are the only one. Mr. Jackson closed the sample room Oct. 11 and if you have not purchased Holiday goods yet, will be pleased to see you in Detroit.

If you are interested in a line of art statuary let us quote you before you buy. Yours (with a little better price than the other fellow)

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Gas and
Gasoline
Mantles
of
Lasting
Merit



Mr. Merchant:

We solicit attention.

We are wholesale jobbers for all manner of lighting necessities and assure you that in purchasing from our house you will receive the best goods the market affords at lowest prices. Be wise and place your orders immediately; raw material markets are troubled and consequent rise on finished products is sure to result. This week we would suggest Gas and Gasoline Mantles as a most promising investment. Send for catalogue and price lists.

PERFECTION LIGHTING CO.

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17 South Division Street, Grand Rapids, Mich.

Both Phones 2090

Woman's World

Dishonest Mothers Filling the World
With Dishonest Sons.

Are women honest?

As a sex we are ready to rise en masse and shout an affirmative answer to the question. Furthermore, in proof of our unimpeachable virtue on the subject, we point to the fact that burglary is a profession monopolized by men; that bank robbers, embezzlers and defaulter are invariably of the superior gender, and even the confidential clerk colony in Montreal is an Eveless Eden.

And the worst of it is that we honestly believe that women are more honest than men. We have stood upon a pedestal with a "I am holier than thou" expression so long that we have come to take ourselves seriously and actually to think that we are setting an example of high and noble principle, when the truth is that most of us would be run in by the police if we got our just deserts.

Now, it is not my purpose to institute a profitless comparison between the honesty of the sexes. According to tradition Diogenes went about with a lantern for the better part of a lifetime, in a vain search for an honest man. If he were to start out to hunt for a perfectly honest woman, he would need a Government searchlight and a couple of hundred years of additional time, for in nothing is modern decadence so apparent as in honesty, and women share equally with men in the loose ideas of the times in regard to stealing.

It is true that women do not loot banks or decamp, as men so often do, with the funds of widows and orphans for whom they were guardians, but women have not yet been placed in such positions of trust, and we have yet to see whether their honesty will be able to stand the test of opportunity. On the whole, I think it will, for women have handled so little money they still have such a superstitious awe of it that it keeps them from making free with it, even when it is other people's. Business men agree that women make more honest cashiers than men, and it is a significant peculiarity between the sexes that, as a rule, men steal money and women steal things.

Women's dishonesty runs to petty larceny, and it is amazing what latitude in the way of appropriating things that do not belong to her a woman will allow herself and still consider her character for honesty above reproach. All of us would hotly resent the fact that our friends are rogues, yet we all know from actual experience that it is safer to lock up the silver trinkets on our dresser before we give a swell tea or reception to which only perfect ladies are invited. Nobody takes the things, of course, but jeweled hatpins and stickpins have a way of disappearing on such occasions, while as for the Spartan principle that would lead a woman to return a borrowed book, nobody even expects it. I know one woman who does, and not only returns them, but in good order and with the backs still on, but she is universally regarded as peculiar.

One of the commonest forms of dishonesty among women is that which masquerades under the euphonious term of "collecting" things, and which enables a woman to steal not only without compunction of conscience, but with a brazen effrontery that makes her absolutely shameless. By what process of logic or ethics a theft is deprived of its dishonesty if the article stolen is called a souvenir nobody knows, but the fact

remains that many women consider anything they take in public places legitimate loot if they denominate it a keepsake. The caterer in New York who served the banquet that was given Prince Henry was ruined because the guests carried away the silver and cut glass and china as souvenirs. A fashionable athletic club in Chicago, a year or two ago, gave a "ladies' day," and at the end of it discovered that they did not have a spoon left, while many of the cut glass water carafes had been secretly appropriated by the fair guests as mementos of the joyous occasion.

I have felt like crying out "Stop thief!" to women who have showed me collections of towels and napkins marked with every hostelry from the Waldorf to the Coronado, and one woman once told me frankly that she always took the napkin, if the waiter was not looking, as a means of getting even with her restaurant bill. "If they catch you, you can always look surprised and apologize for being absent-minded," she added by way of explanation of how to do the trick. Strange to say, these social bandits not only generally get away safely with their plunder, but suffer no social ostracism, although I know one girl who lost a rich and splendid husband through her habit of pilfering, for men seldom condescend to such small pickings, and the one who might rob you of a fortune could still be trusted with your spoons.

In this case, however, the man was of high and inflexible principle and scrupulously honest, and he was deeply in love with a beautiful young girl whom he thought an angel. He met her last summer in New York, and asked her to lunch at Sherry's. The girl was charming, the lunch perfect and the

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.

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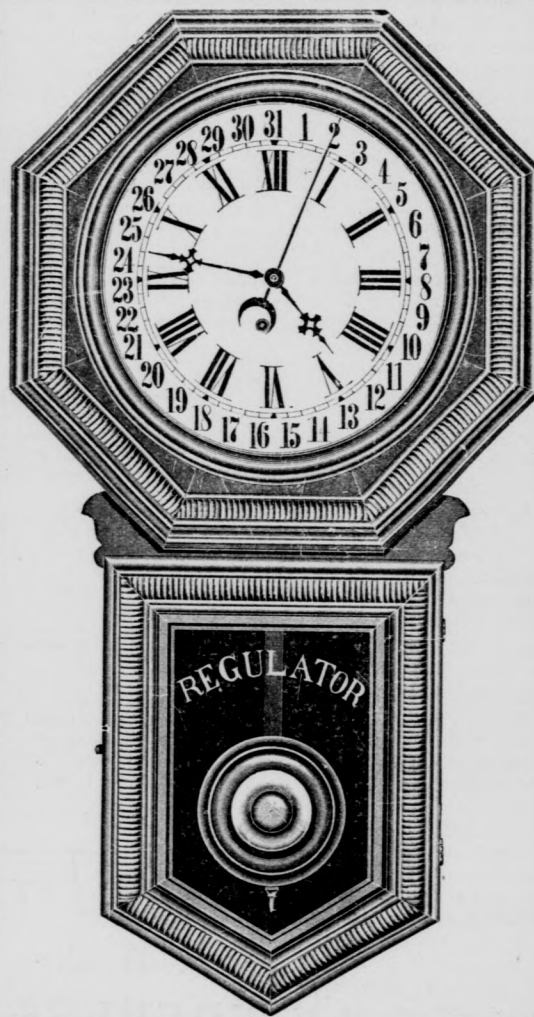
Any size desired at small cost. Price list and information as to amount of carpet required free.

Michigan Rug Co.

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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.

proposal trembling on his lips, when he observed her calmly appropriating a quaint little silver pepper box, which she slipped in the wrist of her long, loose glove. "Just for a souvenir," she murmured. "You do not mean to keep it?" he asked incredulously. "Certainly, I do," she replied, "I have quite a collection—one from the Waldorf and the Normandie and the Alcazar and"—reeling off a string of well-known hostilities. The man caught the house detective's eye and motioned him to the table. "This young lady desires one of these pepper holders as a souvenir," he said. "See that it is upon my bill," and the discreet detective did as desired. The meal was finished in stony silence and, when it was finished, the man put the girl in a cab and bowed his adieu from the sidewalk.

"Are you going to marry her?" I asked him when he told me the story. "What," he cried, "marry a thief! Never."

Another form of dishonesty that women gild over, but that is none the less stealing, is the habit they have of having things sent home from a shop on approval, using them and then sending them back to the merchant with a curt message that they did not suit. I have known women who, on the eve of a reception, would order fancy chairs and rugs and then return them the next day because their husbands (poor, innocent scape goats!) "did not approve," while it is a common custom with many women to have a fine French hat sent home on approval, but really for a cheap milliner to copy, or an imported gown from which the dollar-a-day sewing woman is to get new ideas. Women who do such underhanded tricks as these would be horrified at being classed with the professional shoplifter, but they are every whit as dishonest. They have stolen the use of the merchants' goods; they have gotten things under false pretenses and they deserve to be shunned as common thieves.

Perhaps the most curious phase of this matter is the way that women look upon cheating at cards. No matter how dishonest a man is in other respects, no matter how much he overreaches in business or how much he takes advantage of people in other ways, when he plays cards with his friends he plays a fair game or else he is ostracized. Men steal every day to pay their so-called debts of honor. The man who was even suspected of cheating would be kicked out of any club, and the most opprobrious epithet in the whole language is that men apply to the man who plays a dishonest game among gentlemen. A woman's virtue is no dearer to her or more jealously guarded than a man's honor in sport.

Among women this chivalrous sentiment is totally lacking. Only let the prize in a progressive euchre game be pretty enough, and not one, but two, or three, or even more women will be caught "doctoring" the score cards, with apparently no consciousness that they are committing a crime that the whole civilized world has agreed in branding as the very quintessence of blackguardism. Nor do other women look upon it in the same light men do, for you will hear women roundly accuse other women of having cheated at cards, yet the offenders are not cut in society or denied admission to a single game.

That women are responsible for much of the general dishonesty of the world there can be no question. Men make

the laws, but women interpret their spirit, and so long as women have no code of ethics on this subject, just so long will men steal. As matters stand now, it is only too true that women are disposed to look only too leniently on dishonesty in themselves or others so long as it is not found out, and that, in effect, they say to the men of their family, as the old man did to his son: "Get money, get money honestly if you can, but get money."

Many a boy commits his first dishonest deed to get the means to gratify the insatiable demands of the girls with whom he goes—nice girls, too, but who require a constant offering up of bonbons and theater tickets and bijouterie. Many a man falsifies accounts and robs his employers to get the money to indulge his wife in luxuries beyond their station. Few women ever ask or care where the money comes from, so long as they get it, and these women are accessories before the crime of the dishonesty of the man who steals for their sake.

Nor is this intangible moral influence all. How does the woman who steals hotel spoons and cheats at cards and buys goods she never intends to pay for expect her sons to be honest? She has set them an example of thieving all their lives, she has taught them by precept and example to be dishonest, and she has no right to turn anything but jailbirds out of her nest. For my part, when I hear people pitying the poor mother of a defaulter or a young boy caught tapping a till, I never waste a sympathetic tear upon her, for I know that ninety-nine times out of a hundred she is dishonest, too, and that the boy learned his first lesson in stealing from his mother's lack of principle.

This may seem a harsh arraignment of my sex, but it is no more than the truth. What we need is a renaissance of common, old-fashioned honesty, and it must begin with women. A stream can rise no higher than its fountain and dishonest mothers are filling the world with dishonest sons. Dorothy Dix.



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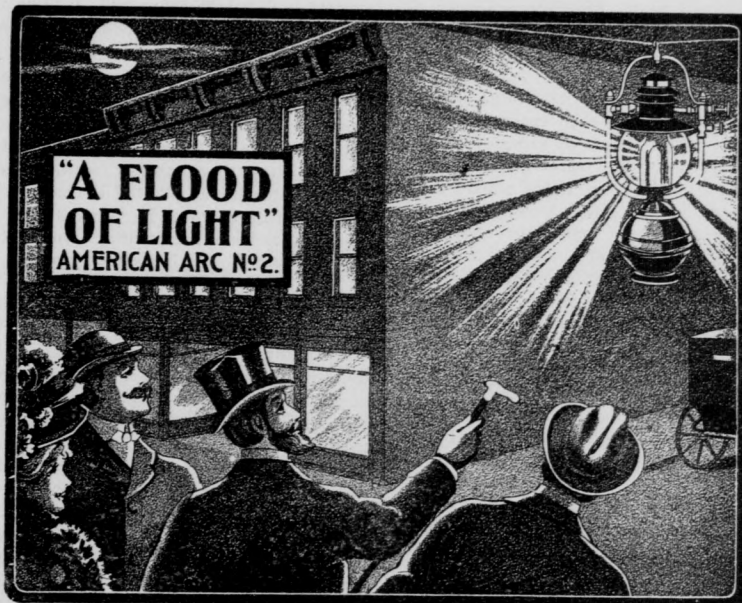
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The finest artificial light in the world. Hang or stand them anywhere. One lamp lights ordinary store. Two ample for room 25x100 feet. No smoke, no odor. Very simple to operate. Burns ordinary gasoline. Absolutely non-explosive. 800 candle power light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

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Every Cake



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YELLOW LABEL COMPRESSED
YEAST you sell not only increases
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1902 Jardiniere Assortment

Jardiniers, assorted blends, 2 dozen in a package.

2/3 dozen 7 inch assorted tints for \$2.37
2/3 dozen 8 inch assorted tints for 3.00
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.

Butter and Eggs

Water Content in Butter.

Upon the amount of water which can be incorporated in butter depends largely the over-run. Some buttermakers do not forget to tell about their superior ability in making butter which will show about 20 per cent. moisture, and they claim to be able to get about 25 per cent. over-run. One buttermaker has even asserted that his butter contained 40 per cent. moisture. Another who was making such exaggerated over-runs sent a couple of samples of butter to the Iowa State Dairy Department for the determination of its moisture content. On analysis it was found to have less than 12 per cent. moisture. Presumably, on being notified of his erroneous and exaggerated idea he had the problem on his hands of figuring out where his big over-run came from. The writer thinks he could make a good guess. It is no easy matter to get 15 per cent. of moisture in butter and still turn out a salable product at fair prices. With the methods now in practice in America there is no danger of incorporating more than 16 per cent. and a law limiting the content to that amount would be unnecessary and superfluous. Even in Denmark, where special methods for obtaining moisture in butter are pursued—such as light salting, little working, easy and careful handling, and soaking in cold water between workings—they are unable to incorporate more than about 15 per cent., except in a few cases. The Melkeritidende says that "yet, no butter on the English market has been found to contain over 16 per cent. of moisture, but from experiment station investigations we know such can happen." With such results from the Danish methods of buttermaking, we need not fear that butter made in this country will contain more than 16 per cent. of moisture. This, of course, does not include process butter, as the methods of making that facilitate greatly the incorporation of moisture. The low percentage of moisture in American butter is due chiefly to heavy salting, much working in absence of moisture, little variation in temperatures of churning and wash water, and to the violent concussion which the butter is subjected to in our rotary combined churns. The fuller the churn is at the time of churning the less is the butter hammered about, and the more moisture will the butter contain. Butter churned from a small amount of cream in a large churn will contain very little moisture. The minute drops of moisture have, under the violent treatment during churning and working, been disarranged and formed larger drops, in which form they escape.—C. Larsen in Creamery Journal.

Brief History of American Cheesemaking.

Cheesemaking as an organized industry, although practiced since the sixteenth century in England, Holland and other countries of Europe, is barely more than a century old in the United States. It began in 1800. Associated with its rise is the story of the immense cheese which, under the superintendency of Elder John Leland, of Cheshire, Massachusetts, was made in that year, and subsequently sent to Washington, where it was presented with the compliments of the co-operators to President Thomas Jefferson. This cheese, when cured, weighed 1,600 pounds. Elder Leland induced every family in his parish and all the country around who

owned a cow to contribute the milk produced on a certain day. The oddity of the gift to the President appealed to the public imagination. A great noise was made about it in the newspapers of the time and it had the effect of not only illustrating the enthusiasm of Elder Leland and his friends for Jefferson, but also of concentrating attention upon the subject of cheesemaking, and stimulating a cheesemaking ambition in various portions of the country.

A small wave of emigration from Cheshire to Herkimer county, New York, which occurred about that time led to the establishment of a center of the industry there, and a quarter of a century later it was planted in most of the adjoining counties by skilled emigrants from Herkimer county. In 1826 Harry Burrell, of Herkimer county, the first dealer on a large scale, inaugurated the trade of exporting American cheese to England.

Rude indeed were the conditions under which cheesemaking was carried on at that time. The milking was done in open yards. The milk was curdled in tubs, and the curd cut with long wooden knives, or broken with the hands, and pressed in log presses, which stood exposed to the weather. The cheeses were thin and small. They were held through the season. In the fall, when ready for market, they were packed in casks made for the purpose and shipped to their destination. Until Burrell took hold, the shipments were mostly from the makers direct to the consumers. He followed the practice of contracting with the dairymen for their whole supply.

The first modern cheese factory was set up by Jesse Williams in Rome, N. Y., in 1851. With this undertaking began the making of cheese upon fixed principles, resulting in a product of uniform texture, shape and quality. By 1866 the number of factories, which were mostly in New York, had increased to 500. Williams is looked upon by cheesemakers as the father of the modern American cheese industry. He invented implements and appliances which lifted cheesemaking to the dignity of a branch manufacture conducted by scientific principles. He took out no patents for his inventions, which were widely adopted. He gave to American dairying the impetus which has carried it to the high plane which it now occupies—higher than that which has been reached in any other country in the world.

From New York, cheesemaking was carried to Ohio more than fifty years ago, and thence gradually spread into the Western States. In Wisconsin the most revered name in connection with the history of the industry is that of Hiram Smith. Wisconsin has had a peculiar advantage over neighboring states in the number of experienced Swiss and German dairymen who settled within her limits in the early days. She also has unsurpassed conditions of climate and soil. The spirit in which Wisconsin cheesemakers have gone to work is modern, scientific and practical, and they have made a name for their product not only throughout the United States but beyond the sea.—Milwaukee Evening Wisconsin.

We can sell your **POULTRY** at top market prices.

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10,000 Barrels of Apples Wanted

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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.

Long Distance Telephones—Citizens 2417

Bell Main 66

304 & 305 Clark Building,

Opposite Union Depot

Phil Hilber

Jobber of Oleomargarine

109 Canal Street, Grand Rapids, Michigan

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

We are in the market for

**CLOVER, ALSYKE
BEANS, PEAS, POP CORN, ETC.**

If any to offer write us.

ALFRED J. BROWN SEED CO., GRAND RAPIDS, MICH.
24 AND 26 N. DIVISION ST., 20 AND 22 OTTAWA ST.

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.

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

The New York Market

Special Features of the Grocery and Produce Trades.

Special Correspondence.

New York, Nov. 1.—The coffee trade was quite interested in the reports of the destruction of the coffee zone of Central America and is anxious for further details. Little of this coffee comes here, but the loss will be felt in California and some European sections. The coffee is of a superb quality and it is hoped the disaster is not as bad as reported.

As to the coffee market in general, the changes of the week have been few; in fact, one hears only the stereotyped reply of quietude, go where he will. Rio No. 7 closes at 5½¢, as last week. There is a slightly easier feeling and buyers are not taking any stock ahead of current wants. In store and afloat there are 2,733,404 bags, against 2,236,658 bags at the same time last year. Receipts at the primary ports of Rio and Santos show quite a falling off from the amount last season. Since July 1 only 5,311,000 bags have been received, against 7,698,000 bags during the same time last season. Mild coffees are doing fairly well, but in some sorts there is some unsteadiness. Good Cucuta, 8½¢. There is little doing in East India sorts.

Business in refined sugars has been fairly active for this time of the year and, upon the whole, the position is fairly satisfactory to the seller. The trust will, it is announced, give only seven days now on sugars as to the guaranty of price, while Arbuckle continues to extend thirty days. Refineries have about caught up and little delay is experienced in filling orders.

Teas are strong. Buyers are not disposed to shop for bargains, as they realize that prices are generally very firmly maintained and they take it or leave it. The lowest rate on Congous in bond is about 8½¢. As a rule, orders are for small lots, but in the aggregate they make a good showing.

There is a better feeling in rice and, taking the week altogether, the market has been quite satisfactory. Prices are firmly maintained and, while showing no advance, there is a slightly stronger undertone.

More business is being done in spices this week than last and holders are firm in their views. Quotations are not perceptibly higher, but tend that way.

In molasses little is being done. Prices are practically without change and neither buyer nor seller is anxious to do much until we have freer arrivals of new goods. Syrups are in moderate supply and are steady at former quotations—18@23¢ for good to prime.

The canned goods market is without any great change. Prices are rather easier for tomatoes and threes of Maryland pack are worth 90¢, less 1½¢ per cent. There is a wide difference in the quality of tomatoes arriving. Corn is scarce, of course, and for desirable Maine \$1.30 seems to be about the lowest rate and from this to \$1.50. Such goods as pumpkin, squash and succotash are selling well and prices are firm. Pumpkin, 3 lb., is worth 85@95¢. California fruits are in request and are somewhat firmer than a fortnight ago. Apricots, extra standards, \$1.35@1.40. Salmon seems to show increasing strength. Sockeyes, \$1.35@1.37½ for talls and about \$1.42¼@1.45 for flats.

Raisins have been advanced ¼¢. The market on almost all goods is firm and the outlook is for a good holiday trade, which will soon be manifest.

In butter, about the same conditions prevail as last week. Supply and demand are about equal. Best Western creamery is still quotable at 25¢, although possibly some few lots have brought a fraction more, while some very good butter has sold for a little less. Imitation creamery, 18@20¢; Western factory, 17@20¢, but it takes very fine stock to bring the latter rate; Western factory, 17½@19¢; renovated, 18@21¢.

Cheese is rather quiet, so far as actual business is concerned. Prices are prac-

tically without change and are firm, although no advance is anticipated in the near future. State full cream, 12½¢.

Western fresh gathered eggs, loss off, 24½@25¢; at mark, the range is from 19@24¢, the latter for fancy candled graded stock.

Spaghetti as a Weapon.

From the New Orleans Times-Democrat.

Judge A. M. Aucoin, of the Second City Criminal Court, was confronted with a delicate and puzzling question in the case of Frank Klein, a German merchant.

Is spaghetti a dangerous weapon? That was the question. Mrs. Kiefer charged that the merchant assaulted her with a bunch of spaghetti, and the corpus de licti was clearly proven. Judge Aucoin, for the benefit and guidance of jurists throughout the land, held that spaghetti was not a dangerous weapon, but that despite this fact an assault with spaghetti could be made, and the person so offending was amenable to the law the same as if the weapon used had been a bludgeon or a meat ax.

The testimony showed that Mrs. Kiefer sent to Klein's place for five cents' worth of spaghetti; that when she received it she considered it spoiled and sent it back, and instead of getting her money refunded she says abuses were heaped upon her through her messenger. Then the lady called on the grocer in person. The merchant, it is alleged, at some point during the Babylonian colloquy threw the spaghetti in the lady's face and threatened to throw a weight at her.

The Court thought this fact was clearly established. "Spaghetti is not a dangerous weapon," said the Court, "but the defendant is guilty of the assault and will be held for sentence."

The English Style.

Frank was learning to ride a horse, and one day somebody asked him if it bounced him very hard when the horse was trotting.

"Oh, no," he answered, "I don't bounce very hard. I stay up nearly all the time."

A Thorough Business Man.

First English lord—Did you propose to Miss Porkpacker?

Second English lord—No, to her father. I hate to have any business dealings with a woman.

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.

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

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

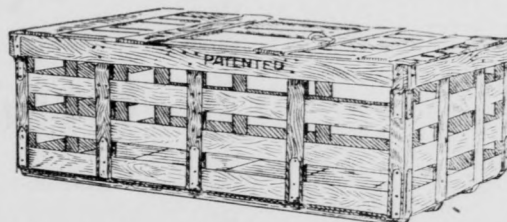
Butter

I always want it.

E. F. Dudley

Owosso, Mich.

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.

Girl Earns a Big Salary.

Miss Dorothy Ficken, the daughter of a noted and wealthy architect of New York City, and but 16 years old, earns a salary of \$3,500 a year by drawing comic pictures. Her social position is of the best and her family dates back to the early days of New York. She is one of the heiresses of the city and lives with her father, mother and sister in a great house at 7 East Eighth street, which is filled with rare paintings and works of art.

Yet it is not for these things that Miss Ficken has attracted attention, but because of such marked originality in drawing that she is already earning \$3,500 a year as the reward of her versatility in the art of making people read and be amused.

"I don't think it is cleverness," she said to a reporter in speaking of her work, and then with charming naivete added: "It really is not artistic work, but people seem to enjoy it, and I have stacks of fun in doing it, so why not?"

When she was asked how she had ever conceived the idea of "Jim Dumps" and "Sunny Jim," two of the advertising hits of the day, she remarked:

"Well, you know those funny looking wigs they used to wear have always struck me as being so extremely funny, and so I thought that to express a very sour old party it could be done as much by having his wig hang as if it had been soaked in water as by the expression of his face. And so, to make this same old party look very chipper and gay, much would be gained by having the wig stick out straight and stiff. Which I did.

"In some ways I wish that I did not make so much money, however, for I really do not need it, and there are so many others who do, but if the commissions are large the fun in getting up the designs is worth the trouble, even if I were not paid. I commenced to draw several years ago, but I have never taken drawing lessons."

It is not at all surprising that the reason Miss Ficken draws such ridiculously funny creations is that she has never taken drawing lessons. It was two years ago that her father perceived that she had talent. He is a prominent member of the Seventh Regiment, and he asked his daughter if she would not draw designs on the various dinner cards. Then he described the peculiarities of a number of his friends, and at dinner that night the cartoons of Miss Ficken were the hit of the evening.

The little 16-year-old artist comes of a family noted for its artistic tastes and abilities. Her grandfather was a celebrated painter. Her mother has executed some exquisite miniatures on ivory and also paints on canvas, while her sister, Miss Marjorie Ficken, is quite a noted artist of the impressionistic school.

The Way of a Woman.

"I hate to be contradicted," she said. "Then I won't contradict you," he returned.

"You don't love me," she asserted. "I don't," he admitted.

"You are a hateful thing," she cried. "I am," he replied.

"I believe you are trying to tease me," she said.

"I am," he conceded. "And that you do love me."

"I do."

For a moment she was silent. "Well," she said at last, "I do hate a man who is weak enough to be led by a woman. He ought to have a mind of his own—and strength."

He sighed. What else could he do?

A Business Hint

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

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

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

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

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

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

Julius 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



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.

Merchants

Have You
Tried These

O & S

Pocket Rices

2½ lbs.



Large
Grain
Caro-
lina

Retail 25c

3 lbs.

Choic-
est
Im-
ported
Japan



Retail 25c

20 minute recipe on each pocket.

Trade supplied by

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

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

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

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.

Five New Members Taken Into the Fold.

Grand Rapids, Nov. 3.—The regular monthly meeting of Grand Rapids Council, No. 131, U. C. T., on Saturday evening, Nov. 1, was very largely attended, with Senior Counselor Burns presiding. In the absence of Past Counselor Compton, Past Senior Counselor Kolb filled the Past Counselor's chair and J. Howard Rutka acted as Page in the absence of Franklin Pierce.

Five new members were added to the Council by initiation, and each went from the ball glad with the thought that they were members of the very best fraternal organization in the world for traveling men, as well as members of the liveliest, most progressive and largest Council in Michigan, for it is a fact that No. 131 leads in point of membership in the State, closing Saturday evening with 184 members. Now, let us keep on showing up to the traveling fraternity the benefits to be derived from being a U. C. T. for there are yet 400 traveling men living in Grand Rapids who should be members of our organization. The following five were initiated: Henry F. Huntley, Harl. H. Hayes, J. M. Kern, J. P. Halpin and Myron B. Cook.

Campbell P. Jones was received into No. 131 by transfer card from Terre Haute Council, No. 188.

We had the pleasure of receiving fraternal visits from Geo. A. Fricke, Flint Council, No. 29; R. W. Bock, Columbus Council, No. 1, and Past Senior Counselor Eakin, of Beatrice Council, No. 79, Beatrice, Neb.

The Entertainment Committee reported all arrangements completed for the winter series of dancing and card parties, the first being a dancing party at St. Cecilia Saturday evening, Nov. 8, with music by Newell's orchestra. The sale of season tickets is quite large, which will ensure a good crowd, and those not yet having secured tickets should avail themselves at once from any of the committee. The season ticket, costing \$2, will admit one couple to all the parties without any additional expense, and to those not holding season tickets the admission will be 25 cents for each person. Come early and avoid the rush. Ja Dee.

Quarterly Meeting of the Michigan Knights of Grip Directors.

Grand Rapids, Nov. 3.—At the regular meeting of the Board of Directors of the Michigan Knights of the Grip, held at the Morton House Saturday, Nov. 1, all were present except Messrs. Koster and Howarn.

The Secretary reported receipts of \$2,016 in the death fund and \$6 in the general fund, for which he held the receipts of the Treasurer.

The Treasurer reported receipts of \$3,388.90 in the death fund; \$279.52 in the general fund, \$134 in the deposit fund and \$76.24 in the employment fund. The disbursements have been \$2,018.32, leaving a balance on hand of \$1,860.34.

The following bills were allowed:
Mark S. Brown.....\$107.30
John W. Schram.....40.44
John A. Weston.....4.85
James Cook.....6.25
Chas. W. Hurd.....9.04
Geo. H. Randall.....9.76
John W. Schram.....8.08
Mark S. Brown.....9.10

The death claims of Wm. H. Van Derwegen, German S. Vallmore and Peter A. Clausen were allowed.

The Treasurer was instructed to transfer \$450 from the death fund to the general fund.

The Secretary was instructed to forward with the next assessment notice the following proposed amendments to the constitution:

Resolved—That 50 cents shall accompany each request of the Secretary for change of beneficiary in each member's policy. Money so received shall be placed in the general fund.

Resolved—That Article IV. be amended to read as follows:

The Board of Directors shall consist of the President, Secretary-Treasurer and six Directors elected by ballot at the annual meeting of this Association, no two of which six Directors shall reside in the same village or city. Three Directors shall be elected at each annual meeting to serve two years or until their successors are elected.

Resolved—That Article X. be amended to read as follows:

The Secretary shall receive an annual salary on all moneys received from all assessments and dues collected and placed to the credit of the beneficiary fund and his bona fide expenses incurred in attending Board meetings and for postage in the discharge of the duties of his office, to be determined and allowed by the Board of Directors.

The Secretary was instructed to draw on the Treasurer for \$50 to pay postage on the invitations to the next annual meeting.

An order for \$50 was ordered drawn for postage for assessment No. 4, 1902.

An assessment was authorized Dec. 1 to close Jan. 1, 1903.

It was decided to hold the annual meeting of the Michigan Knights of the Grip at Battle Creek on Monday and Tuesday, Dec. 29 and 30.

A vote of thanks was extended to the Morton House for the use of the parlors for the Board meeting.

Adjourned to meet at Battle Creek at 10 o'clock, Dec. 29.

M. S. Brown, Sec'y.

Gripsack Brigade.

Jas. A. Massie has signed with the Woodhouse Co. and will cover his old territory for the new house.

A. Lineweaver, who has sold hats to the Michigan trade for the past eighteen years, has severed his connection with Langley, Low & Alexander, of Chicago, to engage in the mining business at Cripple Creek. He will be associated with Judge Muilen, who formerly resided at Newaygo.

Geo. H. Randall, who has served the Michigan Knights of the Grip four years on the Board of Directors and missed but one meeting during that time—and that on account of the illness of his wife—is being pushed by his friends as an available candidate for the presidency. Mr. Randall has been a persistent and consistent worker in the rank and file of the organization, and as his election to the presidency would crown his career as a faithful and conscientious officer of the organization, his friends insist that he make the run, which he has reluctantly consented to do.

Patrick H. Carroll was laid up all last week, for the first time in thirty years, being compelled to sit in a chair and be treated for a badly swollen ankle. He had a distinguished corps of nurses, including David Smith, W. R. Dennis, Boyd Pantlind, Mort. Rathbone, Thos. F. Carroll and others—mostly of the male persuasion. His enforced idleness afforded him ample opportunity to get on good terms with his new possession in the shape of a solid gold Waltham watch which was presented to him by Selz, Schwab & Co. for being one of the seven men in the employ of that house whose sales reached the top notch. As the house employs upwards of eighty salesmen, the prize means much to the recipient and he values it correspondingly.

Seventeen Traveling Salesmen.

The Judson Grocer Company is now represented by seventeen traveling salesmen, all of whom started out under the new auspices Monday morning. Eleven of the men were identified with the Olney & Judson Grocer Co. as follows:

B. S. Davenport.
John Cummins.
G. H. McWilliams.
David S. Haugh.
P. M. Van Drezer.
Jas. Van Heulen.
Peter Lankester.
Neal Cary.
Geo. T. Williams.
Clarence Haugh.
N. L. Herres.

Six were transferred from the Ball-Barnhart-Putman Co., as follows:

Harry P. Winchester.
Chas. P. Reynolds.
Arthur A. Rogers.
Barney E. Stratton.
Ed. Dooge.
Wm. K. Wilson.

In 1952.

He—Is she a good cook?
She—Lovely! She puts just the right amount of hot water on the prepared food.

The Warwick

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

A. B. GARDNER, Manager.

The Livingston Hotel

Only three minutes' walk from Union Station.

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

UNSURPASSED POULTRY MARKET

Actual sales—Fancy live Turkeys, young, 12@13. Chickens, 12@13. Fowls, 10@11. Ducks, 11@12. Geese, 9@10. Dressed Turkeys, 14@15. Chickens, 13@14. Fowls, 12@12½. Ducks, 14@15.

For fancy (scalded) poultry Buffalo will equal any market—no exception—for Thanksgiving and Christmas. We are not prophets, but predict, just the same, as we have safely for years, that no market excels us on holiday poultry this season, because Buffalo has places for it. First, always big holiday demand; second, the canners want very large quantities; third, cold storage speculators, any amount; fourth, live, raffling trade, carloads; fifth, factory proprietors' trade—thousands as gifts. Hence no danger of sticking us on any poultry.

Thanksgiving can do justice to very liberal amount fancy turkeys, ducks, chicks—and many more alive. Buy conservative—better sure margin on moderate shipments than loss on large ones. We assure unsurpassed service, promptness, integrity, responsibility, conservative quotations and we believe an unexcelled poultry market, light freight, quick time, etc.

References: New shippers to old ones and Western shippers to Berlin Heights Bank, Berlin Heights, Ohio, or Third National Bank, Buffalo; or anywhere on demand. Our 34th year.

BATTERSON & CO., 159 Michigan St., Buffalo, N. Y.

T. W. Brown & Company

Wholesale Poultry, Butter and Eggs

Port Huron, Mich.

Fifty-two weeks in the year we are in the market for Poultry, Butter and Eggs.

We are paying this week:

For sweet dairy packing stock Butter, 16c, f. o. b. shipper's station, Port Huron weights and 2 per cent. added account shrinkage. Pack your butter in parchment paper lined sugar barrels and head with wooden head.

For fresh gathered Eggs (cases included) 19c, f. o. b. shipper's station, Port Huron count and inspection.

For Poultry Delivered Port Huron:

Fowls, No. 1	-	-	8c lb.	Old Tom Turkeys	-	-	8c lb.
Springs, No. 1	-	-	8c lb.	Old Hen Turkeys	-	-	9c lb.
Old Roosters	-	-	4c lb.	Young Tom Turkeys (over 10 lb. and fat)	-	-	9c lb.
Ducks fat, full feathered	-	-	7½c lb.	Young Hen Turkeys (over 8 lb. and fat)	-	-	9c lb.
				Geese (fat, full feathered)	-	-	7c lb.

We charge no commission or cartage and make prompt returns upon receipt of shipments. Prices are quoted for Michigan shipments only.

We refer you to First National Bank, Durand, Mich., Jean, Garrison & Co., New York City, St. Clair County Savings Bank, Port Huron.

If you are a carload shipper let us hear from you. We buy in carlots.

Drugs--Chemicals

Michigan State Board of Pharmacy

Term expires
HENRY HIRM, Saginaw - Dec. 31, 1902
WILF 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 HIRM, 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.

Why Some Druggists Don't Sell More Goods.

After dinner the other evening the Observer strolled into the store of one of his friends for a chat. Just as he reached the door a physician came rushing by him and hurried inside. "Have you got any—?" he cried out to the Observer's friend, naming a new internal antiseptic which has recently been put upon the market, and which, unlike the great majority of "new remedies," is bound to secure a prominent place in the physician's armamentarium.

"Certainly."

"Well, I am deuced glad to know it. I have been chasing around for an hour to find some of it. I have been in five stores, I guess. None of them had it. Confound it!" (with a sudden explosion) "you can't get what you want of druggists half the time anyway."

This incident was full of suggestion to the Observer, and, after the physician had left the store, he turned to his friend, the proprietor, and remarked that having things which people want is a strong advantage in the battle for success.

"You bet it is," was the energetic response. "It is one of the things that I keep always in mind, and it has had perhaps more to do with what success I have achieved than any other single element. I try never to be 'just out' of anything that people call for. Of all suicidal things, that is the worst! Some times, of course, you will be asked for something that you have never carried in stock, but I never let the customer escape me if I can help it. If I cannot get the thing wanted at once by sending the boy around to a neighboring druggist, I send down town to the jobber for it as soon as possible and deliver it to the house of the patron. You can not take too much trouble in teaching people that they can get of you everything they want in the drug and allied lines."

"Especially is this true of physicians," continued the Observer's friend, as he leaned over the showcase in the rear of the store. "A reputation for always having what they want is worth more than almost anything else. I have built up a large patronage among physicians largely by means of this alone. I watch the new things, and those which are sure to be in demand I get before the demand comes. I am then ready to supply it, and I do not have to send my customer to another druggist, from whom he may possibly forget to come back!"

"Of course, one can not buy everything in sight. The woods are full of new remedies and elegant pharmaceuticals and proprietary preparations of every kind and sort. To buy them all is simply to load your shelves with a lot of stuff which can not be sold. Here is where discrimination and wise buying come in. If a 'detail man' from some large and well-known manufacturing

house comes into my store and tells me that he is going to sample all the physicians in town with a particular product which is a 'winner,' and a demand for which is sure to be worked up, I lose no time in getting a small supply. I know that the name of the house is itself a guarantee of success. I know, further, from the methods of the house and the tremendous advertising machinery which it has at command, that the product will be pushed in such a manner that physicians will soon be prescribing or buying it.

"I can make no mistake. My path is clearly blazed for me. When one of the physicians in my neighborhood writes a prescription I am ready for him. I do not have to tell him that I have not the product in stock. I do not have to drive him into going to another druggist, or make it necessary for him to keep and dispense his own medicines!"

As the Observer wended his way out of the store and walked thoughtfully down the street, he realized thoroughly how it happens that some druggists have to spend a good deal of time in wondering why they do not sell more goods.—Bulletin of Pharmacy.

How Prescription Checks Sometimes Work.

Vincent Benedict, of Grand Rapids, submits this interesting story of how good came out of apparent evil:

In our prescription department a sort of double-check system is used to prevent customers from receiving the wrong medicine. These checks have the same number at each end, and are perforated across the center, and are also of various colors. On receiving a prescription from a customer, one-half the check is given to the customer and the other half pasted on the prescription. When the medicine is handed to the customer, the number and color of the two checks are compared.

Well, as luck would have it, we were very busy one afternoon and among the prescriptions received was one presented by an old Holland woman, calling for one dozen suppositories, with a sign of "Use as directed." The store was crowded with customers during a rush, and when I delivered the prescription I failed to notice that although the color of the checks was the same, the last numerals of the numbers (five figures each) did not compare.

The mistake was soon discovered through the failure of another customer to receive her prescription, there being no duplicate of her check-number. Investigation showed that instead of a box of suppositories, the woman had received a box of capsules. Well, the prescription bore no name or address, and on calling up the doctor, by phone, he said he did not know where the woman lived.

Here was a pretty fix! I can not say how much I worried about the thing, nor all the good resolutions I made; but there was absolutely nothing to do but wait until she should appear again.

In about two weeks the old lady returned with a second prescription. I listened to the old woman laud in voluble but broken English the skill of the physician who had prescribed the suppository-capsules, to her great relief. She had used every one as directed!

The Old, Old Story.

Physician (at hospital)—How did you happen to fall from the top of the ladder?

Patient—A pretty woman was passing and while trying to get a good look at her I slipped and fell.

Physician—Ah! the same old story—a woman at the bottom of it.

Natural Sequence.

Kicker—Jones is a charitable fellow. He has endowed beds in three hospitals.
 Bocker—That's not philanthropy; it's foresight. He's just bought an automobile.

"Pride Goeth Before a Fall."

One Sunday morning I arrived at 8 a. m. to open the store, and after the work of "cleaning up" had been disposed of, attention was turned to the making of ice cream. The boy reported that we were entirely out of sugar. Here was a nice situation. All the grocers were enjoying that day of rest which comes to nearly all save the druggist, and it was impossible to get any sugar from them. But we had to have ice cream! In all great emergencies a man arises who is equal to the occasion, and in this instance I was the man.

"Saccharin," thought I. "Just the thing;" and I patted myself on the back and inwardly observed that it was a cold day when I got left. Knowing the quantity of sugar needed, it was the work of but a few moments to figure the equivalent quantity of saccharin; and having dissolved it with hot water I mixed it with the other ingredients—cream, milk and arrow root. I tasted the mixture and found it fine.

Again I took time to sing praises of myself. Alas! "pride goeth before a fall, and a haughty spirit before destruction."

Our boy had a friend to assist him that morning, and at 9:30 the work commenced. Half an hour passed and I began to wonder why the ice cream was not finished. Upon going to investigate I was told that it had not yet commenced to freeze. After telling the boys to do more work and less talking I returned to my duties and left them.

At half-past ten they were still at it. I found that there was an inner wall of ice cream adhering to the sides of the freezer as hard as a rock. This prevented the mixture in the center from freezing. I laid the blame upon the boys and concluded that they had simply let the cream stand without turning the freezer until this condition had resulted. I emptied the freezer, melted the hard layer, and set the boys at work again. At twelve they reported that things were in the same condition as before and that they were exhausted.

I gave it up; and your readers can take it as a straight tip that saccharin cannot be used as a substitute for sugar in the manufacture of ice cream!

Wise One.

"Tasteless" Castor Oil.

Saccharin is used for sweetening castor oil and rendering it "tasteless;" but the use of this chemical for the purpose is patented. The next best thing is dulcine. We can not tell you how much of this you will need, but you can readily determine for yourself by a little experimentation. Perhaps the best procedure would be to take ten grains of dulcine and dissolve it in a pint of the oil with the aid of heat; and then use this solution as the sweetening agent, taking as much of it as a few experimental trials will indicate to be necessary. Dulcine is a powerful sweetening agent, and only the faintest trace will be found necessary. A little extract of vanilla will add a pleasing flavor.

Castor oil, like cod-liver oil, may be rendered nearly tasteless, it is claimed, by treating it as follows: Into a mattress of suitable size put 50 parts of freshly roasted coffee, ground as fine as possible and 25 parts of purified and freshly prepared bone or ivory black. Pour over the mass 1,000 parts of the oil to be deodorized and rendered tasteless, and mix. Cork the container tightly, put into a water-bath, and raise the temperature to about 140 deg. Fahrenheit.

Keep at this heat from fifteen to twenty minutes, then let cool down, slowly, to 90 deg., at which temperature let stand for three hours. Finally filter, and put up in small, well stoppered bottles.

Royal Copper Jewelry.

Copper is the latest of the common metals to become the object of the jeweler's work. It is the most fashionable as well as the newest of the metals so employed, and all the smartest things in the way of sleeve links, card and cigarette cases, belt buckles, vases and the like show it. It is highly ornamental, so used, and remarkably beautiful. It holds the same relation to silver and gold as do gun metal, which is essentially steel, and kayzerzmu which has block tin for its basis.

It is made up in combination with silver, is reddish in hue, highly polished, and it costs just about the same as would a similar article of solid silver. It affords a relief from the sombre gun metal and the shiny silver, and some people think it is prettier than either.

Many of the new articles shown this fall are delightfully artistic. Sleeve links of the royal copper with silver rims and silver-imposed beads and the like were much admired. Silver vases with copper holders, and especially silver and copper card and smokers' cases are among those most in demand. The metal is also used for flasks, brushes, whisks and toilet articles generally. It is scarce at present, but will become more plentiful as the makers are better equipped for turning it out.

The Drug Market.

Opium—Is steady and unchanged in price.

Morphine—Is steady.

Quinine—Is unchanged.

Citric Acid—Has been reduced 10 per lb.

Bromides—Ammonium, Potassium and Sodium have all declined on account of lower price for metal.

Cod Liver Oil—Has advanced and is tending higher.

Menthol—Is very firm at the advance noted last week.

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

Oil Anise and Oil Cassia—Have advanced and are tending higher.

Oil Lavender—Crop is reported to be very small and higher prices are looked for. All the American oils are very firm and extremely high priced.

Lobelia Seed—Is again coming into market and it has been reduced about 50 per cent.

FRED BRUNDAGE

wholesale

Drugs and Stationery

32 & 34 Western Ave.,

MUSKEGON, MICH.

Don't Place Your Wall Paper Order

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

Prices Guaranteed

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

Heystek & Canfield Co.
 Grand Rapids, Mich.

WHOLESALE DRUG PRICE CURRENT

Advanced—
Declined—Citric Acid, Bromides.

Acidum		Conium Mac.	80¢ 30	Sellae Co.	50 50	Nux Vomica	35¢ 37	Soda, Boras, po.	90¢ 11	Red Venetian	1 1/2 2 28
Aceticum	80¢ 8	Copalba	1 15¢ 1 25	Tolutan	50 50	Os Sepia	35¢ 37	Soda, Boras, po.	90¢ 11	Ochre, yellow Mars.	1 1/2 2 24
Benzolcum, German.	70¢ 75	Cubebae	1 30¢ 1 35	Prunus virg.	50 50	Pepsin Saac, H. & P.	1 00 1 00	Soda et Potass Tart.	25¢ 27	Ochre, yellow Ber.	1 1/2 2 23
Boracae	17 17	Exechthos	1 50¢ 1 60			D Co.	1 00 1 00	Soda, Carb.	1 1/2 2	Putty, commercial	2 1/2 2 23
Carbolicum	24¢ 29	Erigeron	1 00¢ 1 10	Tinctures				Soda, Bi-Carb.	3¢ 5	Putty, strictly pure	2 1/2 2 23
Citricum	40¢ 42	Gaultheria	2 20¢ 2 30	Aconitum Napellis R	60 60	doz.	2 00 2 00	Soda, Ash	3 1/2 4	Vermilion, Prime	
Hydrochlor.	30¢ 35	Gaultheria, ounce	75¢ 75	Aconitum Napellis F	50 50	Pis Lq. N.N. 1/2 gal.	1 00 1 00	Soda, Sulphas	2 2	American	13¢ 15
Nitrosum	80¢ 82	Hedoma	1 30¢ 1 35	Aloes	60 60	Pis Lq. N.N. 1/2 gal.	1 00 1 00	Spts. Cologne	2 2 60	Vermilion, English	70¢ 75
Oxalicum	12¢ 12	Juniper	1 50¢ 2 00	Aloes and Myrrh	60 60	Pil Hydrarg. po. 80	50 50	Spts. Ether Co.	50¢ 55	Green, Paris	14¢ 12 1/2
Phosphorum, dil.	15 15	Lavendula	90¢ 2 00	Assafoetida	50 50	Piper Nigra po. 22	18 18	Spts. Myrcia Dom.	2 2 00	Green, Peninsular	13¢ 16
Salicylicum	50¢ 53	Limonis	1 15¢ 1 25	Atrape Belladonna	50 50	Piper Alba po. 35	30 30	Spts. Vini Rect. bbl.	2 2	Lead, red	5 2 6 1/2
Sulphuricum	1 14¢ 1 20	Linoleum	5 50¢ 5 00	Aurant Cortex	50 50	Pilx Burgun	10¢ 12	Spts. Vini Rect. 1/2 bbl.	2 2	Lead, white	5 2 6 1/2
Tannicum	1 10¢ 1 20	Mentha Verid.	5 00¢ 5 50	Benzoin Co.	50 50	Pulvis Ipecac Opil	1 30¢ 1 50	Spts. Vini Rect. 5 gal	2 2	Whiting, white Span	2 2 60
Tartaricum	38¢ 40	Morruha, gal.	2 00¢ 2 10	Benzoin Co.	50 50	Pyrethrum, boxes H.	2 2	Syrhehnia, Crystal	80¢ 1 05	Whiting, gliders	2 2 95
Ammonia				Barosma	50 50	& P. D. Co., doz.	75 75	Sulphur, Subl.	2 1/2 4	White, Paris, Amer.	2 1 25
Aqua, 16 deg.	40¢ 6	Myrra	4 00¢ 4 50	Cantharides	50 50	Pyrethrum, pv.	25¢ 30	Sulphur, Roll.	2 1/2 3 1/2	Whiting, Paris, Eng.	2 1 40
Aqua, 20 deg.	60¢ 8	Olive	75¢ 3 00	Capitum	50 50	Quassia	80¢ 10	Tamarinds	80¢ 10	Universal Prepared	1 10¢ 1 20
Carbonas	13¢ 15	Pis Lq. Liquida	10¢ 12	Cardamon	50 50	Quinia, S. P. & W.	28¢ 38	Terebenth Venice	28¢ 30		
Chloridum	12¢ 14	Pis Lq. Liquida, gal.	10¢ 12	Cardamon Co.	50 50	Quinia, S. German	28¢ 38	Theobromae	45¢ 50		
Aniline				Ricina	90¢ 98	Quinia, N. Y.	28¢ 38	Vanilla	9 00¢ 16 00		
Black	2 00¢ 2 25	Rosmarini	1 00¢ 1 00	Catechu	50 50	Rubia Tincturum	12¢ 14	Zinci Sulph.	7¢ 8		
Brown	80¢ 1 00	Rosae, ounce	6 50¢ 7 00	Cinchona	50 50	Saccharum Lactis pv	20¢ 22				
Red	45¢ 50	Succini	40¢ 45	Cinchona Co.	50 50	Saladin	4 50¢ 4 75	Oils			
Yellow	2 50¢ 3 00	Sabina	90¢ 1 00	Columba	50 50	Sanguis Draconis	40¢ 50	BBL. GAL.			
Baccae				Cubebae	50 50	Sapo, W.	12¢ 14	Whale, winter	70 70	No. 1 Turp Coach	1 10¢ 1 20
Cubebae	22¢ 24	Sinapis, ess., ounce	1 50¢ 1 60	Cassia Acutifol	50 50	Sapo M.	10¢ 12	Lard, extra	85 90	Extra Turp.	1 10¢ 1 20
Juniperus	7¢ 8	Thyme	40¢ 50	Cassia Acutifol Co.	50 50	Sapo G.	10¢ 12	Lard, No. 1	80 85	No. 1 Turp Furn.	1 10¢ 1 10
Xanthoxylum	1 50¢ 1 60	Thyme, opt.	1 00¢ 1 00	Digitalis	50 50					Extra Turk Damar.	1 55¢ 1 60
Balsamum				Ergot	50 50					Jap. Dryer, No. 1 Turp	70¢ 79
Copalba	50¢ 55	Theobromas	15¢ 20	Ferri Chloridum	35 35						
Peru	1 70 1 70	Potassium				Gentian	50 50				
Terabin, Canada	60¢ 65	Bi-Carb.	15¢ 18	Gulaca	50 50	Gentian Co.	50 50				
Tolutan	45¢ 50	Bichromate	13¢ 15	Gulaca ammon.	50 50	Gulaca	50 50				
Cortex				Bromide	42¢ 45	Hyoeyamum	50 50				
Abies, Canadian	18 18	Carb	12¢ 15	Iodine	75 75	Iodine	75 75				
Cassia	12 12	Chlorate, po. 17¢ 19	16¢ 18	Iodine, colorless	75 75						
Cinchona Flava	12 12	Cyanide	34¢ 38	Kino	50 50						
Ruonyms atropurp.	20 20	Iodide	2 30¢ 2 40	Lobelia	50 50						
Myrica Cerifera, po.	12 12	Potassa, Bitart, pure	28¢ 30	Myrrh	50 50						
Prunus Virgini	12 12	Potass Nitras, opt.	7¢ 10	Nux Vomica	50 50						
Quillaja, gr'd	12 12	Potass Nitras	6¢ 8	Opil	75 75						
Sassafras	12 12	Prussiate	23¢ 26	Opil, comphorated	50 50						
Ulmus	38 38	Sulphate po.	15¢ 18	Opil, deodorized	50 50						
Extractum				Quassia	1 50 1 50						
Glycyrrhiza Glabra	24¢ 30	Aconitum	20¢ 25	Rhatany	50 50						
Glycyrrhiza, po.	28¢ 30	Althae	30¢ 33	Rhel	50 50						
Haematox, 15 lb. box	11¢ 12	Anchusa	10¢ 12	Sanguinaria	50 50						
Haematox, 1s	13¢ 14	Arum po.	25¢ 25	Serpenaria	50 50						
Haematox, 1/4s	14¢ 15	Calamus	20¢ 40	Stromonol	50 50						
Haematox, 1/4s	16¢ 17	Gentiana	12¢ 15	Valerian	50 50						
Ferru				Veratrum Veride	50 50						
Carbonate Precip.	15 15	Glycyrrhiza, pv. 15	18¢ 18	Zingiber	50 50						
Citrate and Quinia	2 25¢ 2 25	Hydrastis Can.	75¢ 80	Miscellaneous							
Citrate Soluble	75¢ 75	Hellebore, Alba, po.	12¢ 15	Aether, Spts. Nit. F	30¢ 35						
Ferrocyanidum Sol.	15 15	Inula, po.	18¢ 22	Aether, Spts. Nit. F	30¢ 35						
Solut. Chloride	2 2	Ipecac, po.	2 75¢ 2 80	Alumen	2 1/2 3						
Sulphate, com'l.	15 15	Iris plox, po. 35¢ 38	35¢ 40	Alumen, gro'd, po. 7	30¢ 4						
Sulphate, com'l, by	7 8	Jalapra, pr.	25¢ 30	Annatto	40¢ 50						
Sulphate, pure	8 10	Maranta, 1/4s	22¢ 25	Antimonil, po.	40¢ 50						
Flora				Antimonil et Potass T	40¢ 50						
Arnica	15¢ 18	Podophyllum, po.	22¢ 25	Antipyrin	40¢ 50						
Antemils	22¢ 25	Rhel	75¢ 1 00	Argent Nitras, oz.	40¢ 42						
Matricaria	30¢ 35	Rhel, cut	75¢ 1 00	Arsenicum	10¢ 12						
Folia				Rhel, pv.	75¢ 1 00						
Barosma	35¢ 40	Spigella	35¢ 38	Balm Gilead Buds	45¢ 50						
Cassia Acutifol, Tin-	20¢ 25	Sanguinaria	50¢ 55	Bismuth S. N.	1 65¢ 1 70						
nevelly	20¢ 25	Serpentaria	75¢ 80	Calcium Chlor.	10¢ 10						
Cassia, Acutifol, Alx.	25¢ 30	Senega	75¢ 80	Calcium Chlor, 1/4s	10¢ 12						
Salvia officinalis, 1/4s	12¢ 20	Smilax, officinalis H.	10¢ 12	Cantharides, Rus. po	50¢ 50						
Uva Ursi	8¢ 10	Smilax, M.	10¢ 12	Capsid Fructus, af.	15¢ 15						
Gummi				Sellae, po. 35	10¢ 12						
Acacia, 1st picked	6 65	Symplocarpus, Foetid-	25¢ 25	Capsid Fructus, po.	15¢ 15						
Acacia, 2d picked	6 65	Valeriana, Eng. po. 30	15¢ 20	Capsid Fructus B, po	15¢ 15						
Acacia, 3d picked	6 65	Valeriana, German.	14¢ 16	Caryophyllus, po. 15	12¢ 14						
Acacia, sifted sorts.	6 65	Zingiber a	25¢ 27	Carmine, No. 40	3 00¢ 3 00						
Acacia, po.	45¢ 45	Zingiber j.	25¢ 27	Cera Alba	55¢ 60						
Aloe, Barb. po. 15	12¢ 14	Semen				Cera Flava	40¢ 42				
Aloe, Cape, po. 15	12¢ 14	Anisum	2¢ 15	Coccus	40¢ 40						
Aloe, Socotri, po. 40	55¢ 60	Apium (graveleons).	13¢ 15	Cassia Fructus	40¢ 40						
Ammoniac	55¢ 60	Bird, 1s.	4¢ 6	Centraria	10¢ 10						
Assafoetida	25¢ 40	Cardamom, 1/4s	10¢ 12	Cetaceum	45¢ 45						
Benzolcum	50¢ 55	Cardamom, 1/4s	10¢ 12	Chloroform	55¢ 55						
Catechu, 1s	13¢ 13	Coriandrum	8¢ 10	Chloroform, squibbs	2 10¢ 2 10						
Catechu, 1/4s	13¢ 13	Cannabis Sativa	5¢ 6	Chloral Hyd Crst.	1 35¢ 1 60						
Campora	64¢ 69	Cydonium	75¢ 1 00	Chondrus	20¢ 25						
Euphorbium, po. 35	1 00¢ 1 00	Chenopodium	15¢ 18	Cinchonidine, P. & W	30¢ 48						
Galbanum	80¢ 85	Dipterix Odorata	1 00¢ 1 10	Cinchonidine, Germ.	30¢ 48						
Gamboge	80¢ 85	Foeniculum	7¢ 10	Cocaine	4 05¢ 4 25						
Guaiacum	80¢ 85	Foenugreek, po.	7¢ 10	Corks, list, dis. pr. ct.	75¢ 75						
Kino	80¢ 85	Lini	4¢ 6	Creosotum	45¢ 45						
Mastic	80¢ 85	Lini, gr'd	4¢ 6	Creta, prep.	9¢ 11						
Myrrh	80¢ 85	Lobelia	1 50¢ 1 55	Creta, rubra	9¢ 11						
Opil	80¢ 85	Pharlaris Canarian.	5¢ 6	Crocus	20¢ 35						
Shellac	35¢ 45	Rapa	5¢ 6	Cudbear	24¢ 24						
Shellac, bleached	40¢ 45	Sinapis Alba	9¢ 10	Cupri Sulph.	64¢ 68						
Tragacanth	70¢ 1 00	Sinapis Nigra	11¢ 12	Dextrine	75¢ 75						
Herba				Ether Sulph.	75¢ 75						
Absinthium, oz. pkg	25 25	Spiritus				Emery, all numbers	8 8				
Eupatorium, oz. pkg	25 25	Frumentum, W. D. Co.	2 00¢ 2 50	Emery, po.	8 8						
Lobelia, oz. pkg	25 25	Frumentum, D. F. R.	2 00¢ 2 25	Ergota	80¢ 90						
Majorum	25 25	Frumentum	1 25¢ 1 50								

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

Loose Muscatels
Cheese
Red Kidney Beans
Lemons
Hardwood Toothpicks

DECLINED

Codfish
Currants
Rolled Oats
Dried Peas
Pop Corn

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Ammonia	1
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B	
Baking Powder	1
Bath Brick	1
Bluing	1
Breakfast Food	1
Brooms	1
Brushes	1
Butter Color	1
C	
Candles	14
Canned Goods	1
Catsup	1
Carbon Oils	1
Cheese	1
Chewing Gum	1
Chloro	1
Chocolate	1
Clothes Lines	1
Cocoa	1
Cocoanut	1
Cocoa Shells	1
Coffee	1
Condensed Milk	1
Coupon Books	15
Crackers	1
Cream Tartar	1
D	
Dried Fruits	1
F	
Farinaceous Goods	1
Fish and Oysters	13
Fishing Tackle	1
Flavoring Extracts	1
Fly Paper	1
Fresh Meats	1
Fruits	14
G	
Gelatine	1
Grain Bags	1
Grains and Flour	1
H	
Herbs	1
Hides and Pelts	13
I	
Indigo	1
J	
Jelly	1
L	
Lamp Burners	15
Lamp Chimneys	15
Lanterns	15
Lantern Globes	15
Licorice	1
Lye	1
M	
Meat Extracts	1
Molasses	1
Mustard	1
N	
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O	
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P	
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Pipes	1
Playing Cards	1
Potash	1
Provisions	1
R	
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Saleratus	1
Salt Soda	1
Salt	1
Salt Fish	1
Seeds	1
Shoe Blacking	1
Snuff	10
Soap	1
Soda	10
Spices	10
Starch	10
Stove Polish	10
Sugar	11
Syrups	10
T	
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Tobacco	11
Twine	12
V	
Vinegar	12
W	
Washing Powder	13
Wicking	13
Woodenware	13
Wrapping Paper	13
Y	
Yeast Cake	13

1

AXLE GREASE

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



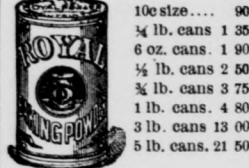
Mica, tin boxes	75	9 00
Paragon	55	6 00

BAKING POWDER

Egg	1 lb. cans, 4 doz. case	3 75
Chocolate	1 lb. cans, 2 doz. case	3 75
Clothes Lines	1 lb. cans, 1 doz. case	3 75
Cocoa	5 lb. cans, 1/2 doz. case	8 00



Royal	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



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 80

BRUSHES

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

Shoe

No. 8	1 00
No. 7	1 30
No. 4	1 70
No. 8	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, 8s.	9 1/2
Paraffine, 12s.	10
Wicking	17

CANNED GOODS

Apples	
3 lb. Standards.....	85
Gallons, standards..	3 25

Blackberries

Standards	35
-----------	----

Beans

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

Blueberries

Standard	1 90
----------	------

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 @ 1 50
White	1 50

Corn

Fair	80
Good	85
Fancy	1 0 @ 1 20

French Peas

Sur Extra Fine	22
Extra Fine	19
Fine	15
Moyen	11

Gooseberries

Standard	90
----------	----

Hominy

Standard	85
----------	----

Lobster

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

Mackerel

Mustard, 1 lb.	1 80
Mustard, 2 lb.	2 80
Soused, 1 lb.	1 50
Soused, 2 lb.	1 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

Pie	85 @ 90
Yellow	1 35 @ 1 85

Pears

Standard	1 00
Fancy	1 25

Peas

Marrowfat	1 00
Early June	90 @ 1 60
Early June Sifted	1 65

Plums

Plums	85
-------	----

Pineapple

Grated	1 25 @ 2 75
Sliced	1 35 @ 2 55

Pumpkin

Fair	90
Good	1 00
Fancy	1 25

Raspberries

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

Russian Caviar

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

Salmon

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

Shrimps

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

Sardines

Domestic, 1/2 s.	3 1/2
Domestic, 1 s.	5
Domestic, Mustard	6
California, 1/2 s.	11 @ 14
California, 1 s.	17 @ 24
French, 1/2 s.	7 @ 14
French, 1 s.	18 @ 28

Strawberries

Standard	1 10
Fancy	1 40

3

Succotash

Fair	95
Good	1 00
Fancy	1 20

Tomatoes

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

CARBON OILS

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

CATSUP

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

CHEESE

Acme	@ 13 1/4
Amboy	@ 13 1/4
Carson City	@ 13
Elsie	@ 14
Emblem	@ 14
Gem	@ 14
Gold Medal	@ 13 1/4
Ideal	@ 13 1/4
Jersey	@ 13 1/4
Riverside	@ 13 1/4
Brick	14 @ 15
Edam	@ 20
Lelden	@ 27
Limburger	13 @ 14
Pineapple	50 @ 75
Sap Sago	@ 19

CHEWING GUM

American Flag Spruce	55
Beeman's Pepsin	60
Black Jack	60
Largest Gum Made	60
San Ben.	60
San Ben Breath Perfume	1 00
Sugar Leaf	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	46
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

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

Jute

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

Cotton Victor

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

Cotton Windsor

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

Cotton Braided

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

Galvanized Wire

Colonial, 1/2 s	33
Epps	42
Huyler	45
Van Houten, 1/2 s	12

6

Hominy	
Flake, 50 lb. sack	90
Pearl, 200 lb. bbl.	5 00
Pearl, 100 lb. sack	2 50
Maccaroni and Vermicelli	
Domestic, 10 lb. box	60
Imported, 25 lb. box	2 50
Pearl Barley	
Common	3 00
Chester	2 90
Empire	3 65
Peas	
Green, Wisconsin, bu.	1 85
Green, Scotch, bu.	1 85
Split, lb.	4
Rolled Oats	
Amoskeag, bbl.	5 46
Steel Cut, 100 lb. sacks	2 70
Monarch, bbl.	2 75
Monarch, 1/2 bbl.	2 75
Monarch, 90 lb. sacks	2 50
Quaker, cases	3 10
Grits	
Walsh-DeRoo Co.'s Brand.	



Cases, 24 2 lb. packages	2 00
East India	3 1/2
German, sacks	3 1/2
German, broken package	4
Tapioca	
Flake, 110 lb. sacks	4 1/2
Pearl, 130 lb. sacks	3 1/2
Pearl, 24 1 lb. packages	6 1/2
Wheat	
Cracked, bulk	3 1/2
24 2 lb. packages	2 50
FISHING TACKLE	
1/2 to 1 inch	6
1 1/2 to 2 inches	7
2 to 3 inches	9
3 to 4 inches	11
4 to 5 inches	12
5 to 6 inches	13
6 to 7 inches	14
7 to 8 inches	15
8 to 9 inches	16
9 to 10 inches	17
10 to 11 inches	18
11 to 12 inches	19
12 to 13 inches	20
Cotton Lines	
No. 1, 10 feet	5
No. 2, 15 feet	7
No. 3, 15 feet	9
No. 4, 15 feet	11
No. 5, 15 feet	12
No. 6, 15 feet	13
No. 7, 15 feet	14
No. 8, 15 feet	15
No. 9, 15 feet	16
No. 10, 15 feet	17
Linen Lines	
Small	20
Medium	25
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. 1 20
2 oz full m. 2 10	2 oz full m. 2 10
No. 8 fan'y 3 15	No. 3 fan'y 1 75

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

JENNINGS' FLAVORING EXTRACTS	
Vanilla	Lemon
2 oz panel. 1 20	2 oz panel. 75
3 oz taper. 2 00	4 oz taper. 1 50

FOLDING BOXES	
D. C. Lemon	D. C. Vanilla
2 oz. 75	2 oz. 1 20
4 oz. 1 50	4 oz. 2 00
6 oz. 2 00	6 oz. 3 00
TAPER BOTTLES	
D. C. Lemon	D. C. Vanilla
2 oz. 75	2 oz. 1 20
3 oz. 1 25	3 oz. 2 10
4 oz. 1 50	4 oz. 2 40
FULL MEASURE	
D. C. Lemon	D. C. Vanilla
1 oz. 65	1 oz. 85
2 oz. 1 10	2 oz. 1 60
3 oz. 1 40	3 oz. 2 00
4 oz. 1 70	4 oz. 2 40
TROPICAL EXTRACTS	
2 oz. full measure, Lemon	75
4 oz. full measure, Lemon	1 50
2 oz. full measure, Vanilla	80
4 oz. full measure, Vanilla	1 60

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

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Mutton	
Carcass	4 1/2 @ 5 1/2
Lambs	7 @ 9
Veal	
Carcass	4 @ 5 1/2
GELATINE	
Knox's Sparkling	1 20
Knox's Sparkling, pr gross	14 00
Knox's Acidulated	1 20
Knox's Acidulated, pr gross	14 00
Oxford	75
Plymouth Rock	1 20
Nelson's	1 50
Cox's, 2 qt size	1 61
Cox's, 1 qt size	1 10
GRAIN BAGS	
Amoskeag, 100 in bale	15 1/2
Amoskeag, less than bale	15 1/2
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 20
Graham	3 49
Buckwheat	5 25
Rye	3 00
Subject to usual cash discount	
Flour in bbls., 25c per bbl. additional	
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-Weils Co.'s Brand	
Pillsbury's Best 1/2s	4 60
Pillsbury's Best 1/4s	4 50
Pillsbury's Best 1/8s	4 40
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 30
Wingold 1/8s	4 20
Judson Grocer Co.'s Brand	
Ceresota 1/2s	4 60
Ceresota 1/4s	4 50
Ceresota 1/8s	4 40
Worden Grocer Co.'s Brand	
Laurel 1/2s	4 30
Laurel 1/4s	4 20
Laurel 1/8s	4 10
Laurel 1/2s and 1/4s paper	4 10
Meal	
Bolton	2 70
Granulated	2 80
Feed and Millstuffs	
St. Car Feed, screened	24 25
No. 1 Corn and Oats	24 25
Corn Meal, coarse	24 25
Corn Meal, fine	24 25
Winter Wheat Bran	16 00
Winter Wheat Middlings	18 00
Cow Feed	17 00
screenings	16 00
Oats	
Car lots new	34
Corn	
Corn, car lots	85
Hay	
No. 1 Timothy car lots	9 50
No. 1 Timothy ton lots	12 00
HERBS	
Sage	15
Hops	15
Laurel Leaves	15
Anna Leaves	25
INDIGO	
Madras, 5 lb. boxes	55
3. F., 2, 3 and 5 lb. boxes	50
JELLY	
5 lb. pails, per doz.	1 85
15 lb. pails	43
30 lb. pails	80
LICORICE	
Pure	30
Calabria	23
Sticky	14
Root	10
LYE	
Condensed, 2 doz.	1 20
Condensed, 4 doz.	2 25
MALTED FOOD	
MALTA-OLA	
Cases, 12 packages	1 35
Cases, 36 packages	4 05
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	25
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, 10 oz.	1 45
Stuffed, 10 oz.	2 30

8

PIPES	
Clay, No. 216	1 70
Clay, T. D., full count	85
Clay, T. D., 1/2 count	85
PICKLES	
Medium	
Barrels, 1,200 count	8 00
Half bbls, 600 count	4 35
Small	
Barrels, 2,400 count	9 50
Half bbls, 1,200 count	5 20
PLAYING CARDS	
No. 90, Steamboat	90
No. 15, Rival, assorted	1 20
No. 20, Rover, enameled	1 60
N5. 572, Special	1 75
No. 98, Golf, satin finish	2 00
No. 808, Bicycle	2 00
No. 632, Tournant's Whist	2 25
POTASH	
48 cans in case	4 00
Babbitt's	3 00
Penna Salt Co.'s	3 00
PROVISIONS	
Barreled Pork	
Mess.	21 75
Back	20 00
Clear back	21 53
Short cut	20 75
Pig	24 00
Beef	21 00
Family Mess Loin	21 75
Clear	20 75
Dry Salt Meats	
Bellies	12
S P Bellies	13 1/2
Extra shorts	12
Smoked Meats	
Hams, 12 lb. average	13 1/2
Hams, 14 lb. average	13
Hams, 16 lb. average	13
Hams, 20 lb. average	12 1/2
Ham dried beef	12 1/2
Shoulders (N. Y. cut)	15
California hams	16 1/2
Bolled Hams	15
Penic Bolled Hams	13 1/2
Berlin Ham pr's'd	9 1/2 @ 10
Mince Ham	9 1/2 @ 10
Lard	
Compound	7 1/2
Pure	12 1/2
60 lb. Tubs, advance	7 1/2
80 lb. Tubs, advance	7 1/2
60 lb. Tins, advance	7 1/2
10 lb. Pails, advance	7 1/2
10 lb. Pails, advance	7 1/2
5 lb. Pails, advance	7 1/2
Vegetole	8 1/2
Sausages	
Bologna	6
Liver	6 1/2
Frankfort	2 1/2 @ 8 1/2 @ 9
Pork	8 1/2 @ 9
Blood	8
Tongue	9
Headcheese	8 1/2
Beef	
Extra Mess.	11 75
Boneless	@ 12 00
Rump, New	@ 12 00
Pigs' Feet	
1/2 bbls., 40 lbs.	1 75
1/2 bbls.	3 25
1 bbls., lbs.	7 50
Tripe	
Kits, 15 lbs.	80
1/2 bbls., 40 lbs.	1 50
1/2 bbls., 80 lbs.	3 00
Casings	
Pork	25
Beef rounds	5
Beef middles	12
Sheep	65
Uncolored Butterline	
Solid, dairy	12 1/2
Rolls, dairy	12 1/2
Rolls, creamery	16 1/2
Solid, creamery	16
Canned Meats	
Corned beef, 2 lb.	2 50
Corned beef, 1 lb.	18 00
Roast beef, 2 lb.	2 50
Potted ham, 1/2s	50
Potted ham, 1/4s	50
Deviled ham, 1/2s	50
Deviled ham, 1/4s	50
Potted tongue, 1/2s	50
Potted tongue, 1/4s	50
RICE	
Domestic	
Carolina head	7
Carolina No. 1	8 1/2
Carolina No. 2	8
Broken	3 1/2

IMPORTED	
Japan, No. 1	5 1/2 @
Japan, No. 2	5 @
Java, fancy head	5 @
Java, No. 1	5 @
Table	5 @



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

SALAD DRESSING	
Alpha Cream, large, 2 doz.	1 85
Alpha Cream, large, 1 doz.	1 90
Alpha Cream, small, 3 doz.	1 85
Durkee's, large, 1 doz.	4 15
Durkee's, small, 2 doz.	4 85
SALE RATUS	
Packed 60 lbs. in box	
Church's Arm and Hammer	3 15
Deland's	3 00
Dwight's Cow	3 15
Emblem	2 10
L. P.	3 00
Wyandotte, 100 1/2s	3 00

SAL SODA	
Granulated, bbls.	96
Granulated, 100 lb. cases	1 05
Lump, bbls.	90
Lump, 145 lb. kegs	95
SALT	
Diamond Crystal	
Table, cases, 24 3 lb. boxes	1 40
Table, barrels, 100 3 lb. bags	2 15
Table, barrels, 40 7 lb. bags	2 75
Butter, barrels, 280 lb. bulk	2 85
Butter, barrels, 20 14 lb. bags	2 65
Butter, sacks, 28 lbs.	27
Butter, sacks, 56 lbs.	67
Shaker	24 1/2
Common Grades	
100 3 lb. sacks	2 25
60 5 lb. sacks	2 15
28 10 lb. sacks	2 05
56 lb. sacks	2 05
28 lb. sacks	22
Warsaw	
56 lb. dairy in drill bags	40
28 lb. dairy in drill bags	20
Ashton	
56 lb. dairy in linen sacks	60
Higgins	
56 lb. dairy in linen sacks	60
Solar Rock	
56 lb. sacks	23
Common	
Granulated Fine	75
Medium Fine	80
SALT FISH	
Cod	
Large whole	5 1/2 @
Small whole	5 @
Strips or bricks	7 @
Pollock	8 1/2 @
Halibut	
Strips	13
Trout	
No. 1 100 lbs.	5 50
No. 1 40 lbs.	2 50
No. 1 10 lbs.	70
No. 1 8 lbs.	59
Mackerel	
Mess 100 lbs.	14 50
Mess 50 lbs.	7 75
Mess 10 lbs.	1 80
Mess 8 lbs.	1 30
No. 1 100 lbs.	13 10
No. 1 50 lbs.	7 00
No. 1 10 lbs.	1 45
No. 1 8 lbs.	1 19
No. 2 100 lbs.	11
No. 2 50 lbs.	4 20
No. 2 10 lbs.	93
No. 2 8 lbs.	77

Herring	
Holland white hoops, bbl.	10 50
Holland white hoops, bbl.	5 50
Holland white hoop, keg.	2 75
Holland white hoop, mchs.	85
Norwegian	
Round 100 lbs.	3 60
Round 50 lbs.	2 05
Sealed	11
Bloaters	1 65
Whitefish	
No. 1 No. 2 Fam	
100 lbs.	7 75
50 lbs.	4 20
10 lbs.	93
8 lbs.	77

10

12	
Lubetsky Bros. brands	
B. L.	35 00
Daily Mail, 5c edition.....	35 00
Fine Cut	
Cadillac.....	54
Sweet Loma.....	33
Hawatha, 5 lb. palls.....	36
Hawatha, 10 lb. palls.....	54
Telegram.....	22
Pay Car.....	21
Prairie Rose.....	49
Protection.....	37
Sweet Burley.....	42
Tiger.....	38
Plug	
Red Cross.....	32
Palo.....	31
Kylo.....	34
Hawatha.....	41
Battle Axe.....	33
American Eagle.....	32
Standard Navy.....	36
Spear Head, 16 oz.....	41
Spear Head, 8 oz.....	43
Nobby Twist.....	48
Jolly Tar.....	36
Old Honesty.....	42
Toddy.....	33
J. T.....	36
Piper Heldick.....	61
Boot Jack.....	73
Yum Yum, 1 lb. oz.....	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
1 X L, 5 lb.....	26
1 X L, 16 oz. palls.....	30
Honey Dew.....	35
Gold Block.....	35
Flagman.....	38
Chips.....	32
Kilm Dried.....	21
Duke's Mixture.....	38
Duke's Cameo.....	41
Myrtle Navy.....	39
Yum Yum, 1 lb. oz.....	39
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
Forex-XXXX.....	28
Good Indian.....	23
Self Binder.....	20
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 1/2 lb.....	3 80
Pearline.....	2 75
Soapline.....	4 10
Babbitt's 1776.....	3 75
Roseline.....	3 50
Armour's.....	3 70
Nine O'clock.....	3 35
Wisdom.....	3 80
Scourline.....	3 50
Rub-No-More.....	3 75
WICKING	
No. 6, per gross.....	25
No. 1, per gross.....	30
No. 7, per gross.....	40
No. 3, per gross.....	55
WOODENWARE	
Baskets	
Bushels.....	1 25
Market.....	30
Splint, large.....	6 00
Splint, medium.....	5 00
Splint, small.....	4 00
Willow Clothes, large.....	8 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.....	65
Mop Sticks	
Trojan spring.....	90
Eclipse patent spring.....	85
No. 1 common.....	75
No. 2 patent brush holder.....	85
12 B. cotton mop heads.....	1 25
Ideal No. 7.....	90
Pails	
2-hoop Standard.....	1 50
3-hoop Standard.....	1 65
2-wire, Cable.....	1 80
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.....	25
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.....	6 00
16-inch, Standard, No. 3.....	5 00
20-inch, Cable, No. 1.....	5 00
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. Butte.....	75
13 in. Butte.....	1 10
15 in. Butte.....	1 75
17 in. Butte.....	2 75
19 in. Butte.....	4 25
Assorted 13-15-17.....	1 75
Assorted 15-17-19.....	3 00
WRAPPING PAPER	
Common Straw.....	1 1/4
Fiber Manila, white.....	3 1/4
Fiber Manila, colored.....	4
No. 1 Manila.....	4
Cream Manila.....	3
Butcher's Manila.....	2 1/4
Wax Butter, short count.....	13
Wax Butter, full count.....	20
Wax Butter, rolls.....	15
YEAST CAKE	
Magic, 3 doz.....	1 00
Sunlight, 3 doz.....	1 00
Sunlight, 1 1/2 doz.....	50
Yeast Cream, 3 doz.....	1 00
Yeast Foam, 3 doz.....	1 00
Yeast Foam, 1 1/2 doz.....	50
FRESH FISH	
White fish.....	10 1/2
Trout.....	8
Black Bass.....	10 1/2
Halibut.....	14
Clusoes or Herring.....	6
Bluefish.....	11
Live Lobster.....	2 1/2
Boiled Lobster.....	25
Cod.....	10
Haddock.....	8
No. 1 Pickerel.....	8 1/4
Pike.....	7
Perch.....	5
Smoked White.....	11
Red Snapper.....	7
Col River Salmon.....	12 1/2
Mackerel.....	18
HIDES AND PELTS	
Hides	
Green No. 1.....	7 1/4
Green No. 2.....	6 1/4
Cured No. 1.....	9
Cured No. 2.....	8
Calfskins, green No. 1.....	9 1/4
Calfskins, green No. 2.....	8
Calfskins, cured No. 1.....	10 1/4
Calfskins, cured No. 2.....	9
Pelts	
Old Wool.....	50 1/2
Lamb.....	45 1/2
Shearlings.....	40 1/2
Tallow	
No. 1.....	6 1/4
No. 2.....	5 1/4
Wool	
Washed, fine.....	20
Washed, medium.....	23
Unwashed, fine.....	15
Unwashed, medium.....	16 1/2
CANDIES	
Stick Candy	
Standard.....	7 1/4
Standard H. H.....	7
Standard Twist.....	8
Cut Leaf.....	9
Jumbo, 32 lb. cases	
Extra H. H.....	7 1/4
Boston Cream.....	10 1/4
Best Root.....	8

14	
Mixed Candy	
Grocers.....	6
Competition.....	7
Special.....	7 1/4
Conserve.....	7 1/4
Royal.....	8 1/4
Ribbon.....	9
Broken.....	8
Cut Leaf.....	8 1/4
English Rock.....	9
Kinderarten.....	9
Bon Ton Cream.....	8 1/4
French Cream.....	9
Dandy Pan.....	10
Hand Made Cream mixed.....	11 1/4
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.....	11
Salted Peanuts.....	10
Starlight Kisses.....	10
San Blas Goodies.....	12 1/2
Lozenges, plain.....	9
Lozenges, printed.....	10
Champion Chocolate.....	11
Eclipse 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. palls.....	11
lb. palls.....	13
Golden Wafles.....	12
Fancy-In 5 lb. Boxes	
Lemon Sours.....	2 50
Peppermint Drops.....	2 50
Chocolate Drops.....	2 50
H. M. Choc. Drops.....	3 50
H. M. Choc. Lt. and Dk. No. 12.....	2 1 00
Gum Drops.....	2 50
Licorice Drops.....	2 75
Lozenges, plain.....	2 55
Lozenges, printed.....	2 60
Imperial.....	2 60
Molasses.....	2 55
Cream Bar.....	2 55
Molasses Bar.....	2 55
Hand Made Creams.....	2 90
Cream Buttons, Pep. and Wint.....	2 65
String Rock.....	2 65
Wintergreen Berries.....	2 60
Caramels	
Clipper, 20 lb. palls.....	2 8 1/4
Perfection, 20 lb. palls.....	2 12 1/4
Amazon, Choc Cov'd.....	2 13
Korker, 2 for 10 pr bx.....	2 55
Big 3, 3 for 10 pr bx.....	2 60
Dukes, 2 for 10 pr bx.....	2 60
Favorite, 4 for 10 pr bx.....	2 60
AA Cream Car's 3 lb.....	2 50
FRUITS	
Oranges	
Florida Russett.....	2
Florida Bright.....	2
Fancy Navela.....	2
Extra Choice.....	2
Late Valencia.....	2
Seedlings.....	2
Medt. Sweets.....	2
Jamalca.....	2 1 00
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 1/4 50
Messinas 300s.....	3 50 1/4 50
Messinas 360s.....	3 50 1/4 50
Bananas	
Medium bunches.....	1 50 1/2 00
Large bunches.....	1 50 1/2 00
Foreign Dried Fruits	
California, Fancy.....	2
Cal. pkg. 10 lb. boxes.....	2 1 00
Extra Choice, Turk.....	2
10 lb. boxes.....	2
Fancy, Tkrk., 12 lb. boxes.....	13 1/4 15
Pulled, 6 lb. boxes.....	2
Natural, in bags.....	2
Dates	
Fards in 10 lb. boxes.....	2 6 1/4
Fards in 60 lb. cases.....	5
Hallow.....	5 1/2 5 1/4
lb. cases, new.....	2
Sairs, 60 lb. cases.....	2
NUTS	
Almonds, Tarragona.....	2 16
Almonds, Ivica.....	2
Almonds, California, soft shelled.....	15 1/2 16
Brazil.....	2 11
Pilberts.....	2 13
Walnuts, Grenobles.....	2 13
Walnut, soft shelled.....	2 14
Cal. No. 1, new.....	2 14 1/4
Table Nuts, fancy.....	2 13 1/4
Pecans, Med.....	2 10
Pecans, Ex. Large.....	2 13
Pecans, Jumbos.....	2 14
Hickory Nuts per bu. Ohio, new.....	2
Cocconuts, full sacks.....	2 3 50
Chestnuts, per bu.....	2
Peanuts	
Fancy, H. P., Suns.....	5 1/2 6 1/4
Fancy, H. P., Suns.....	6 1/2 7 1/4
Choice, H. P., Jumbo.....	7 1/4
Choice, H. P., Jumbo.....	9 1/4
Span. Shld No. 1 in w.....	6 6 7

15

STONEWARE

Butters

½ gal., per doz.....	48
1 to 6 gal., per gal.....	5 ¼
8 gal. each.....	48
10 gal. each.....	60
12 gal. each.....	72
15 gal. meat-tubs, each.....	1 12
20 gal. meat-tubs, each.....	1 60
25 gal. meat-tubs, each.....	2 12
30 gal. meat-tubs, each.....	2 56

Churns

2 to 6 gal., per gal.....	6
Churn Dashers, per doz.....	84

Milkpans

½ gal. flat or rd. bot., per doz.....	48
1 gal. nat or rd. bot., each.....	5 ¼

Fine Glazed Milkpans

½ gal. flat or rd. bot., per doz.....	60
1 gal. flat or rd. bot., each.....	6

Stewpans

½ gal. fireproof, ball, per doz.....	85
1 gal. fireproof, ball, per doz.....	1 10

Jugs

½ gal. per doz.....	56
1 gal. per doz.....	42
1 to 5 gal., per gal.....	7

Sealing Wax

5 lbs. in package, per lb.....	2
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LAMP BURNERS

No. 0 Sun.....	35
No. 1 Sun.....	36
No. 2 Sun.....	48
No. 3 Sun.....	85
Tubular.....	50
Nutmeg.....	50

MASON FRUIT JARS

With Porcelain Lined Caps

Pints.....	4 25 per gross
Quarts.....	4 50 per gross
½ Gallon.....	6 50 per gross

Fruit Jars packed 1 dozen in box

LAMP CHIMNEYS—Seconds

Per box of 6 doz.

No. 0 Sun.....	1 6 ½
No. 1 Sun.....	1 84
No. 2 Sun.....	2 80

Anchor Carton Chimneys

Each chimney in corrugated carton.

No. 0 Crimp.....	1 74
No. 1 Crimp.....	1 96
No. 2 Crimp.....	2 90

First Quality

No. 0 Sun, crimp top, wrapped & lab.....	1 91
No. 1 Sun, crimp top, wrapped & lab.....	2 18
No. 2 Sun, crimp top, wrapped & lab.....	3 08

XXX Flint

No. 1 Sun, crimp top, wrapped & lab.....	2 75
No. 2 Sun, crimp top, wrapped & lab.....	3 75
No. 2 Sun, hinge, wrapped & lab.....	4 00

Pearl Top

No. 1 Sun, wrapped and labeled.....	4 80
No. 2 Sun, wrapped and labeled.....	5 30
No. 2 hinge, wrapped and labeled.....	5 10
No. 2 Sun, "Small Bulb," for Globe Lamps.....	80

La Bastie

No. 1 Sun, plain bulb, per doz.....	1 00
No. 2 Sun, plain bulb, per doz.....	1 25
No. 1 Crimp, per doz.....	1 35
No. 2 Crimp, per doz.....	1 60

Rochester

No. 1 Lime (65c doz).....	3 50
No. 2 Lime (75c doz).....	4 00
No. 2 Flint (80c doz).....	4 60

Electric

No. 2 Lime (70c doz).....	4 00
No. 2 Flint (80c doz).....	4 60

OIL CANS

1 gal. tin cans with spout, per doz.....	1 30
1 gal. galv. iron with spout, per doz.....	1 60
2 gal. galv. iron with spout, per doz.....	2 50
3 gal. galv. iron with spout, per doz.....	3 50
5 gal. galv. iron with spout, per doz.....	4 50
3 gal. galv. iron with faucet, per doz.....	3 75
5 gal. galv. iron with faucet, per doz.....	5 60
5 gal. Filling cans.....	7 00
5 gal. galv. iron Noddy.....	9 00

LANTERNS

No. 0 Tubular, slide lift.....	4 75
No. 1 B Tubular.....	7 25
No. 15 Tubular, dash.....	7 25
No. 1 Tubular, glass fountain.....	7 50
No. 12 Tubular, slide lamp.....	13 50
No. 3 Street lamp, each.....	3 60

LANTERN GLOBES

No. 0 Tub., cases 1 doz. each, box, 10c.....	45
No. 0 Tub., cases 2 doz. each, box, 15c.....	45
No. 0 Tub., bbls 5 doz. each, per bbl.....	1 75
No. 0 Tub., Bull's eye, cases 1 doz. each.....	1 25

BEST WHITE COTTON WICKS

Roll contains 32 yards in one piece.

No. 0, ¾-inch wide, per gross or roll.....	18
No. 1, ¾-inch wide, per gross or roll.....	34
No. 2, 1 inch wide, per gross or roll.....	54
No. 3, 1 ¼ inch wide, per gross or roll.....	23

COUPON BOOKS

50 books, any denomination.....	1 50
100 books, any denomination.....	2 50
500 books, any denomination.....	11 50
1,000 books, any denomination.....	20 00

Above quotations are for either Tradesman, Superior, Economic or Universal grades. Where 1,000 books are ordered at a time customers receive specially printed cover without extra charge.

Coupon Pass Books

Can be made to represent any denomination from \$10 down.

50 books.....	1 50
100 books.....	2 50
500 books.....	11 50
1,000 books.....	20 00

Credit Checks

500, any one denomination.....	2 00
1,000, any one denomination.....	3 00
2,000, any one denomination.....	5 00

Window Dressing

Brief and Unsatisfactory Experience With a City Artist.
Written for the Tradesman.

A man wafted himself into Hank Spreet's grocery at Kelley Center the other day and introduced himself as E. Z. Tutch, window trimmer, of New York City. He told Hank that he was just behind the times, that unless he hired a window trimmer immediately his business would go to the dogs—or to Beeneville, which people in Kelley Center consider the same thing. Hank was not disposed to dispute the value of window trimming as an advertisement, nor to belittle its importance and value as an art. He had had some experience in window trimming himself, but had not met with any encouraging degree of success. There was, for instance, his display of cottons, surmounted by a bowl of gold fish intended to attract attention. All would have been well had the gold fish been less active or the colors in his cottons more stationary. One night the gold fish started out with the apparent belief that the store was on fire and by flashing their tails with untiring industry all night threw enough water from the bowl to flood the window and to produce such kaleidoscopic effects in cottons as the weaver had never dreamed of.

"However," said Hank to Mr. E. Z. Tutch, of New York City, "I'll give you a trial, if we can get together on the question of salary. I kind of need a man to trim windows and take care of the horse, and I don't know why you won't do as well as anybody. What might you be asking for your services?"

"Well," said Tutch, "in New York a window trimmer gets about forty per and I think that amount would hold me for a while."

"I didn't mean I wanted to take you into partnership. I can't pay the salary a man would naturally expect if he was President of the steel trust. However, if you think \$6 a week would be all right, you can hang your hat in the oil room and buckle in."

The stranger seemed to be easily persuaded, for he was soon behind the counter ready for business. Hank was anxious to see the expression of his art; so the next morning he decided to make a display of Hank's shoe stock, which embraced fully 100 pairs of shoes nearly all of which were of a different size and pattern, and in some cases not even two alike.

"Got quite a collection of broken pairs, haven't you, Mr. Spreet?" remarked Tutch.

"Yes," replied Hank, "and I'll tell you how that came about. You see, my father owned this here store before I became the leading and only merchant prince of Kelley Center, and when the war broke out he took a company out to fight for the Union. The Kelley Center Volunteers marched away together on a bright May morning, but they didn't all come back together. There was old John Ferefite, for instance. He came back all together but one leg, and that he left at Antietam. Some left their arms down there and they say that a few even left their rifles on the field of Bull Run. When father marched the company back into town, he was too good a citizen and too good a merchant to refuse to accommodate his customers, and that is how this store got all them broken sizes."

The new man, however, managed to make a collection of about twenty pairs

of shoes ranging in price from \$1 up to as high as \$2.25, and these he prepared to display in the window.

"Have you got any crepe paper?" he asked of Hank.

"You must be thinking that you will soon be the whole thing in this here store," replied Hank. "You ain't going to tie any crepe on the door for me right away, I can tell you that."

The window trimmer explained as gently and as composedly as he could that the crepe paper was a crinkly kind of material that he desired to use as a ground for his display. Hank, however, forced him to be content with some badly wrinkled white tissue found in the shoe boxes, which, he said, in an energetic and unmistakable manner, was plenty crinkly enough for Kelley Center. The window was really a fine affair when complete, with those twenty pairs of shoes drawn up in exact battalion formation in rows of ten shoes each so that they resembled Hank Spreet's father's brave volunteers as they marched away to put down the rebellion and anything else that could be had from the commissary.

Bill Blivens was disposed to admire the window very much and Bill Blivens's daughter felt some similar sensation when she beheld its author, the window trimmer himself. This individual soon became a popular man in Kelley Center, but, strange to say, the man with whom he achieved the least popularity was the man who had made his presence in the village possible. Mr. Tutch was generous with his means and in giving other people a high estimate of himself. There were even people who said that in time he would become so popular with the people of the village that he would start in business for himself and run Hank Spreet out of the town.

Hank himself was a little puzzled to see how he could do this on six dollars a week; in fact, it was a matter of some debate to him how Mr. Tutch could be so lavish with his salary when it was not so lavish in itself. Hank is naturally a suspicious character, not in the sense which the police use, but one who entertains suspicion rather than creates it. Mr. Tutch got on swimmingly in the store. He sold more goods than even Hank did, for when the young damself of Kelley Center came to buy, they bought of Mr. Tutch because, while he was a bachelor like Hank, he seemed more susceptible to the charms of the fair maidens of Kelley Center. This popularity bestowed on Mr. Tutch gave Hank a little more time for his book-keeping and his well-known philosophic cogitation. The public had declared that the presence of Mr. Tutch would increase Hank's trade. Mr. Tutch had modestly declared that his window trimming would do so; but, strange to say, while Hank's trade undeniably did increase, his resources did not do so apparently; a great many more goods were going out of the store, but no more money was coming in than before the days when E. Z. Tutch's window creations set the people of Kelley Center in a flutter. Hank did not possess any elaborate checking system by which he could balance his sales and his receipts; he had never invested in a cash register, because he was honest enough so that he did not think it necessary to watch himself, but the idea kept growing in Hank's mind that the stranger who had demanded \$40 a week for his distinguished services was coming pretty near to getting it. Things came to a climax at a time when Mr. Tutch had

reached the pinnacle of his popularity in Kelley Center. Mr. Tutch had fallen into the habit of helping himself to such of Hank's stock as appealed to him as the thing which would be considered proper on Broadway, a place, by the way, Hank began to have doubts Tutch had ever seen. In time a derby hat, an unlimited number of boiled shirts and eventually lurid red neckties disappeared from Hank's stock in trade and appeared upon the person of the window trimmer.

One morning there was surprise in Kelley Center. Hank Spreet's store did not open as usual for the day. There was a resplendent display of the window trimmer's art in Hank's window. Perhaps it would not have met the critical judgment of a metropolitan merchant. The display, however, went for naught for the place was tightly locked. The citizens of Kelley Center gathered to wonder and advance numerous theories.

"If Spreet ain't here," said Bill Blivens, "why ain't Tutch here, and if Tutch ain't here, why ain't Spreet?"

It was 9:30 exactly when the mystery was in a measure solved. At that hour Hank Spreet was seen to come riding down the west road on his bay horse, which showed signs of having been long and hardly ridden.

"What's the matter, Hank?" asked Bill, "has your trimmer left you?"

"Yep."

"S'pose you'll get another?"

"I don't know."

"Have you been after one?"

"I should say I had."

"Well, where have you been?"

Hank reached down into his pocket and produced the familiar red necktie. "I have been trimming that trimmer," he said.

Hank Spreet has not forgotten the value of window trimming as an advertisement, but he is content to take his suggestions from the trade journals and the next trimmer who applies for a position in Kelley Center will have to bring

recommendations from John Wana-maker, Marshall Field and a few other merchants before he gets a job.

Douglas Malloch.

Too Great a Risk.

She met him at the kitchen door with a rolling pin in her hand, and she brandished it menacingly.

"Madam—" he began.

"Well, what do you want?" she demanded aggressively. "What are you snoopin' round here for?"

"Madam," he explained, backing away, "I called to see if I could place an accident insurance policy on your husband, but, after seeing you, I am satisfied he is too great a risk."

Too Much For the Barber.

"You can't guy that fellow," said the barber, as the bald-headed customer left the shop.

"Did you try it?" asked "next."

"Yes. When he got into my chair I asked him if he wanted a hair cut, and he said he didn't care if I cut both of them."

A New York auctioneer announces for sale "oil paintings by some of the ancient masters of the day."

BARRON'S BARGAIN LIST.

If interested in any of the following propositions write at once for full particulars.

Folio 42—Wanted, partner in well paying hardware and implement business in San Antonio, Texas.

Folio 63—For Sale, well selected stock millinery and notions, enterprising Iowa town.

Folio 128—For Sale, general store; New York State; city of 4,000; Sales \$15,000 per annum; profits 25 per cent.

Folio 190—For Sale, stock of general merchandise, Clinton county, Michigan; fine trade, big profits, no competition.

Folio 195—For sale, cream separator manufacturing business and patent rights.

Folio 64—For sale, patent rights on eave-trough; simple, easily applied, cheap, big money if pushed.

Let me sell your farm, residence, store building or stock of goods, anywhere; I am a specialist in this line. Send two stamps for booklet and learn how.

Address, A. M. BARRON,
South Bend, Ind.

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.

All Kinds
of
Solid

PAPER BOXES

All Kinds
of
Folding

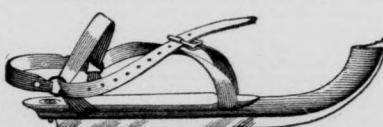
Do you wish to put your goods up in neat, attractive packages? Then write us for estimates and samples.

GRAND RAPIDS PAPER BOX CO.
GRAND RAPIDS, MICHIGAN

Box Makers

Die Cutters

Printers



DUTCH SKATES—Just received from the Netherlands a case of genuine Dutch Skates. Remember we make them as well as import them. If interested write for price list.

Reason No. 3

Because it has a long runner, thereby greatly increasing the speed.

J. Vander Stel, Grand Rapids, Mich.

The Grain Market.

Wheat, as predicted previously, owing to the fine weather, has been rather easy, and when Mr. Patten dumped 6,000,000 bushels on the market everyone supposed that the market would go all to pieces. However, it was all absorbed by different parties—a good share supposed to be by the Armour interest, but no one knows that. In spite of all the bear cry and the bear stories which they invented, claiming immense receipts and no exports, the market for cash wheat remains exactly where it was two weeks ago. December options are about 1c lower, but cash is strong in all positions—East, Northwest, Southwest and throughout the Middle States. The visible, to be sure, made another good-sized increase of 2,283,000 bushels, which still leaves our visible supply 9,000,000 bushels less than last year. We also note some of the short sellers have been trying to buy back their sales. If such an onslaught as was made during the last two or three days had no more effect than it did, it certainly goes to show that there is some value to wheat. We might also mention that since July 1 exports from the United States have been over 91,000,000 bushels, against 105,000,000 bushels for the corresponding time last year, which goes to show that we have exported only 14,000,000 bushels more last year, and that was one of the heaviest export years we have experienced. This means 91,000,000 bushels in four months. We could not go on exporting at the same rate for the crop year. There may not be much of an advance, still I doubt whether there will be much of a decline in wheat on the present crop.

Corn, owing to the dry, clear weather, has sagged off a couple of cents from top. Should the present weather continue we look for more of a decline, which is sure to come. While corn does not turn out in quality or quantity as was expected, still the quality is good enough to use for animal food and there will be plenty of good, merchantable corn to supply the demand. Of course it will take a few weeks before the market will get settled down. I think we have seen the high point in corn on this crop.

Oats, as usual, followed corn and a decline of fully 2c per bushel can be recorded. For some reason oats decreased 320,000 bushels during last week. Still we have nearly as many on hand as we had last year, so prices will not vary much in the oats market, as there seems to be enough to go around.

Rye, in the face of corn and oats receding, has advanced a trifle and remains firm. While the demand is not urgent, there appears to be enough taken to absorb the offerings. I think exporters must be filling up somewhat, as distillers still seem to be out of the market. The price seems to be high enough and we look for a lower price before long.

Beans, owing to the extremely high price a couple of weeks ago, slumped off fully 20c per bushel. Report has it that there is going to be quite an importation of beans. We made mention of this about two weeks ago and it seems to be verified. It is ever thus. When any commodity is getting too high, with our transportation facilities the world over, it does not take long to move a commodity from one point to another. Thirty years ago it would have taken a long time to move beans from Europe, while to-day they can be bought and put on the market in about ten days. Thus prices are kept at equilibrium. While some predict higher prices, we

look for lower prices. Some few are looking for \$3 beans, but they will probably drop to considerably below \$2.

Flour has been in excellent demand, both local and domestic. The mills have had all they can do to keep their orders filled and are probably considerably behind now. Prices have not changed. We look for a steady demand for flour from now until after the holidays.

Mill feed remains steady. I can not say that prices have advanced, but remain at \$17 for bran and \$19 for middlings.

Receipts have been about normal, as follows: wheat, 69 cars; oats, 12 cars; rye, 1 car; flour, 2 cars; beans, 1 car; bran, 1 car; hay, 4 cars; straw, 1 car; potatoes, 44 cars.

Millers are paying 71c for wheat. The writer has just returned from Tennessee and Kentucky, where they were all talking about Michigan potatoes. They seem to get them exclusively from Michigan. C. G. A. Voigt.

Deny Charge of Intimidation.

Plainwell, Oct. 31.—In the Michigan Tradesman of Oct. 29 there appeared an article which stated that Parr & Dewey, livemen at Plainwell, attempted to intimidate the merchants of this place by denying them the privilege of purchasing goods of those traveling men who do not patronize their livery. We wish to inform the public that such is not the case. We have never been guilty of any such thing and have always considered that commercial men had a right to hire rigs wherever they chose, and we shall continue to do all in our power to please those who patronize us. Parr & Dewey.

Just Like Women.

"Yes," said the engaged girl, "Dick is very methodical. He gives me one kiss when he comes in and two when he goes away."

"That's always been his way," returned her dearest friend. "I've heard lots of girls comment on it."

Thus it happens that they cease to speak to each other.

Won By a Faint Heart.

"I can never marry you," said the beautiful blonde.

"But," pleaded the wealthy old man, "won't you make my life happy for the few short years I will be here? I am troubled with a weak and faint heart."

"In that case I accept you."

And yet they say faint heart never won fair lady.

Mince Pie Recipe.

A German gives the editor this recipe for mince pie: "Get one piece of rubber and cut de under crust, scallop the edges mit de shears; buy four pounds of cow's neck; chop up von peck of apples, basket and all; add von yard of red flannel and a peck of sawdust; give it two coats of varnish; cook von hour."

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 SALE, BARGAIN—ONLY DRUG stock in thriving town; invoices \$800; going to school November 11; must be taken at once. Address No. 830 care Michigan Tradesman. 830

WANTED—TO LET CONTRACT FOR CUTTING cedar shingles near Mackinaw. Timber for 5,000,000 cut and skidded. F. C. Miller Lumber Co., Grand Rapids, Mich. 828

FOR SALE—A GROCERY BUSINESS in Houghton, Mich.; \$75,000 to \$100,000 business yearly; \$5,000 stock; can be reduced to \$3,000. Address Geo. Williams, Houghton, Mich. 827

FOR SALE—MEAT MARKET AND slaughter house in connection; a good first-class trade and cash business; town of fourteen hundred inhabitants and the only market in town. Reason for selling, have other business in larger place. M. A. Mahoney, Box 246, Bellevue, Mich. 843

IF YOU WISH TO SELL A BUSINESS OR any kind of real estate anywhere in America, for quick cash, give description and price. I will send free booklet telling how it is done. No commissions. Emerson De Puy, Specialist, Des Moines, Ia. 829

FOR SALE—THE ONLY DRUG STORE in a thriving Northern railroad village of 300; stock inventories about \$800. For particulars address No. 840, care Michigan Tradesman. 840

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. 839

FOR SALE—\$3,000 GENERAL STOCK AND \$2,500 store building, located in village near Grand Rapids. Airbans scales. Good paying business, mostly cash. Reason for selling, owner has other business. Address No. 838, care Michigan Tradesman. 838

ON ACCOUNT OF POOR HEALTH I WILL sell my three stores—one shoe store, one dry goods and grocery store and one dry goods, carpet, shoe and grocery store. Would like to sell before Dec. 1. George H. Nelson, Whitehall, Mich. 837

FOR SALE—A NICE, CLEAN STOCK OF hardware and farm implements, tinner's and pump tools, good location, good business, good reasons for selling. Address Lock Box 107, Holland, Minn. 836

TO CLOSE OUT—ALL OR PART \$350 stock rubber boots; new goods, mostly Stout's patent snag proof, hip, thigh or knee. Will sell cheap. Write for stock list and prices. This is a bargain. Address Box 115, Charleston, Mo. 835

WANTED—EVERY ONE TO KNOW THAT there is one honest commission man on earth. What have you to offer? A. M. Bentley, Saginaw, W. S., Michigan, Distributor of "Best on Record" Flour. 831

FOR RENT—GOOD BRICK STORE BUILD- ing, 20x60 in dimensions, with 20 foot store room in rear, located at Montrose; population 1,500; one of the best business points in Genesee county; living rooms overhead; price \$180 a year. For particulars write Mrs. E. Van Weger, 523 Genesee ave., Saginaw, Mich. 833

FOR SALE—STOCK OF BAZAAR AND holiday goods; best town in Northern Michigan; will invoice about \$1,000; good location; brick building; rent reasonable; good reasons for selling. Address No. 831, care Michigan Tradesman. 831

FOR SALE—THE JOHN ROTTIER MEAT market. One of the best locations in the city. Good paying business established. Must sell quick on account of death of owner. Apply to Mrs. Rottier, 67 South Division St., Grand Rapids. 844

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. 899, care Michigan Tradesman. 800

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 FURN- iture delivery wagon cheap if sold at once. Address No. 817, care Michigan Tradesman. 817

\$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 MER- chandise 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. 826

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

FOR SALE—ON ACCOUNT OF ILL HEALTH the whole or part interest in the best wall paper business in Sault Ste. Marie. A. M. Mathews Co., Sault Ste. Marie, Mich. 806

FOR SALE—2½ HORSE POWER GASOLINE engine, with dynamo sparkler complete, in good condition; cost \$270, will sell for \$90. The Evening Journal, Sault Ste. Marie, Mich. 806

WANTED—STEAM HEAT FOR CHURCH 30x60, with basement. Box 8, Benzonia, Mich. 798

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

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—TWO BUSINESS BUILDINGS in best location in town; cost \$3,800; also a stock of men's furnishing goods and shoes in first-class condition; will invoice \$3,000; if taken within 30 days both can be bought for \$4,500 cash. Real estate will have a big advance here before next spring. For further particulars address Box 345, Munising, Mich. 781

SPLENDID MANUFACTURING PLANT; experienced business man 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

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

FOR SALE—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. 871

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

FOR SALE—FIRST-CLASS, EXCLUSIVE millinery business in Grand Rapids; object for selling, parties leaving the city. Address Millner, care Michigan Tradesman. 807

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. Involuting 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

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, 377-9 Broadway, New York City. 694

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—REGISTERED PHARMACIST, temperate habits. Address, with references and salary expected, S. H. Benham & Co., Trufant, Mich. 842

REGISTERED PHARMACIST WANTS PO- sition; 13 years' experience; references. Address F. W. H., 749 S. Division St., Grand Rapids. 841

WANTED—YOUNG MAN OF PLEASING address who can speak good German and thoroughly understands selling and holding trade to take charge of grocery department in general store; good salary to right person. Address C, care Michigan Tradesman. 832

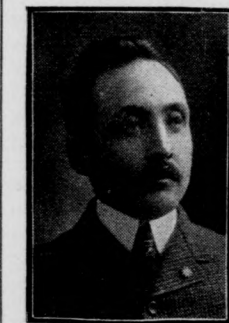
WANTED—A FIRST-CLASS CLOTHING and furnishing goods salesman and window trimmer; a young unmarried man, steady and reliable; references required. Address H. C. Co., Traverse City, Mich. 812

SALESMEN, IN EVERY STATE, TO CARRY S as a side line on commission an article of proved merit handled by druggists, grocers, general stores and feed dealers. American Glutroose 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. 823

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

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