

MICHIGAN TRADESMAN

Twentieth Year

GRAND RAPIDS, WEDNESDAY, NOVEMBER 12, 1902.

Number 999

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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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 450 feet wide, traverses the Oro Hondo
property. The managers of the Oro Hondo
property are practical business and mining
men, who bought the property, consisting of
over 1,000 acres, at a cost of over \$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

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

PROBLEM IN SANITARY SCIENCE.

It is said that among the Chinese it
is the business of the medical man to
prevent his employers from becoming
sick. He is paid to keep them in health
and vigor, and the pay stops when he
allows them to become sick.

The entire system of Chinese medi-
cine is extremely crude and barbarous.
The materia medica contains such ar-
ticles as dried spiders, cockroaches and
other such vermin reduced to powder
and many other substances nauseating
and shocking to the physical sensibili-
ties, and is in no more advanced state
than was the European pharmacopoeia
of a few centuries ago, when it pro-
posed, for internal administration to
human patients, an electuary of Egypt-
ian mummy and a ptisan of the ex-
crement of sheep or goats.

Whatever may be the beastliness or
the absurdity of the medicines them-
selves, however, there is a vast amount
of wisdom and practical beneficence in
the idea that the prevention of disease
is of as much importance as is the cur-
ing of it. Thanks to modern sanitary
science, there has been great progress
in the practice of wholesale public
hygiene. Cities are drained and sewer-
ed. Garbage and feculent matters are
disposed of so as to render them innoc-
uous or they are removed from the lo-
cations where they could contaminate
the premises and bred infection. The
evil of crowding in tenement houses,
amid unsanitary conditions, large num-
bers of people is greatly mitigated.
The indigent sick are treated freely in
extensive and well appointed hospitals,
and sufferers with contagious and in-
fectious diseases are kept in isolation,
thereby preventing the spread of such
disorders.

Those terrible visitations of deadly
plagues which formerly, at frequent
periods, devastated the countries of
Europe and America have become
things of the past, thanks to modern
sanitation, and yet the most dangerous
and persistent cause of many serious
bodily disorders remains wholly un-
conquered. That is immoderate, im-
prudent and unwholesome eating and
drinking. In the November issue of
Munsey's Magazine, Dr. John H. Gird-
ner lays all the blame on the human
palate or sense of taste.

The palate, he holds, is an absolute
ruler and despot over all the other or-
gans and tissues of the body. It prac-
tically holds over them the power of life
and death. The long-suffering stom-
ach, for instance, is obliged to receive
whatever the palate chooses to send it.
Like all down-trodden subjects, it pro-
tests from time to time, but, as a rule,
the protest only results in worse treat-
ment.

The digestive system of every animal
—man of course included—is a chem-
ical laboratory in which the material
that is put into it is separated into all
the various substances required for the
maintenance of the body. These are
appropriated to their respective uses,
while those substances unfit for such
use are rejected. The stomach, with

the intestinal glands and juices, digests,
selects, absorbs and appropriates the
necessary quantity of essential prin-
ciples from the food taken into it, and
so furnishes the material required for
sustaining the vital forces and func-
tions.

If the human being were always sup-
plied with the food which is easily di-
gestible, and which is best adapted to
the nourishment of the body, doubtless
there would seldom be any sickness ex-
cept from outside causes. But our civ-
ilization has invented and adopted nu-
merous seasonings and condiments
which are of no actual benefit whatever,
but are only intended to add zest to the
appetite and flavor to the food.

When a taste for these has been ac-
quired the palate demands them, and
the time comes when that demand must
be satisfied. When an appetite for
liquors and drugs is also acquired it
make its imperious demands for grat-
ification, and so the poor stomach is
either loaded with more food than it has
the power properly to dispose of, or it
is excited and inflamed by sauces and
other stimulants or is enfeebled with the
effect of opiates or other depressing
drugs.

In recent years great attention is be-
ing paid to dieting and to the prepara-
tion of foods that will give the greatest
amount of nourishment, with the least
degree of discomfort or injury, and in
some of the well-known sanitariums in
this and other countries only such foods
are permitted to be served to those per-
sons who are inmates there. The trouble
is, however, that such patients, after
leaving those places, abandon the sim-
ple habits of living that were required of
them, and return to those which had
injured their health, the imperious pal-
ate demanding gratification at any and
every cost.

It may not be out of place to mention
here that there are four classes of sub-
stances which are necessary for human
sustenance. First, water, which forms
70 per cent. by weight of the human
body, is the most important of this
group; others are the salts of lime,
soda, magnesia, iron, etc., which are
found in large quantities in the bones
and exist in almost all the fluids of the
body. We take these substances in
water and other liquids, and in the salt
we use on meats. They also exist in
vegetables; this is especially true of
iron. They may be classed as minerals.

The second class is made up of the
hydro-carbons or heat-producers, em-
bracing sugar, fats and starch, which are
animal or vegetable substances.

The third class is made up of meat,
eggs, milk and the gluten, or "lean,"
portion of grain in contradistinction to
starch, which is a form of sugar or
alcohol. These articles are known as
proteids or albuminoids. They feed the
muscles and the nerves. If people only
knew how to feed themselves, and had
the prudence and self-control to do so
with a due regard to health and vigor,
they would escape a vast number of
diseases, which, by their imprudence
or intemperance, they bring on them-
selves.

Getting the People

The Mistake of Assuming Too Much.

Much as has been written on the difficulty found in "seeing ourself's as others see us," a large part of the work of publicity shows that a great proportion of dealers still assume that the general public is thoroughly cognizant of them and their doings. The facts are so familiar to oneself that his store has such a location, that he deals in certain articles—all the general particulars of his business—that he needs only to print his name in large letters, and then say as much as he will in the smallest, to have all eyes interested in his line of trade attracted to his effusions. He assumes that it is not necessary to give the location of his establishment, either street or town, for surely there are none to be reached that are ignorant of this much about him.

Now this is assuming too much. As a matter of fact the human animal knows vastly more about his own affairs than of such institutions except in so far as these may come within the range of his selfish interests. As a rule, the buyer thinks vastly more of the things he buys than of the man who sells them, and however well known he may be there is comparatively little magic in the name.

After a name has appeared in advertising for a long time, associated with a certain line of trade and a location, it naturally begins to seem as though the constant iteration of John Smith, the Grocer, 24 Woodlawn avenue, Sandusky, Ky., becomes unnecessary. Surely everybody in and around Sandusky knows all that this phrase expresses by this time. Now in this lies the mistake. In one's tendency to over-rate his own importance the extent of the publicity he has achieved is much greater than the facts warrant. Indeed, it is a constantly growing wonder to the experienced advertiser that it takes so much of iteration before anything can be pounded into people's heads. Why is it? Because all are alike in that we are concerned with our own interests.

One of the commonest criticisms I have to make on samples that reach this department is the obscurity as to business and location, especially in the display. Frequently the entire display will consist of the firm name and if in small type there are interesting facts about the business, the address is frequently, I may almost say usually, omitted. In the degree in which advertised individuality is attained in a name it may serve the purpose of publicity, but it is safe to assume that its efficiency in this direction is vastly less than the advertiser's estimate of it.

It is undoubtedly a good idea to advertise the firm name to as great an extent as possible. But such advertising to be of value must be more than the bare reiteration of the name. I mean in the display. To catch the eye of possible customers there must be the use of something relating to the line of trade and it is this which makes the display of the name of value. Artemus Ward, the Grocer, may sound commonplace by constant iteration, but it is the grocer which makes the other of significance. Mr. Ward will only get his name looked at because people are interested in buying groceries. I do not mean that the name of a business must always appear in the display, but there must be some word that will interest in the line of the trade. The best advertisements

LEMON BROS.

Wish to call your attention especially just now to the best BARGAINS in

UNDERWEAR

they have ever offered—and when they say this it means something as their line of underwear is always talked about.

We are offering GREAT VALUES in

DRY GOODS, LADIES' AND GENTS' FURNISHINGS AND SHOES

The Men's Work Shoe, the "Ohio Idea," is a trade winner. Ask to see it.

LEMON BROS. NEXT TO BANK, NO. LANSING

About Winter FURNITURE And Other Things.

NOW when old Jack Frost begins poking his nose in our affairs we begin to think of Winter and Winter things in earnest. We stay in the house more, naturally notice the furniture, the wall paper and the curtains more. And did you ever think what a difference a few new pieces of furniture, a little fresh wall paper or some new curtains would make in the looks of your home and in your cheerfulness?



The Place to buy.

THIS store has been in Marion in reality for only six months. During that time it has become quite widely and favorably known. During the next six months it will be more so. It is owned by W. M. Davis, who has a store at Ewart and managed by Mr. Geo. Grey a practical furniture man and experienced funeral director.

It is located in the opera house block—the corner of low prices—and shows complete stocks of—well, unfold and read on.

W. M. DAVIS,
Marion, Mich.

LAMPS

Have just opened a fine display of lamps, from plain glass to the richest porcelain in the most beautiful

Colorings and Adornment.

Shall be pleased to have you order one sent home.

C. M. AMBROSE
Palace Grocery and China Store.

Gluten Corn Feed

The best and cheapest food for cows, pigs and chickens.

Sold At
\$1.00 Per Barrel

On the car. You furnish the barrel

Buckley & Douglas Co. Store.

Give Everyone His Dues.

When you buy an article you want the best for the money. I am doing that with the finest lot of Pocket Books, Memorandum Books and Stationery that was ever in Fowler.

Are You Going to Paint?
If so, don't buy your paint until you have seen me.

My stock of DRUGS IS LARGE the best money can buy All the staple remedies.

Charles Wren,
Manufacturing Druggist,
Fowler, Mich.

Successor to
KING, SWEETING & GRUBBS.

WOOD

Slab Wood, Mill Run
Cut Stove Length

COOKE & WESTON

Phone 350—Three Rings

WOOD

Keep the Cold Out.

Too much cold outside is apt to mean a cold inside the chest. And the most colds are not taken in extreme temperatures, but when the weather suddenly changes—something it is apt to do often about now. Fall colds often mean winter-long coughs and permanent lung or bronchial trouble. The best defense for those who take cold easily is a good chambray vest or chest protector. We have the good kinds. The cheapest are good, the best are better. Our prices are reasonable on all. Drop in and see them.

DESJARDINS' PHARMACY
417 N. Third St.

should assume that they will meet some eyes that need to be informed as to business and location regardless of the degree of public eminence attained through long heralding.

* * *

The advertisement of Lemon Bros. has too large type for the body letter, so that there is not white space enough for the display. The panel as used, around "Underwear," should have been complete. It would have been well to have kept one style of type in the display. The criticism I should make on the writing is that it is too general. Bargains mean little without prices. If the shoe topic is to have a place I would also give prices and thus help sales.

W. M. Davis starts out with an interesting and seasonable topic, but in pursuing it he fails to make clear just what winter furniture may be. That which he designates would apply to other seasons as well. The point of improving the cheerfulness of the home is well made, but the introduction is not strong, nor is the argument well sustained as to the place to buy. The type used is about as poor as could be devised, otherwise the printing is much better than the writing. A more direct, simple style would be much more effective.

C. M. Ambrose shows a good example of a general lamp advertisement which is handled well by the printer. To or three prices would have sold more goods. I would also have added the address.

The Buckley & Douglas Co. shows a simple and consistent specimen of feed advertising. The addition of the location would make it a model advertisement of the kind.

Charles Wren makes the mistake of putting three advertisements in the space of one. I would have confined my work for this week to the stationery topic and next week take up paints and follow that with the general advertisement introduced in the last paragraph. The writing is somewhat mixed by introducing two topics, one of which fails to agree with the statement, "I am doing that." The printer would have done well to adhere to one style of type if possible.

Cooke & Weston make a strong display of the subject of interest in their space, but it would look as though their customers all have phones. If not, I should add a location.

Desjardins' Pharmacy is designated in such small, poorly printed type that it would take an expert to make it out. The display of the lines at the beginning would seem to refer to overcoats, but if those who have excellent eyes succeed in deciphering the paragraph they will discover that the subject is chest protectors. I would cut out one-half the matter, give the name and the business some prominence, add an address, use a smaller border and so make a good advertisement.

You ought to sell

LILY WHITE

"The flour the best cooks use"

VALLEY CITY MILLING CO.,
GRAND RAPIDS, MICH.

Gas or Gasoline Mantles at 50c on the Dollar

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

How Uncle Jim Punctured a Cash Scheme.

It was in a little Jersey village of, I suppose, 400 or 500 people—one of those quiet, sleepy little places where everybody is "Jim" and "Bob" to everybody else.

It was a warm Indian summer day and the proprietor of one of the three grocery stores in the place was sitting with me on chairs outside his store door. We were talking business in general.

"See that old fellow coming down the street?" said the grocer. "Look at him as he goes by and I'll tell you something about him."

The old man was a typical country village character. He had a set of white whiskers and wore an old slouch hat. He talked in a loud tone to a man with him as he passed—in that air of proprietorship that an aggressive old resident in a small town is apt to assume.

"Hello, Uncle Jim," said the grocer, as he passed us.

"Hello, Bob," was the counter salutation.

The grocer sat with a quizzical grin on for a minute after the old fellow had passed.

"D'ye see him?" he asked finally.

"I did."

"Well, you were talking about doing business on a cash plan a little while ago," he said. "That old fellow completely spoiled a scheme I started once of changing my business from credit to cash."

"How could he spoil it?" I asked.

"Well," he answered, "Uncle Jim is a well-known character all through the county. He keeps a farm implement store down here near the station and sells goods to nearly everybody in the county. This was about two years ago. I got to studying one day about my trade here and thinks I to myself, if I can get some of the money off my books and keep it off, I'll be in a pretty comfortable position with the business I'm doing. So I decided, after a sight of thinking, to start in to do a cash business. So I put a card in the local paper that everybody takes in the village and got some circulars printed that I threw around."

"Uncle Jim is one of the hardest men to get money out of I know of. He is good enough and sooner or later he'll pay, but it takes him an almighty long time to do it. As a matter of fact, he was one of the customers that was the farthest behind on my books. I had him more in mind when I decided to cut off credit than anybody else."

"Well, Uncle Jim thought the new deal was a direct knock at him and he started in to do me. He knows everybody, as I said, and he made the new scheme the subject of his darning conversation every day. Everybody he saw he'd ask if they'd heard that I had gotten so I couldn't trust the people of the place any more. He took that tack right along—that I thought the people were dead-beats and so had decided to make them all pay cash. Every time he went by here he'd stand in front and boller in, 'Think we're all dead-beats, do ye?' or something like that, in a voice that you could hear all the way to Philadelphia. Why, he even put a card in the county paper hitting at me. 'If a certain grocer didn't think his townsmen honest enough to pay for a quarter's worth of groceries,' or something like that, 'then he'd do well to move out of town.' A whole lot of people saw it and rubbed me about it."

"What did the two other stores in the place do?" I asked.

"Well, they don't amount to much," he answered. "One is a little combination candy store and the other runs more to dry goods, but they used it every way they could, of course. All together, I had a pretty tough time and when the end of the first month came I had my mind pretty well made up to quit it."

"What effect did it have on your business?" I asked.

"Oh, it made it fall off," he said; "I might have got some of it back in time, but the first few weeks it certainly did go off."

"Well," he continued, "the upshot of the matter was that after six weeks of Uncle Jim I went back again to the credit business, and have been there ever since. I don't believe the scheme will go in a little town like this anyhow, so I guess it would have failed even if Uncle Jim hadn't done anything."

"You seem to be friendly enough with the old fellow now," I said.

"Oh, yes," he answered, "it didn't make any hard feelings, but he did me up all right."

I strolled down the street toward the station. Uncle Jim sat sunning himself before his door.

"Well, Uncle Jim," I said, "so you do not like cash stores, eh?"

He grinned a toothless grin.

"I seen you talking to Jackson," he said; "did he tell you 'bout that?"

"He did," I replied, and Uncle Jim would have told me all over again if my train had not come along just then.—Stroller in Grocery World.

Cure For the Cigarette Habit.

The other day a wise New England mother suddenly came upon her son and heir, a youth of tender years, and discovered he was indulging in a cigarette.

"My boy," she said, "if you must smoke, why not be manly and smoke a cigar? Come with me," and she led him into the house and bestowed upon him a large black fumer and brought him a light and sat down by him while he enjoyed the fragrant weed.

She was with him, too, when his lower lip began to tremble and his eyes to grow yellow and a wave of chalky whiteness overspread his face.

"Nice cigar, isn't it?" she said, in her pleasant way. "So soothing and restful and enjoyable. Don't you find it so?"

The boy couldn't steady his voice sufficiently to reply, but he forced himself to take another puff, and when his hand with the cigar in it dropped he gave the smouldering thing a glance that expressed nothing but the deepest loathing.

"I always liked the looks of these nice large fat cigars," said his mother.

"They seem so—,"

"P-p-please d-don't, mother," gasped the boy. "I-I th-think I'm g-g-going to d-die!"

And twenty minutes later he promised in a broken voice that he would never again attempt to smoke until she told him he was old enough to begin.

A Good Luck Key.

An Ohio merchant has purchased a handsome toilet case, inside of which he will place a \$10 bill. This is in addition to the toilet articles already therein. He has had several hundred extra keys for the case made at a cost of about \$1.60 a hundred. In his advertisements he will announce that he will give a key to this box with every purchaser of \$5 worth of goods in his store. To each key will be attached a tag, on which the purchaser's name will be written. The person holding the key which unlocks the box will receive the case, money and all. The award will be made on Christmas Eve.

An Experimenter in Metal.

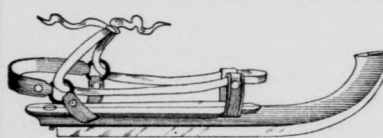
James H. Duffy, the scientific blacksmith of Machias, Maine, continues to make surprising discoveries in his little shop at Hadley's Lake. Not satisfied with welding copper and tempering lead, he has now discovered a process by which, as he claims, brass can be made from cheaper metals. The alloy that he uses contains about 75 or 80 per cent. of lead, and after passing through the Duffy process it not only has the appearance of brass, but it can be used for all the purposes to which that metal is usually put. He declares that by this process brass can be manufactured at about 20 per cent. of the ordinary cost of that metal.

Blacksmith Duffy will next turn his attention to silver. He believes that a process can be found by which an entirely satisfactory substitute for silver can be made. He has been conducting experiments which, while not altogether successful, have satisfied him, he says, that he is on the right track, and he proposes to keep at work until the proper combination has been discovered. Lead is the principal element in this silver alloy, and Duffy believes that he will be able to produce something that can not be distinguished from silver and will be as good as the pure metal for all practical purposes.

Question of Cookery.

"Does your husband like your cooking?"

"Well, I'm not just sure. He says he does, but I notice he is usually detained at the office so late that he has to get dinner uptown whenever we are without a girl."



A Postal Card

Will get you prices on the best store stools made.

BRYAN PLOW CO., Bryan, Ohio
Manufacturers



Steel Feed Cookers

Steel Tanks

Steel Windmills

WRITE FOR PRICES

PHILIPS & LOWE WIND MILL CO.
KALAMAZOO, MICH.

The Imperial Gas Lamp

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

The Imperial Gas Lamp Co.
210 Kinzie Street, Chicago

BIG PROFITS

On a good selling article is what the dealer likes. Dutch Skates will give it to you. Write for illustrated price list and be convinced.

Reason No. 4—Because being ground right and left it reduces the friction to a minimum.

J. Vander Stel, Grand Rapids, Mich.
Importer and Manufacturer, 33 Kent Street.

CANNED PEAS

The best peas in Michigan this year were grown in the vicinity of Fremont. The pack of the Fremont Canning Co. is from select stock and prepared by the best process.

BRANDS

Extra Marrowfat

Standard Early June

Extra Sifted Early June

(Ask our salesman for prices)

We guarantee these goods to give satisfaction.

WORDEN GROCER COMPANY
GRAND RAPIDS, MICH.

Around the State

Movements of Merchants.

Hudson—Wm. O'Reily, baker, has sold out to Thos. Kane.

Olivet—J. M. Taggart, druggist, has removed to Mt. Pleasant.

Ironwood—Peter Oie has sold his grocery stock to Anderson & Sjostrom.

Richmond—Phillips & Son have purchased the meat market of Weeks Bros.

Dowagiac—August Hedrick, meat dealer, has sold out to Beach & Brenner.

Grand Haven—Jacob Braah has purchased the grocery stock of John Verkuy.

Ionia—Albert E. Taylor has purchased the grocery stock of John E. Haberstumpf.

Ionia—The Ionia Savings Bank has decreased its capital stock from \$80,200 to \$65,000.

Romeo—James B. Lucas has sold his grocery and crockery stock to G. A. Frost & Co.

Victorsville—John Hayman has purchased the general merchandise stock of J. W. Clark.

Morenci—Frances E. (Mrs. F. E.) Benjamin has sold her grocery stock to Dennis Bros.

Bay City—The Buck Grocery Co. succeeds Buck & Meyers in the grocery business.

Vicksburg—The Vicksburg Clothing Co. has been organized with a capital stock of \$7,000.

Maple Rapids—Wm. Schneider succeeds Geo. Duncan in the grocery and bakery business.

Bangor—Judd Lee has opened a meat market in the building recently vacated by B. K. Howell.

Manton—John E. Truman has purchased the grocery and provision stock of the Home Union Co.

Crosswell—The capital of the Sanilac County State Bank has been increased from \$30,000 to \$35,000.

Muskegon—Hans Johnson has purchased the interest of his partner in the grocery business of Johnson & Olson.

Akron—Ivor M. Lewis, dealer in hardware, implements, carriages and bicycles, has sold out to H. M. Woolley.

Durand—Alfred B. Evans succeeds W. M. Harrington in the coal and wood business and as proprietor of the Durand Ice Co.

Muskegon—Peter S. Northouse has engaged in the grocery, flour and feed business, having purchased the stock of Bachman Bros.

Muskegon—John Post and E. E. Philabaum have formed a copartnership and engaged in the feed and wood business at 34 Myrtle street.

Shelby—E. C. Wheeler has removed his stock of general merchandise to this place from White Pigeon, locating in the Wheeler building.

Fennville—A. M. Hulsen has sold his bicycle stock and tools to I. P. Rice and son Harry, who will continue the business at the same location.

Ludington—Abrahamson & Shappee, dealers in paints and wall paper, have dissolved partnership. The business is continued by H. Abrahamson.

Manton—Dr. V. F. Huntley has purchased the interest of M. J. Compton in the Williams Mercantile Co. Mr. Compton retires on account of ill health.

South Haven—Carl Ely, druggist, has exchanged his stock at the corner of Center and Quaker streets with Chas. E. Hesse for a similar business at Glenn.

Pellston—Hugh Vaughan has purchased a half interest in the drug stock

of Geo. W. Priest. The new firm will be known as Priest & Vaughan.

Lewiston—Meyers & Lampke, dealers in dry goods, furnishings and shoes, have dissolved partnership. The business will be continued by Louis J. Lampke.

Jackson—The dry goods stock of E. Dack & Co. has been turned over to W. D. Ferguson, of the Ferguson Adjustment Co., of Chicago. The liabilities are \$15,000.

Kalkaska—Dr. J. A. Leighton, of Grayling, has purchased a store building at this place and, after making improvements on the same, will open a drug store therein.

Custer—J. B. Tracy, dealer in hardware and implements, has removed to Walkerville, where he will continue the same line of business under the style of J. B. Tracy & Son.

Manton—The partnership existing between Dr. Morgan and A. A. Clawson has been mutually dissolved, the former retaining the building and the latter continuing the furniture business.

Imlay City—Haskin & Gavitt have dissolved partnership, Mr. Haskin retiring and D. T. Wherry associating himself with Mr. Gavitt for the continuance of the butter, egg and poultry business.

Detroit—Delbert C. Morris and John C. Turney have formed a partnership to carry on a general brokerage business under the name of D. C. Morris & Co. Each contributes \$5,000 to the partnership funds.

Big Rapids—D. M. Groulx and Theodore Bidwell have formed a copartnership and engaged in the musical instrument, wall paper, book and stationery business under the style of Groulx & Bidwell.

Stephenson—W. B. Winter, dealer in hardware and implements, is erecting a new brick store building. The new structure will cost several thousand dollars and will be ready for occupancy by the first of the year.

Detroit—A young lady brought suit for \$15 against a man who courted her for eight years and then failed to come to time. She asks for only \$15—probably because that represents the man's pile after eight years of courtship.

Mason—The retail lumber firm of Hartwick & Mickelson has been dissolved, Mr. Hartwick retiring. C. P. Mickelson will continue the business. E. E. Hartwick has purchased the Jackson Lumber & Coal Co., at Jackson.

Lansing—The Post Music Co. has sold its stock to Grinnell Bros., of Detroit, wholesale dealers in pianos and supplies, who have nine branch stores throughout the State. John W. Post will remain as manager of the business.

Manton—John E. Truman has purchased the interests of George McAfee and Ernest Hartley in the Home Union Co. and will continue the business without interruption under the management of O. D. Park and Miss Lissa Truman.

Cross Village—D. LaCore and D. Moore, of Harbor Springs, have purchased the drug stock of A. D. Loomis and will continue the business in a new building to be erected adjoining the general merchandise store of Wm. H. Shurtliff.

Ludington—E. C. Allen, formerly of the Carrom-Archarena Co., has engaged in the wholesale grain and flour business. Mr. Allen conducted a feed and grain warehouse here prior to his connection with the Carrom-Archarena Co. eight years ago.

Newberry—Krempel & Taylor, gen-

eral merchandise dealers at Dollarville, have opened a branch store at Newberry, purchasing the stock of M. R. Manhard & Co. The latter concern has retained its hardware stock and will devote its entire attention to that line.

Hillsdale—Wm. French has purchased the interest of Lee Sturdevant in the implement and hardware business of Sturdevant & French and will continue the business in his own name. Mr. Sturdevant has accepted a position as traveling salesman for an implement and farm machinery house.

Owosso—The furniture and undertaking business of Woodard, North & Jennings and Foster Bros. will be united Jan. 1 in a stock company to be known as the Furniture-Hardware Co., Limited. W. A. Woodard retires from business and A. E. Foster will remove to Mt. Pleasant to assist his brother, of the Foster Furniture & Hardware Co. The officers of the new concern are George W. Detwiler, President; C. W. Jennings, Secretary, and G. F. North, Treasurer.

Manufacturing Matters.

Lake City—The Kneelan Shingle Co. is succeeded by VanLew Bros.

Detroit—The Cadillac Automobile Co. has increased its capital stock from \$60,000 to \$300,000.

Cheboygan—Harry Jefferson and Frank Copp, both of Big Rapids, will establish a veneer factory here.

Detroit—The Holley Heat Regulator Co. has been incorporated with \$25,000 capital stock, of which \$2,500 is paid in.

Hastings—The Wool Boot Co. will build an additional two stories to its factory building, making four stories in all.

Kalamazoo—An increase of from \$600,000 to \$700,000 has been made in the capital stock of the Upjohn Pill & Granule Co.

Battle Creek—The Flour & Cereal Machinery Co. will remove from Jackson to this place as soon as its new factory building is completed.

Detroit—The capital stock of W. M. Finck & Co. has been increased from \$40,000 to \$60,000, and the entire amount has been fully subscribed.

Detroit—The style of the Detroit Leather Goods Manufacturing Co. has been changed to the Detroit Leather Goods Manufacturing Co., Limited.

Detroit—The capital stock of the Leland & Faulconer Manufacturing Co. has been increased from \$100,000 to \$175,000, of which \$146,500 is paid in.

Owosso—The work of excavating for the new factory building of the Vigoro Health Food Co. has begun and the contracts for the brick, sand and stone have been awarded.

Detroit—Amendments to the articles of the Babbitt & Graham Co. have been made by changing the company's name to the Babbitt-Taylor-Lane Co. and fixing the capital at \$50,000, fully paid in.

Menominee—S. Hermanson, of Menekaune, has purchased the building owned by S. M. Stephenson and C. B. Knowlton and will remove his knit goods plant to that location. Mr. Hermanson expects to have the machinery installed and operations begun in his new location in about two weeks.

Pontiac—The Pontiac Spring and Wagon Works has increased its capital stock from \$100,000 to \$150,000. This is the second time the concern has increased its stock. The new issue will be used to take care of increased business, as the capital of the concern was too small to swing it since moving to the present location.

Embargo Raised on Gasoline Lighting Systems.

The embargo under which gasoline lighting systems have suffered has been raised, as will be noted by the following circular letter of instructions to local insurance agents, sent out under date of Nov. 10:

Please take notice that the charge of 25 cents additional rate for permit to use an unauthorized gasoline lighting device is suspended until further advised. The blanks you have for permits should be used in each case as heretofore.

We do not wish to be understood as authorizing permits for every device or make of lamp that may be on the market, but reserve the right to reject any that may seem to us to be unsafe. That we may be more fully advised as to the merits of these systems, we shall be glad to have our agents carefully examine and report upon any lighting device which comes under their notice that does not now appear on the list of approved devices heretofore furnished them.

After Cheap Water Power.

From the Allegan Press.

At the last meeting of the village Council, a communication received from the Vicksburg Pant and Overall Co., stated that they wished to move because they could not get sufficient help at that place. They are now employing twenty-five people, but could use from 200 to 250. Wages range from \$3.50 to \$7.50. They would move to Allegan provided the village would furnish them suitable building, \$10,000 and guarantee them fifty girls as employees as fast as they were ready for them. The Council thought their demands excessive and instructed the clerk to so inform them.

A communication was received about a wood working industry that wished to get away from the union labor despotism of Chicago. Would like to issue stock for \$20,000 to \$25,000. Matter referred to Finance Committee and President.

Grand Haven—P. H. Benjamin has sold his interest in the American Brass Novelty Co. to Rev. James A. Kennedy, formerly of this city. Mr. Benjamin has not decided in what other business he will engage.

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

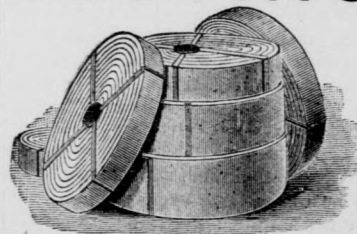
Hickory Nuts Wanted

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

M. O. BAKER & CO.
Commission Merchants

119-121 Superior St., Toledo, Ohio

BELTING



We have all widths and lengths of belting in SUPERIOR QUALITY leather, rubber and stitched canvas. Also a large line of Pulleys, Shafting, Hangers and General Mill Supplies. We solicit correspondence.

GRAND RAPIDS SUPPLY CO.
20 Pearl Street, Grand Rapids, Mich.

Grand Rapids Gossip

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 stronger and slightly higher, commanding 19@21c for fancy, 16@18c for choice and 13@15c for packing stock. Receipts of dairy are meager in quantity and only fair 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 \$2.75 per box and \$8.25 per bbl. for Early Blacks and \$3 per box and \$9 per bbl. for Howes.
 Celery—Home grown is in ample supply at 17c per doz.
 Dates—Hallowi, 5½@6c; Sairs, 5@5½c; 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—Malagas, \$5.25@5.75; Californias, 20c per 4 lb. box.
 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—10½c per lb.
 Maple Syrup—\$1 per gal. for fancy.
 Nuts—Butternuts, 75c; walnuts, 75c; hickory nuts, \$2.50 per bu.
 Onions—Home grown stock is in ample supply at 60@65c. Pickling stock, \$2@3 per bu.
 Oranges—Floridas command \$3.75 per box. Jamaica fetch \$3.50 per box.
 Pears—Keefer, 90c@\$1 per bu.
 Potatoes—The market is not quite as strong as it was, but buying is going on at a lively pace on the basis of 35@45c per bu. The State crop report for November is as follows: "The potato crop for this year is below the average. Continued rain early in the summer rotted the seed badly where planted on low ground. In other cases it was so wet that farmers could not properly cultivate the crop so that eventually many acres were abandoned. Insects have done much damage and the crop in many places has been affected with blight. The estimated average yield per acre, in bushels, is in the southern counties 69, in the central counties 55, in the northern counties 85 and in the State 68."
 Poultry—Receipts are small and not equal to the demand. Live pigeons are in active demand at 60@70c. Dressed stock commands the following: Spring chickens, 11@12c; small hens, 9@10c; spring ducks, 9@10c; spring turkeys, 11@13c; small squab broilers, 12½@15c; Belgian hares, 12½@15c.
 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, \$3.50 per bbl.; Virginias, \$2.25.
 Turnips—40c per bu.

Hides, Pelts, Tallow and Wool.

The hide market remains firm, with no accumulations. Sales have been moderate on a good demand. Prices are full high. The country takeoff is light and brings full prices.

Pelts are more plentiful, with a good demand and no large offerings. Prices are some higher.

Tallow is well sold up on previous demand and still wanted at slightly

easier prices for soaper's stock. Edible is not offered.

Wools are stronger and in good demand, with a tendency to speculate among dealers. Sales have been large East and assortments have been broken up. Prices are relatively higher West than East. Large amounts have been shipped out the past few weeks and buyers are persistent. Some lots are held above buyers' views.

Wm. T. Hess.

Cordial Greetings To a Former Townsman.

When the news of internal dissensions in the Globe-Wernicke Co. reached this city, many Grand Rapids people recalled Mr. Wernicke's pleasant and profitable associations with the manufacturing interests of the Valley City and suggested to the Board of Trade that efforts be made to turn his attention in this direction. In furtherance of these suggestions, the following telegram was sent him:

Grand Rapids will welcome you home with open arms and warm hearts. We admire your ability, respect your judgment and will assist you in any enterprise you may espouse to the limit of our resources.

Sidney F. Stevens,
 President G. R. Board of Trade.

Ernest A. Stowe,
 Chairman Industrial Committee.

Mr. Wernicke acknowledged the invitation, paying a graceful tribute to the enterprise of Grand Rapids and the warm heartedness of her citizens.

The Legislature of the Danish West Indies has refused to endorse a vote of congratulation on the refusal of the Danish government to sell the islands to the United States. In Denmark itself there is said to be now a feeling that it was a mistake that the land thing did not ratify the treaty, as there is little prospect that anything can be done to improve conditions in the islands. Meantime the administration at Washington has extended for one year the period in which the treaty may be made effective. Those islands may yet belong to Uncle Sam.

Since his recovery from the illness that nearly ended his reign King Edward is reported to have displayed a deeper interest in his duties and an intense desire to accomplish something by the exercise of the influences of his position that will be of practical value to the people. Edward's life as a prince was passed in frivolity and it is well that he should endeavor to be a serious king. The world has advanced too far to display any spirit of tolerance for foolish men who happen to wear royal crowns.

Orra Chadwick has paid the Ball-Barnhart-Putman Co. the full amount of the mortgage he recently uttered to that house and subsequently pretended to contest by alleging that it was given under duress, thus virtually admitting that the goods represented by the mortgage were stolen by Bert Rice.

White & Story, formerly engaged in general trade at Evans, have re-engaged in business at that place. The dry goods were purchased of the Grand Rapids Dry Goods Co., the shoes of the Herold-Bertsch Shoe Co. and the groceries of the Lemon & Wheeler Company.

Rowland Douglas has engaged in the shoe business at Traverse City, purchasing his stock of Geo. H. Reeder & Co. Mr. Douglas has been connected with the shoe store of A. V. Friedrich for several years.

The Grocery Market.

Sugars—The raw sugar market continues firm, in spite of the weakness in refined, and refiners were ready buyers at quoted prices. Holders are firm in their views, but very little stock is offered for sale. On the other hand, refiners' stocks are getting down rather low and it is estimated that they will soon be obliged to come into the market for fresh supplies. The refined sugar market is in a very demoralized condition, prices having declined 20 points during the week. This decline is supposed to be caused by the competition of the beet sugar. There is practically no demand at present for either Eastern or beet granulated, buyers, as a rule, holding off, awaiting the outcome of the present war between the refiners in the East and the beet sugar people.

Canned Goods—The canned goods market is firm but quiet, buyers, as a rule, now being busy receiving their goods which were bought for future delivery. The demand is moderate on most lines and the market is in a healthy condition. The interest in tomatoes has subsided somewhat. Most buyers now have their present needs supplied and, as the pack in Maryland and Indiana turned out somewhat larger than expected, it is believed there will be enough to go around, although packers in the State of Michigan did not put up nearly as much as they expected to early in the season. Corn continues firm, but rather quiet at present. The market, however, is so lightly supplied that prices can not change very materially, at least in a downward direction. There is a very good demand for peas of medium grades. Trade for the better grades is good for what few lots of this character can be found. Gallon apples are moving rather slowly, demand at present being light. There is some enquiry for small fruits, but stocks are light and desirable lots are difficult to obtain. There still continues an excellent demand for pie peaches. Stocks, however, are very closely cleaned up and it is practically impossible to obtain any large sized lots. The goods are very firmly held and orders are turned down at anything less than full quoted prices. Salmon continues in good demand, with prices showing no change. Sardines are moving out slowly at unchanged prices.

Dried Fruits—The dried fruit market continues practically unchanged. Trade on everything in this line is expected to show a very material increase as soon as cold weather begins. The warm weather of the past few weeks has not been conducive to the sale of dried fruits. Considerable inconvenience is caused by the continued slow shipments from California but it is hoped this delay will soon be over, as some shipments are now on the way from the coast. The market on both prunes and raisins is firm, with fair demand. Seeded raisins are particularly strong and meet with a good sale. There is also a fair demand for fancy cluster raisins for the coming Thanksgiving trade. Prunes are moving out slowly, but a little better demand for them is experienced than a few weeks ago. The small sizes continue in abundance, while there is a marked shortage in the larger sizes. Peaches and apricots continue practically unchanged. Demand is moderate, but is quite up to the usual average at this time of the year. Currants are unchanged in price and show a fair demand. Figs are firmly held and are meeting with good trade, especially for

the goods in cartons, which, to a great extent, are replacing the goods packed in layers. Dates are firmly held, with stocks light. New goods are beginning to come in quite freely. The evaporated apple market is exceedingly dull, there being practically no demand at all. Trade seems to have stopped very suddenly. While there are not many apples on hand in Michigan, offerings from New York State are very liberal and a continued dull market is looked for.

Rice—No changes of importance are noted in the rice market, which continues firm in tone, with prices steady. Offerings are moderate, but as demand from the consuming trade continues steady, stocks are well cleaned up and no large lots accumulate, which tends to keep the market in a good condition.

Molasses—Trade in molasses during the past week has been rather light. Prices are firmly held and a better demand is looked for soon.

Fish—Trade in fish is good. Mackarel continues very firm, with fair demand. Trade in herring shows considerable activity, with a somewhat higher market. Codfish is in good demand at previous prices.

Nuts—Trade in nuts of nearly all varieties is good. Brazils are very strong under an active demand. Almonds are very firm, with prices showing a slight advance. Walnuts show considerable strength, but peanuts continue very dull, with practically no demand at all. The past season was an exceedingly unsatisfactory one, so far as peanuts are concerned.

Attracting Customers by Bright Coins.

The fact that most people like bright, new coins is largely responsible for the success of a West Philadelphia grocer. Although he has been established but little more than a year, he has built up a very large trade, and this he attributes not so much to superior quality of his goods as to the fact that he gives nothing but brand new coins in change. Every morning he goes to the Sub-Treasury and in exchange for the dilapidated currency he takes in at his store he receives bright coins which have not yet been put into circulation. These he gives to his customers when it is necessary to make change and his reputation as 'the new-money man' has spread throughout the neighborhood.

There are 1,470,000 persons over the age of ten resident in the United States who can not speak the English language, exclusive of 72,000 Indians. This number is about 2 per cent. of the total population. The largest number of non-English-speaking persons is found in New York, where they number 220,000. Pennsylvania, Illinois and Texas follow. Texas has a considerable Spanish-speaking population. So have New Mexico and Arizona. In the former there are 16,000 persons not speaking English and in the latter 27,000.

Never mind the hair-splitting advice of the know-it-alls—just tell your story in plain, unvarnished language, even if you do it in monosyllables.

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.

Poultry

Prospects of Thanksgiving Turkey Market in Gotham.

Thanksgiving, which occurs this year November 27, comes so early in the season the weather is rarely settled cold enough to admit of the young birds becoming plump and heavy enough to present an attractive appearance, which is a very essential feature at holiday times. As long as the weather is reasonably mild the young birds will run and keep poor, but as soon as it becomes cold they huddle together and fatten up quickly. Thanksgiving, therefore, is generally termed a weather market, as weather conditions for a week or two before the time for dressing make a great difference in the appearance of the young birds. Under most favorable circumstances turkeys are rarely in suitable condition to freeze as early as Thanksgiving and the stock has to be put on the market on the best terms possible. Should the weather prove mild while the stock is in transit or during Thanksgiving week the turkeys have to be handled quickly, which gives buyers the advantage, but with reasonably favorable weather there is nearly always a satisfactory market for desirable stock that reaches here in time.

From careful enquiries made in nearly all producing sections it is evident that the crop is unusually light this year. In some few sections of Pennsylvania, Ohio, Indiana and Illinois there appears to be a fair quantity, but advices from the Southwest, Far West and nearly all Eastern sections report a very light crop. Conditions were favorable for the early hatchings and the birds are reported from most sections to be in better condition than usual. It is probable, therefore, that quality will be in generally better condition than is usually the case at Thanksgiving and with reasonably favorable weather conditions a good market is confidently predicted.

It is, of course, too early to make any reliable predictions as to the course of the market during Thanksgiving week and to name prices expected would be merely guess work. But from present outlook all conditions would appear favorable for an unusually good market and higher prices than for several years past provided the weather conditions are reasonably favorable. From careful enquiries among the larger receivers here the general opinion appears to be that fancy Western turkeys will bring 14@15c, and fancy nearby turkeys a fraction more. Shippers, however, are strongly advised to operate on a conservative basis and they can not be too careful in selecting stock for this holiday. All classes of buyers are more critical about quality and appearance at this holiday than at any other time.

Monday and Tuesday preceding the holiday are usually the best selling days, although some of the larger buyers begin to stock up the previous week when weather conditions are favorable. Out-of-town dealers are compelled to secure their stock by Monday or early Tuesday morning. Some local buyers are inclined to hold off until the last minute when stock appears to be plenty, and prices are rarely as good on Wednesday unless there should be an actual scarcity, which seldom happens. The freight and express companies are taxed to their utmost at holiday times in handling the large supplies, and there

are, therefore, very often unavoidable delays in deliveries. Shippers are cautioned to time their shipments so as to have them arrive here not later than the Monday or Tuesday morning previous to the holiday and to make allowances for ordinary delays in transit.

While Thanksgiving is largely a turkey holiday, there is always a call for fancy, plump young ducks, and a few fancy chickens are always wanted. Fancy fat young geese have a fair outlet for Thanksgiving, but usually sell better at Christmas.—N. Y. Produce Review.

Relationship Established.

A farmer who happened to be a church deacon was recently approached by a tramp while he was eating his lunch under a tree. The tramp remarked:

"Sir, I'm very hungry."

"You haven't been shaved," replied the deacon.

"No, but I'm very hungry."

"You're very dirty, in the bargain."

"Yes, but I'm very hungry."

"Well, can you say the Lord's prayer?"

"No, I can't."

"Will you say it for a piece of bread?"

"I will."

The deacon started in with "Our Father," at the same time cutting off a slice as he enunciated the words. The tramp repeated "Our Father," then suddenly asked:

"Did you say 'Our Father?'"

"Yes, 'Our Father,'"

"Stop just a moment," continued the dirty man. "You mean your father and my father?"

"I do," answered the deacon.

"Then we are brothers," triumphantly proceeded the unshaved.

"We are."

"Then, for our father's sake, cut that bread thicker and cut it quicker."

Distance Kisses Raise 'Phone Rates.

From the Philadelphia Record.

A merchant from Uniontown talked about telephones yesterday at the hotel where he was stopping.

"In my town," he said, "the telephone company is going to raise the rates of business phones from \$25 to \$45, and for residence phones from \$18 to \$32. Do you know why? It is to keep sweethearts from monopolizing the wires. It is to make telephones so expensive that the young men and women who love one another will not bill and coo over the wires all day long."

"In Uniontown now it is a wonder that the wires do not blush red, the love words that pass over them. The sound that a kiss makes—that ph, ph sound—is sent many times a day from one receiver to another. And such expressions as darling, and deary, and honey, and sweetheart drown out altogether the plain business talk about the price of coal, and the boom in steel, and the bills receivable that are due."

"So in Uniontown because the young men and girls have been monopolizing the wires, with their sparking, the telephone rates are to be raised nearly 100 per cent."

Some Things Riverdale Wants.

Riverdale, Nov. 10—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 Improvement Association.

Thanksgiving Poultry

SHIP TO

LAMSON & CO., BOSTON

Ask the Tradesman about us.

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	-	-	-	-	10c lb.
Springs, No. 1	-	-	-	8c lb.	Old Hen Turkeys	-	-	-	-	11c lb.
Old Roosters	-	-	-	4c lb.	Young Tom Turkeys (over 10 lb. and fat)	-	-	-	-	11c lb.
Ducks fat, full feathered	-	-	-	7½c lb.	Young Hen Turkeys (over 8 lb. and fat)	-	-	-	-	11c 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.

NOV. 8—UNSURPASSED POULTRY MARKET

Actual sales—Fancy live Turkeys, young, 11@12. Chickens, 11@12. Fowls, 10@10½. Ducks, 11@12. Geese, 9@10. Dressed Turkeys, 14@15. Chickens, 12@13. Fowls, 10@12. Ducks, 14@15.

We predict for Thanksgiving fancy turkeys will sell, dressed, 14@16. Chickens, 13@14. Hens, 11@12. Ducks, 15@16. Geese, 12@13. Live turkeys, 13@14. Chickens, 12@13. Hens, 10@11. Ducks, 12@13. Geese, 10@11. Should be short supplies 1 to 2c more would be easy. Have seen seasons when turkeys sold 18@20, others accordingly. Buffalo will pay up with any market in United States when she has to.

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 cannery 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 poor results this season.

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.

Consignments

of all kinds solicited We make a specialty of handling merchandise consigned to us in bulk to be distributed to various firms here and outside. We will also act as brokers for you here. Large storage warehouses, extra good facilities and prompt attention to all business. Our many years' experience enables us to look after the business to the benefit of our customers. Give us a trial. Write for full particulars and state what is wanted. We can help you.

Grand Rapids Messenger & Packet Co.

11-13 Canal St., Grand Rapids, Mich.

Alex. McLachlin, Manager

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

Uncle Danny's Experience With a Brindle Calf.

Written for the Tradesman.

The last time Uncle Danny Briggs came to town he brought not only the usual quantity of doubtful butter and sullied eggs but a goodly assortment of other produce as well. And after he had selected what goods he needed for his store at Wayback he paid the balance due thereon from a wallet well lined with bills. He said that trade was very good with him and seemed quite prosperous from a worldly standpoint.

Yet there was evidently something the matter with Uncle Danny, for his nose was bruised, his face more or less discolored, his brow seamed with furrows and he limped painfully as he walked. At last, in response to an interrogation, he spoke as follows:

"Ye see, the starting p'int of the bull business was a leetle brindle calf. It was the cutest thing I a'most ever see, and my datter Sairy took such a notion to it that what I couldn't very well do nothing but tell her it was her'n. And ye better b'lieve she took all kinds of pains with that critter, a feeding of it when it was small and a nussing of it when it was sick, till at last she fetched it up to where it ought to of run alone and eat grass and kinder took chances with the rest of the stock. But that wa'n't the style of that air calf of Sairy's.

"It had be'n pompered up so, and kept around the house and petted until it got an idee it was folks, and the wa'n't no fence on the farm it wouldn't crawl through. I put that air calf in the paster arter breakfast an' afore nine o'clock it was up to the kitchen door a blatting for Sairy to come out with a bottle of hot milk. Course that was cunning in a small calf and Sairy thought an awful sight of it.

"I'm busy in the store most all the time only when I haf to help out on spring plowing er seeding, er haying er harvesting, er corn cutting er pitater digging er suthing er ruther like that, and the woman and Sairy most gin'ly look arter the stock quite a bit. So tha's why I didn't take more notice to the blamed calf. But it never reely bothered me till one day last week when I was working in the store part and thought I heerd a noise in the back room. I didn't bother my head much about that, cus I thought it was a passel of chickens got in there which they do quite frequent. Thinks, ses I, 'soon's I git through waiting on folks I'll go and shoo 'em out.'

"Wall, some more customers come in, and the' was a party wanted to git a letter registered to some of his folks in Canady, and that allers takes me a good long spell. I was jest a writing my name with P. M. arter it, when the' come the dog bastedest crash from the back room like as if all the truck I had there had fell down to oncet.

"'What the mischief!' I hollered, and then me and all the customers in the store made a rush. Jest what had happened, I couldn't 'a' told at first to save my neck, but when I heerd Brin a blatting in the cellar I commenced to git an idee, and the investigations I made arterwards put it as plain as the nose on yer face.

"Brin come up to the house that morning a leetle arter Sairy'd gone to school so being as ma was busy, she didn't pay no attention to the calf, thinking it'd monkey around fer a spell and like as not go back to where the rest of the cattle was. But Brin come right to the store, clumb up the steps into the back

room and commenced to invoice the stock. The' was quite a high pile of bags of flour on the floor and on a shelf right over that was a lot of table salt in sacks. Now I reckon that Brin smelt the salt and then clumb up on the flour to git at it. That worked all right for a spell, cus she'd licked along on the shelf till she got so high up on the flour that the pile toppled over and pitched her and half the flour and a pile of axle grease and some canned tomatoes all in a heap through the hatchway down into the cellar. And when I went downstairs there was that blamed calf, rearing and blatting and rampaging around and stomping holes into all them sacks of flour and a tromping of 'em full of mud.

"I never wa'n't no great friend to house pets and when I see that calf ragging around and carrying destruction to my stock of goods, I want to tell ye I was pretty tarnation mad. Then the fellers upstairs commenced to laugh, and I jest made a grab fer Brin, thinking I'd throw her out doors, and if I happened to bust her neck or a lung er do suthing to wound her mortal, it wouldn't be no great loss. As luck'd have it, I missed my holt and she give a snort and sailed around the cellar ag'in, ripping another sack of flour wide open as she went by.

"I yelled 'Whoa' at her, and as she come back my way throwed my arms around her neck, cal'latin' to stop her unning or elst choke her to death. But the's quite a few things that's weaker'n a scared calf, and blamed if I wa'n't drug twicet around the cellar; but my holt never broke till my head come up ag'in one of the columms that holds up the floor of the main part.

"I said that calf was scared afore, but I was mistook. It was jest a playing. It was like the gentle wind that stirs up the placid waters of the lake on a pleasant evening. But after it got 'way from me it was like a tornado—swift, sassy and turrible. It fairly spun around the cellar, knocking stuff over and trompling of it down, and it hadn't no more jedgment 'n a steam road wagon in the dark. I commenced to git genuine scairt and every time it made one of them air revolutions I basted it with a sack of flour or a can of tomatoes, thinking perhaps I could brain the blamed thing or take its wind. But I mout es well of shot peas at it with a pop gun, fer things slid offen it like water from a duck's back.

"Then them big lummoxes upstairs kept a yelling and hollering and taking on and giving out free advice, till I got so mad I finally made a race fer the stairs, intending to give Hent Liscomb the licking of his life. And that was when Brin run her head into my stum-mick. When I come to I was in the yard and the fellers was sousing water onto me with a horse bucket."

"Hurt you much?" enquired an interested listener.

"No, not so awful much," replied the merchant, rubbing his knee carefully as he spoke. "It didn't hurt as bad as some things, but I be'n powerful weak like every sence."

"What about the calf, though?"

"About the calf? About Brin? Nothing much, I guess. Come to think on't, though, I hain't see nothing of that air calf around lately. She mout of fell into the stock well and drowned fer all I know. I don't take no pertickler int'rest in that calf anyhow, fer she was the property of my datter Sairy."

Geo. L. Thurston.

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When writing to any of our advertisers, please say that you saw the advertisement in the Michigan Tradesman.

E. A. STOWE, EDITOR.

WEDNESDAY - - NOVEMBER 12, 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 November 5, 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 eighth day of November, 1902.

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

OUR NORTHERN NEIGHBORS.

There seems to be an unseasonable coldness in the Northern atmosphere. The wind from an iceberg could hardly exceed the gathering chill that comes to us from across the Northern lakes and an occasional flurry furnishes convincing proof that we of the United States are not approved of by our vigorous Northern neighbors. The fact is Canada does not like us. We have traits that she does not admire. In the first place we are an excessively selfish nation. We like to reap where we do not sow and we like to gather into barns good fat hay loads that we have cut close to the boundary lines with an occasional clip over them when it can be done without observation. Instead of picking up the windfalls and throwing them over the fence where they belong we keep them and are not averse to an occasional helping ourselves from the apple bough that trespasses upon our territory. We drop chicken feed all over our backyard and when the Canadian hens get in and eat it somehow they never get home until after they get through laying. The fact is, even the free traders over there have given us up as a bad lot and instead of securing closer commercial relations with us they have about concluded that they want no more to do with us.

Candidly, the Great Republic has the kindest feeling towards her Northern neighbors. She has always had. In their prosperity she has rejoiced and in their adversity no sorrow has been more sincere than hers. She has tried to be a good, friendly neighbor and to the best of her ability has kept up her fences and her cattle out and paid promptly whatever damages have resulted from unavoidable neglect. There have been differences and it can not be denied that these have brought out the National characteristics of each. From our side of the boundary we are not able to see that we differ greatly from those on the

other side. We want what is ours as they want theirs. We are in business for the same reason they are and like them we want the best of the bargain and are glad when we get it. We frankly confess that we do not point out the thin places in the cloth we sell them. We are human and so have a leaning to put the little potatoes in the middle of the barrel and the big ones at both ends. We insist to-day, as we always have, that our Canadian cousins are among the world's most intelligent and we are not so lacking in courtesy as not to allow them the full exercise of that intelligence in the sharpest horse trade we can put up. In common with the rest of the English family they like to twit us with loving the Almighty Dollar and we do not deny it. The facts are all against us and there are ample evidences of it on every hand; but—and that word is a large one—we are not willing to believe that we are its only lovers. We like the gleam of the shining gold and after some pretty lively scrambling for it with our Northern neighbors we find that they like it, too, and we find as well that they have inherited from good old Mother England the same methods of securing it. The American clerk is not the only one that hides the thin places. The Canadian strawberry box is as shallow as ours and has the same number of unsalable berries under the big ones. In a word, the American pot is no blacker than the Canadian kettle and the methods of filling both are governed by the same standard of equity—with, as we believe, at least a single difference:

Is not the standard of National character a little higher in the United States than it is anywhere else—in Canada, in England, in any of the European nations? Are we, selfish and greedy as we undoubtedly are, governed only by the desire of gain regardless of right and justice? Does our history show that we have made might our only standard of well-doing? Since history began with government "Take and keep if you can" has been the prevailing law of nations except ours. It was not until 1876 that "Live and let live" became a principle of international law—a principle, be it known, that has been laid down and upheld by the United States of America and a principle that has put an end to the law of grab which has made monarchy the living contempt of the latest modern civilization. Rich as she is in territory, not a foot is hers by force. She has bought and paid for what she owns and with her title clear she challenges history and tradition to produce a similar record. Sure of her own position she takes the stand that it is the only right one and boldly asserts that "the American continents, by the free and independent condition which they have assumed and maintained, are henceforth not to be considered as subjects for future colonization by any European powers," and that "she could not view any interposition for the purpose of oppressing them or controlling in any other manner their destiny, by any European power, in any other light than as the manifestation of an unfriendly disposition towards the United States."

The doctrine was received with sneers, but it stands. Looking upon it as a dead letter, England, according to old-time methods, proceeded to remove the landmarks in Venezuela was called sharply to account for it and the gold fields remain Venezuelan territory. There is gold in the Klondike. Can-

ada, a British colony, had been playing the monarchical game and regardless of bounds proceeded to help herself to the treasures of the Klondike mines. She helps herself no longer. That same evenhanded justice that proclaimed the Monroe doctrine stands ready to back it up with the vigor and the means the Boers did not possess and our Northern neighbors are "looking upon the United States as a supremely selfish nation from which Canada can hope for no kindly consideration whatever!"

It is conceded that the question of relations between the Dominion and the United States is both practical and serious. It is desirable that the two countries be on friendly relations and to this end both should be willing to make fair and equitable terms.

Canada has not done this. She has almost invariably been exacting in her demands and even in regard to her treaty obligations she has not been honest. She always wants more than she is willing to concede. While asking for free trade for her natural productions she has insisted upon discriminating in her tariff in favor of British manufacturers and in behalf of a preposterous and indefensible claim to American territory in Alaska she has blocked all negotiation for a settlement of the questions at issue between that country and ours.

It looks much as if the coolness of our Northern neighbors is due largely, if not wholly, to a difference of National standard. We won't steal and we won't be stolen from and we won't have that sort of business carried on in the Western hemisphere. What is tolerated in South Africa will not be tolerated in South America, nor yet in Alaska, and if this feature of national uprightness has led to and is sustaining the existing coolness the United States will endeavor to bear it with composure and philosophically take whatever consequences may legitimately result therefrom.

They have been holding a "Congress About Boys" in New York City. It was attended by the representatives of many organizations which are working to prevent the gamins in the big cities from developing into loafers and criminals. Some interesting ideas concerning the tendencies of boys were presented. Dr. Winthrop T. Holden made this novel contribution to the discussion: "It may be stated fairly that every moral obliquity and mental deficiency in a boy rest upon some physical cause and basis. You can not separate the moral and mental from the physical. If the boy's circulation is sluggish, he learns slowly, and is called on that account stupid. This makes it easy for him to lie. Lying becomes habitual, all because of poor circulation, which those in charge of him have not been discerning enough to trace as the cause of mental and moral defects." Now it has not been generally understood that there is anything sluggish about the circulation of the average boy. As a rule he is criticized for being too numerous. All stupid boys are not liars. Neither are all liars stupid.

On 1,548 miles of trolley lines in this country during the past year there were 160 persons killed and 867 injured. A similar proportion of fatalities and injuries on the steam railroads of the country would give a list of 20,000 deaths and nearly 100,000 persons injured. Evidently there is need for the adoption of more precautions in the operation of the trolleys.

GENERAL TRADE REVIEW.

It is the unexpected that happens. Many predictions were made that when the public got through with the distractions of politics it would rally to the support of the stock markets and the long series of weekly declines would be followed by another period of advancement. Just why the weekly sag, culminating as usual on Monday, should bring the sharpest reaction in the past eighteen months is one of the puzzles that none pretend to answer. The week closed with active selling and this activity was still more manifest on Monday. United States steel led in the decline, and at the lowest Amalgamated Copper broke previous records over two points. A notable and reassuring feature is that the reaction was unattended by important failures, seeming to be dependent on speculators taking advantage of a widely distributed class of holders. Since the lowest decline, on Monday, there is a rallying tendency, but upward movement is soon met by realizing so as to prevent steadiness. Confidence is manifested by foreign centers and it would seem as though this fact and the strength of general trade would soon send the tide upward again.

Fall trade fully met all expectations and preparations for winter are greater than ever before. The continued mild weather has delayed the opening of winter trade in some localities; it is early yet to have misgivings on account of the weather. The main thing is that the buying public has the money, workmen are everywhere busy and the goods are bound to be sold at good profits. In view of the fact that speculation has been quiet for many weeks past, it is remarkable that the volume of bank clearings should be in excess of a year ago when speculation was exceptionally heavy. This argues that general trade has been tremendous.

Industrial activity is nowhere lessened except that the lack of coke is interfering with the operation of some of the iron foundries. Prices of materials and heavy steel are fully maintained, especially structural shapes and plates, while all forms of railway equipment are turned out as rapidly as facilities will permit. In other divisions, notably tinplates, tubes and wire, the extension of plants has continued until supplies are burdensome and concessions in prices are made. Textile mills are busy, although buyers of cottons delay placing contracts because of the weakening raw material, and wool has risen still higher. Eastern shipments of footwear again surpass last year's figures and full quotations are easily held.

The motorman of a car on Broadway, New York, saved a woman's life by reaching over the dashboard and grabbing the woman just as she was about to be struck by the fender. The woman in a state of nervous collapse was taken into a neighboring store. Then the motorman banged his gong and the car sped ahead. "My hands are engaged," he said to passengers who wanted to shake hands with him. "I can't let go of the power or brake. Besides, it's all in a day's work." Here is real modesty.

Municipal eloquence has been, time out of mind, a storehouse of delight. It was, according to tradition, a Kalamazoo mayor who, blessed with a numerous progeny, publicly expressed the pious hope that his sons might grow up better citizens than their father, and his daughters more virtuous women than their mother.

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Send us the specifications of your wooden boxes, shooks, nailed up or lock cornered and we will send you prices f. o. b. your station that will please you, workmanship considered. The time taken is money well spent. We can save you money and make some ourselves. We represent mills that cut 65,000,000 to 75,000,000 feet per year.

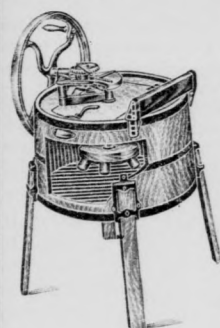
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The Michigan machines are the best and most popular on the market. Up-to-date merchants always keep a stock on hand.

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There's Nothing Too Good For Him

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No. 2 Police or Fire Patrol Wagon

Body 21x40 inches; with a front seat and two seats running lengthwise of wagon, with brass rails; seats are upholstered in red plush. Has a foot pressure gong. Has a footboard in front and step on rear, both of which are ironed and strongly braced. The gears are very strong and well braced. 11-16 inch axles are used, having a 5/8x3 spindle. Tinned wire wheels, 14 and 20 inches, with extra heavy hubs, spokes and rims. The construction throughout is extra strong, making it capable of carrying extra heavy loads and enduring

rough usage. The gear is painted yellow, body blue in the Police Patrol and red in the Fire Patrol; both ornamented and stenciled. It is superior to all other large Patrol Wagons on the market, in that it has extra heavy axles, with heavy wire wheels, which are well known to be stronger and more lasting than wood wheels. Weight, 90 pounds.

Spices guaranteed pure.

Given free with 72 pounds Ground Spices in assorted grades for **\$18**

Spices and Patrol Wagon F. O. B. Toledo.

WOOLSON SPICE CO., Toledo, Ohio

Clothing

Fads and Fashions in Clothing in Gay Gotham.

We are well into the fall styles. October is the most modish month in the year. The dry, cool days bring out the very latest and the best in masculine attire. Neckwear is especially interesting at this time. The color schemes are rich, rather than brilliant. Dark, rich shades predominate and there are sumptuous combinations in brown and red and brown and green. There are rich changeable silks in the broad four-in-hands. In these there is a play of purple with a shading to green. In the better grades of silks one sees many schemes in fancy weaves, very difficult to describe except by such general words as "rich, heavy," etc.

The most pronounced forms of wing collars admit of smart adjustment in the case of English squares. These are folded over once and secured with a large pin. Such an arrangement harmonizes nicely with the long narrow lapels and small collars of the new fall coats.

And, by the way, lapels are becoming as varied in treatment as the creases in the soft hats. They run all the way from the extremely narrow to the extremely wide, the latter in the double-breasted sacks being considered very fetching. If the young man who likes something different from the rest will put on a black serge double-breasted coat with satin-faced lapels and gray trousers he will win distinction. This combination is one of the caprices of the moment.

Some house robes recently displayed by a local furnisher were very beautiful conceptions in velvet and silk. One at the exceedingly low price of \$200 was composed of a very superb quality of silk velvet, of a deep shade of green, with pure silk taffeta lining throughout. The silk was of a pearl gray shade and in combination with the dark green of the velvet was indeed beautiful. Another gown, priced at \$75, was a quilted silk, very soft to the touch and not likely to become wrinkled or creased through the lounging about of the wearer. Such garments are well-nigh indispensable to the man who likes fine things, and yet I really can fancy the ordinary man getting along without one very nicely. Still it is so nice to be nice, just for the sake of being nice, that such extravagant propositions as robes at \$200 are really tempting, and when you come to think of the incomes of some folks, such prices are really not extravagant. It is just as a chappie

said to me the other day about keeping horses and carriages: "The man who maintains them should do it without feeling the slightest inconvenience or tug at his purse-strings or he should dispense with such luxuries altogether."

An esteemed contemporary makes a mistake in the assertion that cloth bands will in no wise be worn on silk hats this winter. They are not fashionable or even popular, but there are some who never change the shape of their silk hats, always wearing the same block, and these usually wear black bands. They feel that it gives them a certain individuality which they apparently enjoy, so any man who feels like wearing a black band on his silk hat may do so without incurring a disposition on the part of the police to lock him up. This remark is made because so many writers, who are treating the subject of men's fashions for the various trade and daily papers, appear to think that if the fashions are not followed to the letter some awful consequence will ensue. Like Tom Sawyer in "Huckleberry Finn," they insist on everything "bein' done re'lar."

There is apparently no limit to the variety of fancy waistcoats. They have established themselves firmly in the good graces of dressy men about town. In the windows of the crack shops there are evidences that the dealers are vying with each other in an effort to bring out very nobby and exclusive styles. In both wash and other fabrics I am inclined to believe that the modest, neat treatments are rather better, in a fashionable sense than the pronounced schemes. I have seen nothing whatever (I say this in answer to an enquiry of the leather waistcoats with the stencil and shaded figures. It may be good form to wear such garments for their novelty, but I fail to see their place or occasion. It has always seemed to me that, so far as the metropolis is concerned, the style and dressing adopted by the better class men of New York are to be commended, not only to the middle-aged but to the very young man. There is something so quiet, unobtrusive, so refined and yet so correct and exclusive about it. The well-dressed, dignified-looking man, be he young or old, like the well-gowned girl or the well-groomed woman, are expressions of conditions which are found in the better elements of New York society. At variance with this is the big, round soft hat in gray felt, punched in, the extreme high bad collar, with the narrow four-in-hand showing, a rather fancy shirt, the single-breasted coat, unbuttoned above the first button, exposing an extremely loud waistcoat,

The Peerless Manufacturing Company

Manufacturers of Pants, Shirts, Corduroy and Mackinaw Coats.
Dealers in Underwear, Sweaters, Hosiery, Gloves, and Mitts.

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The wise wear
**VINEBERG'S PATENT
POCKET PANTS,**
the only pants in the world fitted
with a safety pocket; nothing can
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Of the entire stock of the old reliable wholesale clothiers,

Kolb & Son of Rochester

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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.

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Men's Suits
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\$3.75 to
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\$5.50
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GUARANTEED
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MANUFACTURED BY

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

Is a sure thing for all the time
It has a record—six seasons of phenomenal success—the greatest selling and money making line of clothing in the American market.
You don't have to worry about being "caught with the goods" when you have Pan-American Guaranteed Clothing.
Salesman or samples—which will we send?

and the loose trousers turned up over low-cut shoes, revealing unseasonable half-hose. This is, perhaps, an extreme picture, but there is a class of young men who belong to rather good families, who affect a certain pronounced style of dress, just because it is conspicuous. They know it is not becoming nor in accordance with good taste, but they throw down all consideration in order to be distinctively youngish. The loose, easy-going, slovenly principle is far from the mode, so far as the best people in New York are concerned.

The fad of turning down the wrists of the glove still obtains, and the fancy has led to the introduction of a glove without fasteners of any kind. The wrist is loose and not too long. The fastener does not interfere with the fit or feeling of the glove. The wrist may be worn straight or turned up. This style is being exploited by a retailer of wide repute. If clasps and buttons are not to be used what is the sense of putting them on? The innovation in question is variously viewed, and I hardly think that it will become immensely popular unless some very clever fellow in the smart set makes a hit with it. But then, there are other things more important in the style and economy of dress than this glove. It is not without its advantages, and as a high-class novelty should have quite a vogue. The leathers are a very fine sheepskin and chevrete. I noticed that the backs are perfectly plain; indeed, except in very restricted quarters I see very little of the embroidered backs, which promised so well early in the season.

All efforts to popularize the walking stick have not failed, but there is no widespread use of it, but if the stick is not attracting much fashionable favor the umbrella is, and there is evidently no limit to the extravagance in handles and mounts to which the chappies are going. The silversmith has created some dainty things for the season's use and handles in natural woods are most exquisitely trimmed. The best taste selects those designs in which the metal treatment is not excessive, while the mob which always runs to the extreme of a style, is leaning to handles which are so heavy with silver that it would look as if the family plate had all been melted up to decorate the rain shed. Except among the older men and few extremes among the younger, gold mounts are not accepted. Buckhorn and capehorn are immensely liked. They are quite "class." Those with ivory figures fixed in the buckhorn and capehorn are nobby.

The handkerchief of style is plain white linen, with borders varying from an eighth of an inch hemstitched. Very dainty are the inner white taped borders. There are effects in wide tape bars, crossing and forming various effects, on the modest order. Those who like fancy handkerchiefs would admire the new natural linen shades with a soft poncee finish. These goods are entirely linen. The silk effect is not produced by any mercerizing treatment, but is in the natural finish of the goods. Sporting designs and all pronounced printings are out. The handkerchief, like all the other parts of a man's dress today, inclines to the neat and sober. The garish and obtrusive, from half-hose to hat band, are distinctly out of it.—Vincent Varley in Apparel Gazette.

It is a well-known fact that the free puff and personal nuisance is one of the most distressing features of the average trade paper.



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
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Lot 274 Overall Coat
\$5.50 per doz.

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

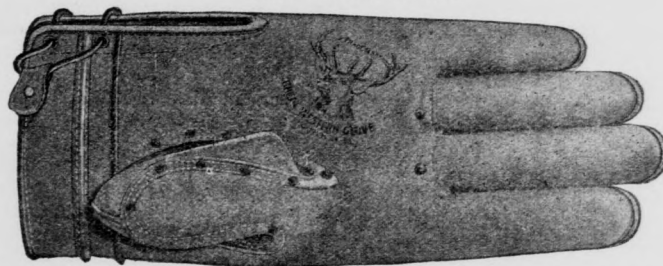
We use no extract goods as they are tender and will not wear.

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MILWAUKEE, WIS., U. S. A.

Sole Manufacturers of the



Great Western Patent Double Thumbed Gloves and Mittens
UNION MADE

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

Shinola

The finest Shoe Polish made. Gives a lasting shine. Water does not affect it.

One gross large (10 cent size), \$10.00.
5 per cent. off.

Free

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

Hirth, Krause & Co.

Grand Rapids, Mich.

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

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

Hardware

Danger From Fires in Coal Substitutes.

So serious had become the coal situation in Boston not many days ago, and so imminent the danger of fires from using substitutes for coal, that the Massachusetts Board of Trade was asked to investigate the matter and report on the degrees of hazard in the various coal substitutes. Subsequently the Board's Committee on Insurance reported, first: That the special alarm shown points to the more frequent use of kerosene and gasoline for heating purposes, and the possible dangers of the numerous appliances now placed on the market for the use of these articles. Those in which kerosene is employed and applied to cooking ranges would seem from casual observation to be less hazardous even than the ordinary kerosene oil stoves using wicks, the oil being conveyed to the stove in very small quantities.

The use of gasoline for domestic or manufacturing purposes seems to be exceedingly hazardous. The peril attending the use of these products of petroleum is well set forth by the insurance companies in the permits which they give for the use of kerosene and gasoline on premises insured by them. In regard to kerosene oil stoves they say: "Permission is granted to use kerosene oil stoves in the described building, provided the kerosene oil used is not less than United States standard fire test. The reservoir of the stove to be filled when cold and by daylight only, and never when the stove is lighted or near fire or light." The violation of these precautions has been the

cause of numerous fires and severe accidents to persons.

In regard to gasoline, where permission is given, usually for an extra premium, the companies say: "Permission is hereby given for the use of one gasoline stove, it being warranted by the assured that the reservoir thereof shall be filled by daylight only, and when the stove is not in use, that no fire, blaze or artificial light shall be permitted in the room where and when such reservoir is being filled; that no gasoline except such as is contained in said reservoir shall be kept within the building, and that not more than five gallons, which shall be contained in an entirely closed metal can, free from leak, shall be kept on the premises connected with said building."

Then follows the caution: "The danger from gasoline stoves is not so much in themselves as in having the material about. At ordinary temperature gasoline continually gives off inflammable vapor, and a light some distance from the material will ignite it through the medium of this vapor. It is said that one pint of gasoline will impregnate 200 cubic feet of air and make it explosive; and that it depends upon the proportion of air and vapor whether it becomes a burning gas or destructive explosive. Beware of any leaks in cans, and never forget how dangerous a material you are handling."

No greater precautions could be offered than seem to be contained in the above, furnished by the insurance companies, who are experts in the matter.

Notoriety is often mixed with advertising—it is the art of attracting attention. Nobody really misses noticing a dog with a can tied to his tail.

Could Not Hold Trade Without Giving Goods Away.

People said that "Old Mac" was stingy. Old Mac was my employer back in the eighties when I began my career as clerk. He had come into Northern Michigan when lumber was cheap and only a few of the lumbermen were making money, but as the country developed and the industry became more profitable Mac's business grew. Finally the small farmer appeared and began clearing off forty-acre farms in the hardwood belt tributary to the town. Mac's trade grew to large for his quarters. He ultimately moved into a big brick, where he was located when he hired me. I was then 19. I had my high school diploma, and my mother had me scheduled for a lawyer. She was willing, however, to let my brilliant mind delve in prunes, sugar, soap and lime for "experience." Later I was to go to Ann Arbor, where they turn out lawyers almost as fast as a Minnesota thresher does grain. I never reached Ann Arbor. Some of the fellows who did are borrowing from their friends now. I may not be much better off, but I have a good business and enough to keep the wolf from the door whether the country goes to the dogs and trusts or not.

As I remarked, I began to work in Mac's store for experience as well as the stipend. I gleaned large harvests of it. Mac got his share, too. Mac was a good merchant. He grew foolish at one time during the three years I was with him and imagined that he was a born lawyer. Two of us in the same boat, you see. Mac began to do "conveyancing." He hung out his sign, and soon began filling out mortgages and making out deeds at his desk, while myself and the other clerks were run-

ning the store. He managed to keep a good eye out for the important features of the business, but the details—well, that's the story.

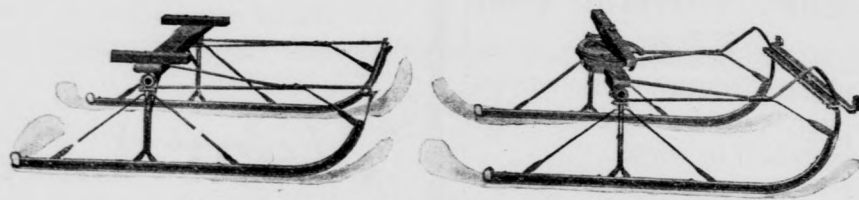
Mac was particular. In early days he had been a mate on a Lake Huron steamer and the old captain who called at the store once said that Mac always had the woodwork clean and could give orders in his sleep. He usually arrived at the store about eight o'clock. The moment he struck the door he began to look around. A few specks of dirt was a crime. We played for Mac's weakness. The store was well swept and the lamps always trimmed and ready for the coming of the prophet.

The law department grew in importance and our trade increased. I was "strong" with the settlement west of town, where my sister taught school and "plugged" for our store. One of the other clerks, a fellow about thirty years old, and decorated with a flowing moustache, was "keepin' company" with the muscular belle of the east settlement. As Mac viewed the customers from his desk over his spectacles he could see the profits rolling up, and must have congratulated himself upon his good judgment in picking out such good men for clerks. When he made out the financial statement at the end of the year the thing was different. There were some bad accounts which the clerk who was strong in the east settlement had recommended. Then, too, there had been no remarkable percentage of profit on the sales. Mac was disposed to blame it to the inventory. Finally the old banker whose bank was in the rear end of the building, and who had a keen eye for economy in any business administration, told Mac that while he had been handling the law de-

E. Bement's Sons

Lansing Michigan.

Peerless Steel Sled



Patented March 5, 1895. Other Patents Pending.

Do not buy a pair of bobs to go under your express wagon body, platform or depot wagon, surrey, piano body or for any other purpose until you have seen the Peerless Steel Sled. Please bear in mind they are not a coarse, cheap, cast-iron affair, neither is it a hub runner attachment, but a pair of bobs, fitted strong and durable; the workmanship is first-class, and the material is the best to be found, the several parts being placed edgewise so as to resist the greatest strain. The runners are of two pieces placed edgewise with space between through which pass the bolts that secure the shoe in place. They are therefore easily reshod. They are low priced only on account of their peculiar construction. It is practically impossible to break them. Remember they are not put together with cast iron pipe fittings which are sure to break, but every part is such as to obtain the greatest amount of strength for the material used. These Sleds are designed to go under a box taken from a wheeled vehicle, by attaching by means of a bolster on the rear bob, and by attaching the circle on the front bob to the front bolster from the wagon. Shipped without shafts or tongue and without reach or couplings.

partment the clerks had been giving away his profits.

This was terrible—an insult to the hard-working young men who were bringing trade to the store. But Mac gave it much consideration. He kept his eye on the scales. While I was measuring tea one day for a good old farmer friend of mine, who always waited for me when he came to the store, my employer came forward with an object lesson. I was popular because I gave good weight. There was just two ounces of tea too much. Mac emptied out the two ounces and made the scales balance at the proper figure. That night he figured up to me what I had been losing for him. Instead of firing me he remarked that I could correct myself with a little care. I did go carefully for a time, but the jolly from the man outside the counter and the old ladies who wanted to see their butter weigh enough to buy a dress pattern was too much. I fell into the old habits, kept a lookout for Mac—and held onto the trade.

"What a stingy old cuss Mac is," said the clerk who knew all of the people "out east." He was another money maker. "Here I have been holding this trade," said he, "by being a little bit liberal. I believe in giving the trade something extra now and then to keep them with you. If there is a small remnant left on a piece of goods I usually throw it in. The women out east know that I am not stingy and they come here to trade. When I was about to wrap up a piece of 40 cent dress goods, on which I had given the woman the last quarter yard, Mac comes along and takes it out of my hands and convinces the woman that she can use it at regular figures. After she left he told me that giving goods away sent merchants to the wall."

My employer was right. Between us we had given away a good share of his profits. My carelessness was as much to blame as the other fellow's. The second year showed that Mac had made little money, although the store had done a good business. On one occasion the butter we packed for the Detroit market was refused because we had given it too close an acquaintance with the kerosene and other merchandise which do not help butter flavor. Mac bought tan bark. He had to take a certain amount to hold some of the trade from the north. Men were scarce and myself and another clerk turned out to help load it. We were sore because two gentlemen clerks were forced to sweat on a car of tan bark. In the meantime Mac was sweating over a draft which had been made on him that day and on which the car of tanbark was to be applied in part payment. We loaded the car as sore clerks would. The first jolt given it by the switching engine toppled the whole mess over and Mac had to turn financial somersaults to keep his draft from being protested.

We had a good shoe business. While the trade was satisfactory, Mac wondered why such a large investment was required in that department. On examination he found that the shoe stock was in a bad way. There were shoes long out of date which had never been turned onto the bargain counter. There were mis-mated pairs which could not be mated. When the decks were cleared the wounded were lying in heaps and one of the clerks was among the missing.

Mac gave up the law department and began to go through the store. From

that time on I felt the iron heel of the ex-mate. It was a hard pull and he fell short. The assignee came and I went; but I had learned much. I would not have a law department in my store and I would fire the clerk who could not hold trade without giving goods away.—Commercial Bulletin.

A Boy's Definition.

It was Tommy's first glass of soda water that he had been teasing for so long.

"Well, Tommy, how does it taste?" asked his father.

"Why," replied Tommy, with a puzzled face, "it tastes like your foot's asleep."

A Necessity in a Needle.

"How do you spell needle, Bobby?" asked the teacher.

"N—e—i—d—l—e, needle," was the reply.

"Wrong," said the teacher, "there is no 'i' in needle."

"Well, then, 'tain't a good needle."

No Wonder.

Jimpton—There goes a girl I never speak to.

Simpson—Who is she?

"I don't know."

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.

**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.

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

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.



Do Not Wait

for cold weather,
but commence now to

Save \$\$\$\$\$\$

by attaching



Burton's Fuel Economizer

to your stovepipe.

If you are a dealer you should sell it.
If you are a fuel consumer you must have it.

Price: Wood's Smooth Iron, crated, \$3.75.

Our "Money Refund" Guarantee Convinces Everybody

If you wish to save fuel at once, order now.

If you wish further information write for catalogue J and testimonials.

**The
Fuel Economizer
Company**

160 West Larned St., Detroit, Mich.



Dry Goods

Weekly Market Review of the Principal Staples.

Staple Cottons—So far the prices of brown sheetings and drills have been steadily maintained in all weights, and although there are some stocks on hand in places, the sellers have shown no disposition to force business. There has been a limited demand from the jobbers for bleached cottons, but the manufacturing trade have bought in fair quantities. Prices have been steady throughout without exception. There has been no business of consequence in wide sheetings and the buying of cotton flannels and blankets has been small, but this was owing to a lack of ready supplies and there would have been more selling had there been more goods to deliver. Coarse colored cottons are quite firm in price in spite of a rather small purchasing throughout the week.

Linings—The market for linings has not shown any marked change during the week under review. The demand has been fair and the orders of reasonable number, but individually small. Kid finished cambrics have shown no change in prices and are sold satisfactorily on the basis of 35¢ for 64s, while buyers show no anxiety to do more than purchase for their weekly needs. There has been a good demand for the low and medium grades of silesias, although better grades have been quiet. Most of this trading comes from the West and South, as reported last week, which accounts for the grades wanted. The demand from this part of the country is very small. Percales have been selling in rather better quantities this week and prices remain unchanged. Staple cotton linings have been inactive during the week. Mercerized goods and similar finishes have shown a fair demand for forward deliveries and it is reported by some converters that they have had a rather hard time to make the required deliveries. The demand from the clothing trade has reached about the same average as last week and the market has been exceedingly firm for cotton Italians, Alberts and similar lines, also for cotton warp Italians, mohairs, serges, alpacas, etc. Printed warp sateen sleeve linings are steady and linen canvases and paddings are firm.

Woolen Dress Goods—The initial dress goods market is in the midst of a growing quietness. There is business doing right along, both for forward and immediate uses, but as far as the jobber is concerned, his buying of fall goods is almost over, owing to the progress of the season, and his initial spring selections have been almost completed. The buying on lightweight fabrics that is being done by the jobber at this time is principally of a filling-in character and of no great weight individually or collectively. Such business as is coming forward is being distributed among the various fabrics in about the same proportion as heretofore. The dress goods trade, as a whole, has proved satisfactorily inasmuch as the mills have secured a volume of business that is sufficient to insure a substantial proportion of them a good season. The majority of the dress goods mills have secured orders which would seem to indicate that they will find an outlet for practically their full production, and in quite a number of cases the orders in hand represent practically the full volume of production of which the mill is capable. The cutter-up is the most

prominent factor in the women's wear fabric field at this time and between the orders that are finding their way in for current requirements and for next season a very fair trade is under way. Their purchases include plain and fancy goods. For current uses they continue to take plaids, shepherd's checks, snowflake, pepper and salt and similar effects, mohairs, chevrons, broadcloths, tibets, etc. The uncertainty relating to the plaid as a spring seller has not been dissipated, and it is likely to remain a mooted point until the jobber goes before his trade, and quite likely the doubt may continue until the retailer has an opportunity to test the leaning of the final consumer in that connection. While plaids and shepherd's checks have been purchased for spring the buyer has shown a disposition to keep on the side of conservatism. Some neat plaid effects in sheer fabrics, twine creations, etc., have found fair favor, but there has been little opening for pronounced effects. In suitings for spring some good orders have been placed for effects similar to those which have made a successful run for fall. The tailor-made suit of the walking pattern has attracted striking attention this fall. The instep length and the trained skirt have shared favor. It is not unnatural that goods men should be asking what this means; does it mean that the elaborate, dressy creations are to give way



**Suspenders
That
Move**

"The Kady"

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

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

The Ohio Suspender Co.
Mansfield, Ohio

Rugs from Old Carpets

Retailer of Fine Rugs and Carpets.

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

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



GLOVES AND MITTENS

Canvas
Mule Skin
Goat Skin
Calf Skin
Dog Skin
Buck Skin

GLOVES

Canvas
Mule Skin
Calf Skin
Buck Skin

MITTENS

Also a good assortment of yarn gloves and mittens. Write for sample line.

P STEKETEE & SONS,
WHOLESALE DRY GOODS, GRAND RAPIDS, MICH.

The Quilted Muffler



Is good for another season. The patterns are choice and values better than ever. Your choice of black or colors at \$4.50 and \$7.50 and blacks at \$9 and \$12 per dozen. We have a new idea in the muffler line—one without lining tucked so as to fit nicely about the neck. It is a good seller. Price \$7.50 and \$9 per dozen. We also call your attention to our line of "Way's mufflers"—the kind that look like sweaters. The demand for this style is surely increasing. Prices are \$2, 2.25, 4 and 4.50 per dozen. Order now for the holiday trade.

Grand Rapids Dry Goods Co.,

Grand Rapids, Mich.
Exclusively Wholesale

Cheap as Dirt, Almost

50,000

DUPLICATE ORDER SLIPS

Only 25 Cents per Thousand

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

THE SIMPLE ACCOUNT FILE CO.

500 Whittlesey St., Fremont, Ohio

before an increased vogue in tailored costumes? Does it mean that the cloth effects, such as find their way into tailor-made costumes, are to supersede to a material extent the lightweight, clinging fabrics that have been so strongly favored of late? Has the tailor-made costume reached the height of popularity or has it over-reached it, as some are evidently inclined to intimate? These are questions that are more easily asked than answered. The manufacturer of clinging fabrics contends strongly that such goods have a good future before them. Their continued vogue abroad and the fact that the goods of the sheer character are difficult to reproduce at all satisfactorily in cheap lines are considered strong features in their favor.

Underwear—The majority of buyers seem to be in need of additional supplies to carry them through this season and it is not always easy to find goods that will come near to what they want and, in spite of all their efforts to hurry deliveries on what they have placed orders for, deliveries are very late. Mills are running much later on all kinds of heavyweight underwear this season than usual. Mills that make both heavy and lightweight must necessarily bring their heavyweight knitting to an end soon in order to make their preparations and deliveries for spring. Some mills announce that they will continue on heavyweights as long as there is a demand and curtail their lightweight production.

Hosiery—There has been a little business transacted in spring hosiery through the few buyers who are in town, but this amounts to very little because buying, as far as the initial part is concerned, is pretty well over. The business, in fact, has resolved itself practically into a period of waiting for the duplicate season to begin. The business so far has been very good and continues to reduce stocks quite materially. There have been considerable delays in deliveries and the usual number of complaints in consequence and claims that much business has been lost through it. For immediate delivery wool goods have assumed a very firm position and stocks are very small, in all parts of the market. Fleeces are in an even better shape and stocks are almost cleaned up. The price situation on these goods has shown little change, but it is occasionally reported that small advances have been obtained where immediate deliveries could be promised.

Carpets—While the carpet situation is still a waiting one, the opening of the new season is looked for before another week comes to pass. Manufacturers are, as a rule, fully prepared to open the new season at a moment's notice, their samples having been ready for the inspection of the buyers for some weeks past. Until the high officials of the big carpet corporations name the day of the opening, the outside manufacturers remain in the dark. Some are inclined to believe that November 15 will be the day of days of the coming season, while others are inclined to believe that the opening will occur some few days later. While no one probably has direct information, preparations are being made to have everything in readiness at the right time. Large yarn orders and orders for other supplies are being booked in anticipation of a large initial business. Supplies of this kind have been given out earlier and in larger quantities than usual, so that deliveries can be made at a time that will not embarrass the weavers in relation to the fulfill-

ment of their orders, as was the case last season.

Rugs—Everything in rugs continues in excellent request. Jobbers are reporting an excellent demand for all grades and sizes. Small Smyrnas and also Wiltons are in good request. Art squares find a fair sale.

Curtains—Makers of tapestry curtains report a fair business, both in curtains as well as table covers. Chenille goods are also in better request.

It Was a Hopeless Case.

A balky horse is an annoying creature under any circumstances, but the story of an incident which happened during a regimental drill raises the question whether such a horse may not simply be over conscientious.

The sun blazed down on a field of hot, tired horses and excited men, all waiting for a big, raw boned animal to succumb to the urgings of the starter and get into line.

"Bring up that horse!" shouted one of the officers at last, his patience having given out. "You'll get into trouble if you don't!"

The youthful rider of the refractory horse looked at his officer despairingly. "I'm as tired of it as you are, sir," he said, with dull resignation, "but I can't help it. He's a cab horse, sir; that's what he is. He won't start until he hears the door shut sir, and I haven't got any door to shut!"



POSTAL SCALE \$1.00

Tells at a glance postage in cents on all mail matter. Capacity, 1 lb. by half ounces. 3 in. high. Cuts down the stamp bill. Useful and attractive present. We make several styles from \$1 in nickel, as shown, up to \$6 in sterling. If dealer doesn't sell it, we prepay on receipt of price. Catalogue P. free. Pelouze Scale & Mfg. Co., Chicago



RUGS

Made From

Old Carpets

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

Michigan Rug Co.

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

We call your attention this week to our line of

Horse Blankets Plush Robes Fur Robes Fur Coats

If you are not supplied send us your orders.

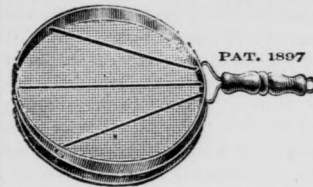
We want your orders for Saddlery Hardware and our own make of Harness.

Brown & Sehler,
West Bridge Street, Grand Rapids

For Delicious Toast

The Fairgrieve Patent Gas Toaster

Retails at 25c



It is not new to the trade as it has been on the market several years, but it may be a new article to you and it deserves your attention.

It saves time by toasting evenly and quickly on gas, gasoline or blue flame oil stoves directly over the flame and is ready for use as soon as as placed on the flame. It saves fuel by confining the heat in such a manner that all the heat developed is used. It is the only toaster designed for use over flame which leaves the toast free from objectionable taste or odor. Made of the best material, riveted joints. No solder; will wear longer than the old fashioned wire toaster with much better results. Ask the jobbers.

Fairgrieve Toaster Mfg. Co.

289 Jefferson Ave.,

Detroit, Michigan

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.

THE FRANK B. TAYLOR COMPANY

IMPORTERS AND MANUFACTURERS' AGENTS

135 JEFFERSON AVENUE

DETROIT, Mich.,

November 12, 1902.

MR. AND MRS. MERCHANT,

Dear Friends:

Fancy China, Dolls, Etc.,

are not the only lines we sell. We are selling agents for Shane-Caugherty & Co., who make one of the strongest lines of Valentines in the market. Box Novelties, Lace and Comic.

Don't place your orders until we show you this line. It's a winner.

Yours,

THE FRANK B. TAYLOR COMPANY.

Shoes and Rubbers

Some Suggestions on the Purchase of a New Stock.

I have before me this question to answer: "A men's outfitter in a place of fifteen to twenty thousand population intends to open a shoe department. He intends to invest \$2,500 in stock. How would you advise him to spend the money?"

I assume that this outfitter has had no previous experience with shoes, that he does not propose to handle women's goods and that it is his object to build up a good medium-class to fine trade. Every community and every retailer in a community have certain peculiarities of doing business and it is manifestly impossible to take account of all these peculiarities in treating of a subject of this kind. What will apply in one case will not apply in another, and every case of this kind requires special study of conditions to adapt methods accordingly. But so far as one can deal with the case cited, I should proceed as follows in making purchases for the new department:

I should get in touch with thoroughly reliable shoe manufacturers and do business with them. A reliable house can be trusted to take an intelligent interest in the new department and co-operate to get it into good running order. Until a dealer has gained experience in handling shoes, he must largely, if not entirely, depend upon the integrity of the people with whom he does business, and he should, therefore, deal with well established houses.

I think that he should sell goods marked with his own name, and in ordering he should specify that his name appear upon the strap and shank of the shoe. When he handles goods under his own name, he has no difficulty if he wishes to change manufacturers. But if he builds up a trade for some manufacturer's brand, his business is, in a measure, dependent upon that brand and leaves him less at liberty. There are two sides to this question, but I think that a man will do better to handle goods sold under his own name.

I have before spoken of advisability of using cartons uniform in style in the shoe department. If a sufficiently large order is given a manufacturer, he will ship the goods in cartons as per sample, and in this way uniform cartons can be secured.

In starting a department, it is well to proceed cautiously. At the end of the first season or the first year, you will know things about the character of your trade and the nature of its demands that you can not know at the start. So I advise that stock purchased at the start be entirely confined to staple goods that are not extreme in price or style. At the end of some months, novelties and extreme effects can be added if found necessary. But money should not be tied up at the start in goods of this class. For example, in the matter of prices, it may be found after a time that there is a demand for \$5 shoes. It is not well to stock up with them at the start, in a town like the one specified, under ordinary conditions.

I would advise the outfitter in question to carry lines of men's shoes to retail at \$2.50, \$3 and \$3.50. He can put good substantial shoes before his trade at these prices. Cheaper shoes (unless in men's working shoes) he can not handle to advantage, if he wishes to build up a nice class of business. In men's working shoes, I should advise

that he carry goods to sell at \$1.50, \$1.75 and \$2. There are cheaper working shoes to be bought, but working shoes that can be profitably retailed at the prices specified are good, dependable shoes, that will give customers satisfaction. It is a great mistake to sell any other kind of shoe in a department just beginning business. It is better to give an unusually good value rather than to run the risk of losing trade by being too hungry for profits. In some communities, the working shoe may not be in as much demand as in others, but if one has any considerable degree of custom from working people, the working shoe should be considered an important factor in the success of the department. A good trade in working shoes is worth having.

Boys' shoes should be carried to retail at \$1.50, \$2 and some at \$2.50. Not many at the latter price will be necessary, but good shoes for the boys, at the prices named, should be in stock. It is your object to attract the trade of the growing lads, who will later on be grown up customers of yours, let us hope. If more expensive boys' and youths' shoes are called for, they can be added as occasion demands.

It will be noticed that the range of prices is not a wide one, and that they permit of the sale of good, desirable shoes, whether for working purposes, ordinary day wear or for school use.

It may be well to say something about widths and sizes to be bought. Extra sizes and widths should not be included in the purchase of a small stock at the start. Confine the purchase to those sizes and widths in ordinary good demand. Sizes from six to eleven, inclusive, in men's shoes, from two and a half to five and a half inclusive, in

BEST

**\$2, 2.25 and \$2.50
WELT SHOE**

on the market; in all the popular leathers.



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

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.

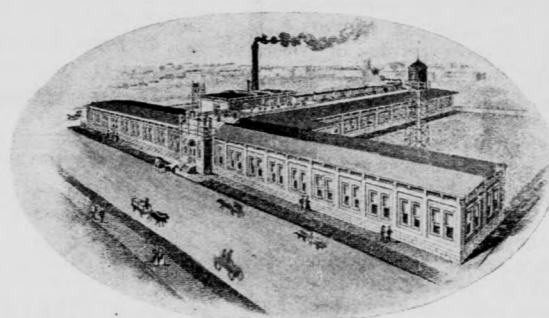
Either mail them or drop us a card and we will have our salesman call on you soon.

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

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

The Lacy Shoe Company

Caro, Michigan



Manufacturers of

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

Jobbers of

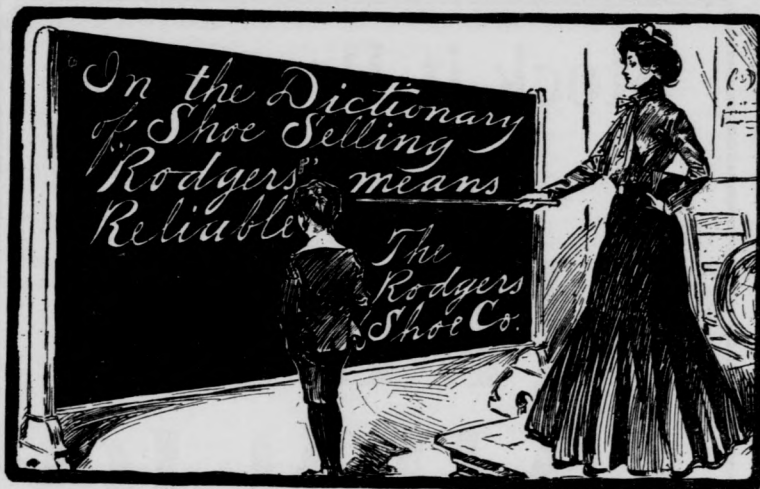
Men's, Boys' and Youths' Shoes

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.





boys' shoes, from thirteens to twos inclusive, in youths' shoes, and from nines to thirteens in little men's shoes, represent the sizes that should be in stock. Other sizes, if needed, can be secured by special order. Widths from C to E will be needed in men's shoes, D to E in little men's shoes, and C to E in youths' shoes. These are the widths and sizes in most demand, ordinarily, and so the widths and sizes which will best meet requirements. B width should be carried in \$3.50 shoes. At the start it is well to buy a few rather than many styles and to have plenty of sizes in the styles bought. If a style is of a good average character, it is pretty sure to suit most people and the danger from loss by having odds and ends left on your hands is minimized.

It will be necessary to carry in men's shoes both a shape adapted for the street and one lighter and more graceful for dress wear. As to leathers, there is a great variety on the market, and different people have different ideas in the selection of them, but I should advise that particular consideration be given to corona coltskin, velour, calfskin, box calf, and enamel leathers. The latter shoe will meet the needs of most of those who might call for patent leathers. For present purposes, it is not necessary to take account of tan shoes. They may be an important factor another spring. For working shoes, satin calfskin and box-grain leather are both desirable.

Now for the division of the money among the different classes of shoes to be bought. Here is a most difficult matter to deal with, because the peculiar characteristics of each store will be determining factors in the relative amounts and kinds of goods bought. But I should say, in a rough calculation, that about \$300 should be put into men's working shoes; \$400 into men's shoes to retail at \$2.50; the same amount into men's \$3 shoes; \$500 into shoes to retail at \$3.50; \$500 into boys' shoes, and about \$400 into youths' and little men's shoes; \$50 would cover the cost of all findings that might be needed. These amounts will be differently distributed according to the needs of your trade. It will be possible to get most valuable counsel from the wholesaler on the relative proportions of the different lines and parts of the stock, and his experience and judgment will be worth much to the dealer.

Someone may ask what I think of job lots in shoes. I think they are all right if one has an outlet for them. But the man beginning to establish a depart-

ment has not an outlet ordinarily, and should confine himself to his regular stock. How often stock should be turned depends largely on the size of the business. In Chicago it would be possible for a man to turn his stock twelve times a year, while in a town of the size mentioned in the query he would be unable to turn it more than six or eight times—which I think a reasonable figure for him.

In conclusion, remember that you will avoid heavy losses, and be able to do much business with a comparatively small stock, if you resolutely keep your stock well sized up, forcing the slow sellers off your shelves and ordering frequently but not too far ahead. Keep your stock clean and up to date by adding new styles as you close out the slow sellers. Keep slow sellers on your shelves no longer than one season.

One of the causes of greatest loss in the retail shoe business is that a dealer neglects to keep account of the sizes on which he is running short and to fill in his line with them by ordering so that he will have goods to replace the sizes sold. Then his line gets badly broken up, he puts in a new line, and has a quantity of odds and ends left on his hands that he finds it difficult to dispose of, or which prove a dead loss. To keep stock moving so that there shall not be any odds and ends should be the dealer's object. He will have to study his stock book to do this, and once a fortnight he ought to order goods to take the place of those sold.—Geo. E. Leiser in Apparel Gazette.

It Certainly Will

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

CHICAGO

Shoe
Store
Supply

COMPANY

154 Fifth av., Chicago

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 $\frac{1}{2}$ 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.

Mayer's SHOES

Should be handled by every shoe dealer because they give satisfactory service and hold the trade. Six hundred skilled workmen are kept busy turning out all grades of shoes from the ordinary everyday shoe to the finest for dress wear, suitable for all classes of trade. Mayer's shoes give satisfaction where others fail. Write for particulars.

F. MAYER BOOT & SHOE CO.
MILWAUKEE, WIS.



We do not hesitate to strongly recommend the heavy duck rubbers made by the Boston Rubber Shoe Co.

We know the workmanship and material entering into their construction to be the very best. We know they fully meet the requirements of the wearer.

Bostons are always durable.

Prompt shipments.

Rindge, Kalmbach, Logie & Co., Ltd.

Grand Rapids, Mich.

STORE WISDOM.

Observations Noted by a Backwoods Merchant.

Fixing over a barrel of sp'iled pickles is a good deal like poking polecats out of a hole with a fishing rod. The more ye stir 'em up the wuss they air.

* * *

Buying new goods and marrying a woman is one and the same thing. They're tempting to the eye and easy to get. They may look like money-makers and seem so reasonable in price that ye hustle up and grab 'em quick fer fear the other feller'll get the start of ye. But arter ye got 'em oncet ye have to keep 'em, whether er no. They may move slow or be off stock or back numbers, and nothing at all what ye calated on in the first place, but ye got to put up with 'em all the same, and have 'em around, and shelter 'em, and take care of 'em, and let on to everybody that ye think ye got the greatest bargain ever come down the pike. And then, sooner or later, there's got to be a settlement, fer the bills has to be paid, and if ye make up yer mind to get red of 'em at last, like as not ye got to sacrifice more'n the original cost to do it, and there's allers the possibility of a feller's going broke over it in the end. I've bought lots of goods and see a good bit of marrying myself, and I tell 'em to go slow—go slow and look out what they're doing. "Young man," I ses, "pick a gal that hain't ashamed to be seen in a gingham dish apron, pick a gal that hain't scared of a few berry stains on her fingers, pick a gal that hain't never found hanging around town gassing with fellers. And, young man," I ses, and I ses it earnest, "you pick a gal that's good to her father and that never sasses her ma. Get a gal like that and be good to her and love her with all yer heart and all yer might, and show respect to her, and ye'll have a stock of goods that'll never depreciate on yer hands—that'll be worth more every year ye have it around and that'll fetch ye in better returns fer yer investment than any half auction stock that was ever put up on the block. A woman like that'll make a man of ye in spite of yerself. That was jest the kind of a wife I got, and jest look at me!"

* * *

Generally speaking, preachers is as honest as other folks, but some on 'em has queer idees of business. I trusted one oncet to a bill of groceries, he alleging that same would come out of his next quarter's pay. Arter a while, when I wanted my money, he said as how he 'lowed all along that the stuff he got was to apply on his salary.

* * *

A woman would ruther see ye lick one of her own young 'uns than to have ye quarrel with her butter. And the meaner the butter the wuss she takes it to heart. I've lost the trade of some good cash customers in my time fer nothing more than telling of 'em that their butter was dirty or that they was trying to sell two pounds of salt to one of butter or that it was rotten enough to pizen a crow. Now I don't suppose I'll ever live long enough to get on to all the little whims of wimmen folks. I've allers meant well by 'em and when their butter don't suit me I try to let 'em off as easy as I kin; but I've learned one thing and that is if I don't want to see Miss Wheelan or Miss Turner or Miss Hent Liscomb toddle by with their cash on the road to Central Lake, it stands me in hand to either take their butter when they come in and say noth-

ing, or else to tell 'em that I hain't a buying of it nobow, and let it go at that.

* * *

There's an old saying that "an egg is an egg." That air saw was promulgated by a feller that never bought hen fruit from the residents of these parts. I've been in the egg business going on thirty year and I know better. Sometimes an egg is an egg and then ag'in it hain't nothing but a shell with the juice blowed out of it. Sometimes it's a chicken, and sometimes it's nothing but the first effort of a spring pullet, and a dozen of 'em wouldn't fill a pint dipper. There's hard shelled eggs with no yoke into 'em and there is soft shelled eggs with nothing but yoke. There's cracked eggs and dirty eggs and fresh eggs and strictly fresh eggs and eggs that go to pieces like a bumbshell when ye tetch 'em and fly all over the store and drive yer customers out into the fresh air. I see an egg wagon team run away oncet, over two mile of corduroy road. It was a good wagon, only the box wasn't overly tight, so the feller what owned the rig had nothing to do but foller the yaller streaks in the road till he finally come up with the horses. Eggs was twenty cents a dozen and there wasn't enough bull ones left in the cases to make a johnny cake. Still the old saying is that eggs is eggs, in which case his load orter been jest as vallyble as ever. But it wa'n't. It was

The Government stamp on a gold coin adds nothing to the value of the coin, but certifies to the fineness and weight of the gold.

"Ceresota"

on a package of flour serves the same purpose. It is the manufacturer's stamp guaranteeing the quality and weight.

Northwestern Consolidated
Milling Co.,

Minneapolis, Minn.

Judson Grocer Company,
Distributors for
Western Michigan

**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

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.



MALT-OLA

The scientifically malted cereal food, is the one that sells best now. Once tried, always used. Nothing like it. Malt-Ola gives health, strength and vigor; relieves constipation, enriches the blood and tones up the system. Put up in attractive packages. Ready for use any time quickly. Merchants, if you don't handle Malt-Ola write for free package.

LANSING PURE FOOD CO., LTD.
Lansing, Michigan



NOT AT ALL
OFFENSIVE

S.C.W.
5¢ CIGAR

a total loss, the hull thing. And that's why I claim that I know more about the egg business than the feller did what said them words.

* * *

I've see fellers afore now with a comical idee that there hain't no work about keeping store. And the more ye told 'em different the more they'd give ye the big ha ha. I was ketched short of help oncet when there was quite a bit doing over to my store, and got one of them air chaps to come in and assist me. His name was Bill Short, but if he was short of breath or short up for cash, that was all there was short about him. He was six foot three in his socks, and broad according, and tipped the beam at two hundred and ten. He was waiting on the doorstep when I come around to unlock in the morning and he looked stout and durable as a steam spil driver. "All ready fer business?" I asks, jest fer to start in pleasant and agreeable. "Betcher life," he says. "Never felt better in my life. Now fetch on yer work if ye got any." So I sot him to rollin gabout sugar barrels and moving pork and flour and lugging stuff outen the cellar and lugging of other stuff back into it, till finally folks commenced to come in to trade, so I had him rearing around, pumping coal ile and unloading petaters and shoveling feed and weighing out heavy stuff in the back room. Then there was a lot of goods to be put up fer Hennessy's cedar camp, which he had no more'n got done when three freight teams come along with more stuff to be unloaded and stored away, and when he got through with that I told him there was three bushel baskets of eggs he could look over and pack in crates while he was a resting of hisself. "What time is it?" he asks, looking at me kinder queer. "Twenty minutes to eleven," I says, which was true. "Twenty minutes to eleven," he answers, kinder slow like. "I reckoned it was four o'clock in the arternoon and that ye never took no nooning." "What's the matter?" I asks. "Hain't tired, be ye?" "Not in petickeler," he says, "but I'm powerful lanked up." "Hungry fer yer vittles?" I asks. "Hungry!" ses he, "why, I c'd eat a dromedary—a hull one." Arter dinner he said he had to go up to his house fer suthing and he sent a youngun back to say that he wa'n't feeling none the best and wouldn't be able to help me no more. Some time arter that I asked him whether he thought there was any work about store-keeping. But there was a crowd around and all I could get out of him was that he didn't reckon he was cut out fer the business.

* * *

Selling goods on time is jest like sliding down hill on a bob sled: It's slick and smooth on the start and the funder ye go the faster ye go till ye get down toward the bottom. Then's when ye want to look out fer chunks in the road, cus if ye don't, ye'll sure get jolted. I knowed a feller oncet that slode down hill on one of them air credit automobileeluses fer a good long spell. He kep' going funder and funder and swifter and swifter and yelling louder and louder that he could go it quickern' anyone elst, till folks thought he owned the hill he was a sliding on. But there was a stone wall down to the bottom, and he never see it till he was right on to it, and it jerked him up so quick that it stopped his hollering, sp'iled his red wagin and busted up his business. My idee is that, when a feller

tackles a pretty steep hill, he better be a looking out fer a middling easy place to light.

* * *

Throwing in thread and buttons with caliker dresses, galluses with overalls, socks with shoes and matches and pipes with smoking terbacker has sp'iled more customers than it ever made.

* * *

It's mighty poor business to open an account with a poor devil just because ye feel sorry fer him. Ye better put yer hand in yer pocket and make him a present of a shilling in cash and that'll be the end on't. Mebbe he'll spend his coin somewhere else fer a kind of an opening wedge to get trusted, but if he does, he'll be back and trade with you as soon as he owes a bill and the other feller wants his money back.

Geo. L. Thurston.

Always Progressive.

From the Allegan Press.

The Michigan Tradesman is always progressive, and is again about to make an important move. The establishment will be moved from the fifth floor of the Blodgett building to the first and second floors of the Barnhart building, where the room made necessary by increase in business will be found.

Cheaper Than a Candle

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

Insurance Against Fire

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

Estate Matters

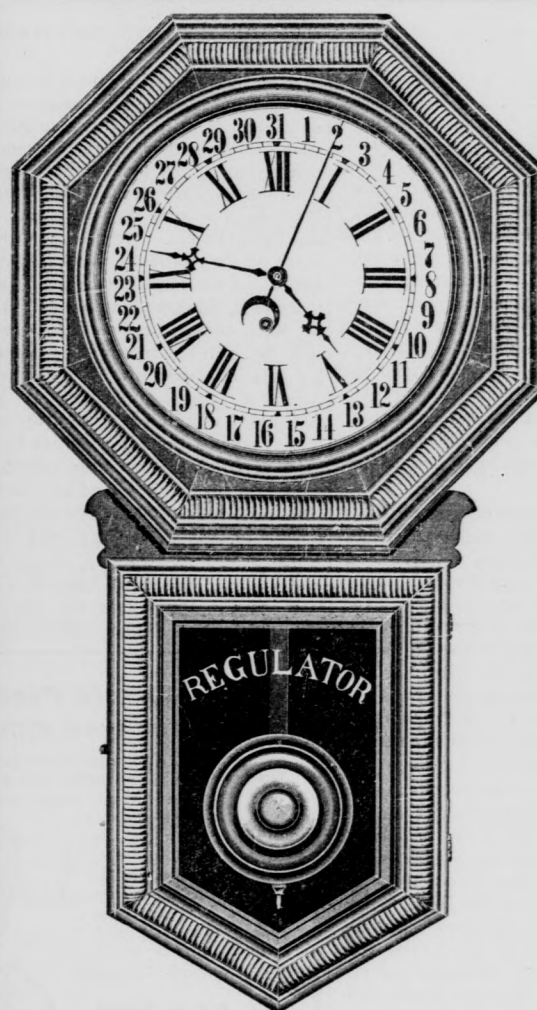
We give special attention to estate matters, and from the experience gained in many years are able to handle them better than individuals who could not have a similar training.

**The Michigan
Crust Co.**

Grand Rapids, Mich.

Yes, This Is Good Value

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



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

Toledo Coffee & Spice Co.,
Toledo, Ohio.

Woman's World

Some Reasons Why Men Do Not Marry.

One of the topics of vital importance to their sex that the women's clubs of the country would do well to tackle is the momentous question of what Mr. Wegg would call the decline and fall off in matrimony. Beside it the problems of what Browning thought he thought, the affairs of the ancient Byzantine Empire, or even whether Mary MacLane is a genius or merely indecent, pass into innocuous desuetude, for marriage always has been and always will be the chief end of woman. It is the career for which nature destined her; it is the profession she fills best and in which she does most for the world; it is the state in which she finds her own highest happiness, and anything that bars her from it is a subject worthy of the profoundest study.

For many years, when we beheld the increasing crop of old maids, we have solaced ourselves with the thought that it was a visitation of Providence, and that inasmuch as heaven had seen fit to send more girl babies than boy babies, a woman could not be blamed for being a spinster when there were not enough husbands to go around. It appears that this is a mistake, and that, like a good many other misfortunes that we saddle on the Almighty, the fault is really our own. The recent census report shows that in all but a few of the Eastern States men are largely in the majority, and so we are left to digest the cold and unpalatable fact that the reason so many of us are husbandless is not the result of chance, but a settled and deliberate purpose. Men could marry and they will not.

That there is a growing disinclination among men to assume the matrimonial yoke is apparent to every observer. In our grandparents' time the ambition of every young man was to marry early and establish a home of his own. Nowadays men like to put marriage off as long as possible, and one witty bachelor of my acquaintance even goes so far as to define matrimony as that species of insanity that leads one man to assume another man's daughter's bills.

Many reasons have been suggested for this change of conditions—women's growing independence, the selfishness of man, the perfection of comfort to which living has been brought for the single men in cities, where, for less than the cost of supporting a modest home, a bachelor may indulge in all the luxuries afforded by a well-run bachelor apartment house. Without doubt there is a grain of truth in all of these contentions, but the real answer to the question why men do not marry is to be found in the modern girl.

Never before in the history of the world was woman so attractive and so little lovable. Never before was she so charming as a companion and so undesirable as a wife. Never before was she so well educated and so utterly ignorant of everything that goes to build up a happy and comfortable home. Never before did she devote so much time to the abstract consideration of ethical questions and the uplifting of the world and never before was she so cold-bloodedly selfish.

In this is to be found the answer, not only why men do not marry, but why they get divorces so often when they do. The free bachelor looks around among his acquaintances and sees this man working like a galley slave to support

the extravagance of his family, that one crowded up with a wife and two or three children in one room of a boarding-house because the woman does not like to keep house, another one whose conversation with his wife is a series of bickerings and quarrels, and he observes nothing in the prospect to lead him to go and do likewise, for it is a solemn fact that nine-tenths of the couples we know are nothing but an awful warning against matrimony.

Probably the woman is no more to blame than her husband, but under the circumstances it can not be said that she is a good advance agent for the attractions of matrimony for her sex. Still, for all that, it is undeniable that nobody yet was ever warned by the fate of another or kept from doing the thing he wanted to by another person's failure, and so we must seek deeper than the family jar for the reason men do not marry.

I have laid man's celibacy at woman's door. Why?

In the first place, I believe that the decay of domesticity among women keeps more men from marrying than all other causes combined. Men are far more domestic in their tastes than women. Every man, deep in his soul, cherishes the idea of a home that he hopes some day will be his. He dreams of it as a place where the hearth will always be swept and the lovelight burning; where the meals, however simple, will always be well cooked and served; where he will be able to indulge his tastes and lay his burdens down. It is to be a haven, a refuge, a heaven on earth, but, being a man of affairs, he knows that it takes a presiding genius to make even paradise run smoothly and that no man can have the kind of a home he wants unless he has a wife who has intelligence, thrift, energy and enthusiasm.

With this beautiful ideal of a home in his mind the man goes out into society. He meets Maud and is charmed



A Safe Place for your money

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

immediately and easily when you want to use it. Any person living within the reach of a Post Office or Express Office can deposit money with us without risk or trouble. Our financial responsibility is

\$1,960,000

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

3% interest

Your dealings with us are perfectly confidential.

"Banking by Mail"

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

Old National Bank,

Grand Rapids, Mich.



1902 Jardiniere Assortment

Jardiniers, assorted blends, 2 dozen in a package.

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

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

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

Total - - - \$9.75

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

Write for a package now.

GEO. H. WHEELOCK & CO.

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

Every Cake



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

Fleischmann & Co.,

Detroit Office, 111 W. Larned St.

Grand Rapids Office, 29 Crescent Ave.



Alpha New England Salad Cream

Contains No Oil

The Cream of All Salad Dressings

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

20 and 25 cents per bottle

Valuable pillow tops given free for 5
trade marks.

H. J. Blodgett Co., Inc.

12 India St.

Boston, Mass.

Also manufacturers of

Wonderland Pudding Tablets

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



with her beauty and begins to think how handsome she would look at the head of his table, but before he can commit the folly of asking her to share his home, she chills his ardor by declaring in favor of hotel life. Soon after he encounters Sarah and is fascinated by her brilliant wit and cleverness. "How delightful life would be with such a companion ever by your side," he reflects, but just as the proposal is trembling on his lips, Sarah gives him to understand that she could never devote her great mind to such a trivial subject as making a man a comfortable home, and so he sadly passes up matrimony with her. A little later on he runs across dear little kitteny Mamie, all innocence and baby ways and artless sweetness. "Here," he murmurs to his heart, "is a household angel at last," but alas, Mamie boasts that she does not know a thing about horrid housekeeping and cooking and that she could not boil an egg to save her life, and the man who has seen what incompetence can do in business and is not enamored of it flees for his life, with the sage reflection that if he has got to live in boarding-houses he will not pay anybody else's board bill but his own.

I honestly believe that if men had any certainty that when they married they were getting a wife who knew her business as well as they know theirs—a woman who could manage a house without waste or extravagance or friction with servants—that there would be a stampede into matrimony. The crying sin of the day is the trifling way in which girls are reared by their mothers and the fact that they are taught everything on earth but the things they ought to know. Not one girl in a hundred can make her own clothes or cook a decent dinner, and it is because men know it and do not want to burden themselves with such helpless incumbrances that there are so many old maids. If girls were fitted to be helpmeets to their husbands, plenty of men would be glad to get such life partners.

Another reason men do not marry is because of the extravagance of women. Mothers, and especially poor mothers, think they help their daughters to catch husbands by dressing them beyond their means and station. Never was a greater mistake. The rich men in this country are nearly all married and elderly. The men who are to be the merchant princes and financiers of twenty years hence are clerking on small salaries or running little groceries or offices; they can no more afford the luxury of a magnificently dressed wife than they could afford to drive an automobile or drink champagne every day. These things may come to them later on, but they know that if they indulge in them now they will be poor to the end of the chapter, and so the ambitious man who means to get on in the world would no more dream of marrying such a girl than he would of committing financial suicide in any other way.

Times out of number I have heard young men speak in the most disparaging manner of girls who dressed finely while their poor old fathers toiled and strained, trying to make both ends meet. "Catch me marrying a wife who will keep my nose to the grindstone," is their invariable comment.

The most beautiful woman I ever saw is passing into the sere and yellow leaf of old maidenhood, a victim to this fallacy that a girl should dress finely to attract men. She belonged to a good but poor family, and in order that she

might be adorned like Solomon in all his glory her mother moved heaven and earth to dress her and wherever she went she was noted for the exquisiteness of her toilets as much as her rare beauty. Unfortunately for her, there were no millionaires in the community, and the moderately well-to-do men—one of whom I happen to know she loved—avoided her with fear. "What could we do with a wife with such extravagant tastes?" they asked themselves; "we could not even keep her in silk stockings and satin slippers," and so the poor, commonplace girls in homemade frocks married all about her and the glass of fashion was left alone.

Another mistake women make is in thinking that men admire frivolity. Men are seldom merciful to women, and in nothing are they more cruel than this, that they will teach her to do things under the impression that she is pleasing them and then break her neck for doing it. The young girl, making her debut in society, sees that the woman who drinks cocktails and smokes cigarettes, and tells risqué stories is surrounded by a crowd of men wherever she goes, and she thinks that is the way to make herself admired. Possibly, but it is not the way to get married. When a man starts out to hunt for a wife, he seldom seeks her in the ranks of the fast set. He amuses himself with one type of girl, but he marries another.

When all is said, however, it is a deeply significant fact that while woman's ideal of the sex has changed, man's ideal of womanhood has remained the same. What he revered in the first woman—gentleness, purity, tenderness, love, the angel of the home and the fireside—he worships still and the closer she sticks to that bill of particulars, the more apt she is to get a husband.

Dorothy Dix.

The One Thing Below Expectation.

"I hope," said the drummer, "you were quite satisfied with my report for the past month."

"Well," replied the head of the firm, "there was one part of it that really exceeded our expectations."

"And what was that?"
"Your expenses."

The human race is divided into two classes—those who go ahead and do something, and those who sit still and enquire why it wasn't done the other way.—Oliver W. Holmes.

Holiday Goods

We extend a very cordial invitation to the trade to visit our store, where will be found one of the prettiest lines of Holiday Goods ever shown in Western Michigan. Complete in every respect. Will make liberal allowance for expense.

Grand Rapids Stationery Co.

29 North Ionia St.,
Grand Rapids, Mich.

A National Cash Register for \$25



This is a picture of the machine we sell for \$25. It is a Detail Adder, giving a correct record of the sales for the entire day, preventing mistakes in making change and saving money and time every hour you use it.

The sale of 300,000 National Cash Registers proves that there must be something very desirable about the machine.

Now, maybe you can get along without a Register—we won't argue that point—the point is that when you can get a Cash Register at the low price of \$25 there is absolutely no use of your taking the chances of the losses which might happen without one.

Our \$25 Register is not a second-hand machine or an out of date style, but a brand new thoroughly practical device.

We want you to send us a postal for further information.

Isn't it worth one cent to find out just how useful the National Cash Register really is?

Your request on a postal will bring the proof.

National Cash Register Co.

Dayton, Ohio

Butter and Eggs

Observations by a Gotham Egg Man.

As the season advances the unhealthy features of the storage egg situation, which have heretofore been indicated by the facts and estimates printed in this column, become more apparent. As previously indicated the reduction of refrigerator reserves is proceeding at too slow a pace to give promise of a satisfactory remaining stock at the end of the regular storage season, and the probability is increasing that unusually large quantities will have to be carried over into the next year unless some means is found to increase the demand, or something happens to materially reduce the current supply of fresh collections.

Our last calculation of refrigerator holdings in New York and Jersey City, based partly upon accurate reports and partly upon estimates, placed the quantity on hand Oct. 1 at about 355,000 cases, and indicated that a reduction had been made during September of about 60,000 cases. It was also shown that if these estimates were approximately correct our trade must have consumed about 60,000 cases of eggs per week during the month of September.

Similar investigations recently made indicate a total reduction in our refrigerator stock during the month of October of about 64,500 cases, leaving the stock on hand November 1 at about 290,500 cases.

Our receipts of fresh eggs during October were 200,000 cases, in round numbers, but on November 1 there was a considerably larger accumulation of them in store and on dock than the month previous; estimating this excess accumulation at 9,000 cases we would have 200,000 cases of fresh receipts and 64,500 local refrigerators to represent the October consumption, equal to about 59,000 cases per week.

It will be seen from the above that unless something happens to materially increase the output of local refrigerator eggs we shall have many more on hand January 1 than is usually the case.

Boston reports are rather discouraging. In that city the refrigerator stock was reduced from 171,609 cases on September 27 to 150,671 cases on November 1—only 20,938 cases for the five weeks; last year during the same time the reduction was 64,569 cases—from 177,329 cases to 112,760 cases. It will be seen that Boston had about 38,000 cases more in store Nov. 1 than at the same date last year, and that the rate of reduction at present is very much slower.

In the Albany and Springfield houses the total deliveries to Nov. 1 last year were 72,000 cases, while this year they were only 45,000 cases to same date and the season's receipts at these houses were only 5,000 cases less than last year.

Recent estimates from Chicago, from the most reliable sources, place the remaining stock there on Nov. 1 at 450,000 cases—about 100,000 cases more than last year.

Our October receipts were a little less than last year, and yet we think the quantity of fresh gathered eggs was larger; the quantity of interior refrigerators sent forward was much less this year than last.

There are now advices of decreased shipments of fresh gathered eggs to this market, but the production seems, nevertheless to be considerably larger than last year in Southerly and Southwestern sections.

From November 1 to January 1 there are about nine weeks; if our trade requirements continue as indicated for September and October at about 60,000 cases a week we shall have an outlet for 540,000 cases; last year our November and December receipts were about 330,000 cases; if they are not larger this year it looks as if we might expect to reduce refrigerator holdings here to about 80,000 cases by January 1. This is a much larger quantity than we have ever before carried over the turn of the year.

Of course these calculations are liable to modification by various possibilities, but it may be added that the present outlook for supplies of fresh gathered eggs is more favorable than at this time a year ago.—N. Y. Produce Review.

How the Oleo Idea Had Its Origin.

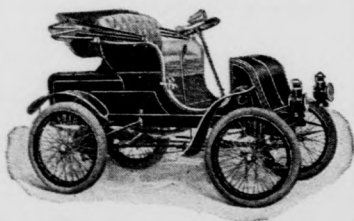
During the Franco-Prussian war Mege Mouriés, forced by the conditions existing in Paris, ascertained that the oil extracted from the beef suet was a very good substitute for butter, and oleomargarine was given to the world. This product is chemically a butter fat, but does not contain as large percentages of butyric and other volatile acids which give rancidity to butter. Therefore oleomargarine keeps better than butter. To the lumberman, the miner, the sailor, is given a reliable supply of butter food which he could not obtain if he were dependent upon butter. The animal oils are churned in milk, worked, salted and handled precisely as butter, and this product is butter made by chemical methods rather than by nature.

The attitude of the dairy distributing interests of the country, as voiced by congressional action, has for the time being possibly injured the oleomargarine business, but it is nevertheless an article of merit. It seems impossible to believe that the laboring portion of the community is to be deprived of a healthful and cheap article of food at the instigation of the manufacturers of a competing article, simply because of its competition. The internal revenue laws, controlling the sale of oleomargarine before the passage of the Groat bill, protected the consumer, in that they required the original packages of oleomargarine to be branded and a stamp tax of 2 cents a pound to be attached to each package. All this was under the control of the internal revenue department the same as the manufacture of cigars and other taxable commodities. There was no possibility of the manufacturer selling "oleo" as butter without incurring very great risks and penalties, and it is safe to say that no manufacturer attempted it.

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

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

SEEDS

Clover and Timothy—all kinds of Grass Seeds.

MOSELEY BROS., GRAND RAPIDS, MICH.

26-28-30-32 OTTAWA ST.

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

The New York Market

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

New York, Nov. 8.—There is an evident desire among coffee speculators to unload and the general situation of the market is unsteady if not actually lower than a week ago. Those who have big stocks and have been holding for a rise seem to think the "appointed time" is yet some way off, and are glad to liquidate with the least loss. At the close Rio No. 7 is quotable at 5½c. The legitimate demand during the week has been for small lots and buyers seem to think there may be a positive decline, so hesitate to take any stock ahead of current wants. Receipts at primary points continue fairly large for this time of year. In store and afloat there are 2,735,073 bags, against 2,168,913 bags at the same time last year. As to mild coffees there is little, if anything, doing, offerings being small and quotations practically without change. Good Cucuta is held at 8½c.

The guarantee of prices on sugar has been stopped and the situation seems to be a waiting one. It is felt that some important move is about to begin and the approaching "war" between beet and cane sugar here is full of interest. There may be no war, of course, but those interested seem to think that there will at least be some interesting performances within a week or so. As to actual business it is slow—decidedly so. Buyers take only barely enough to last from day to day, and seem to be simply waiting.

Low grade basket fired Japan teas have sold at full market prices and, in fact, all that has been offered seems to have been quickly taken care of. The general tone of the market is decidedly firm and, while no great amount of business has been transacted, the outlook is rather in favor of the seller. Dealers anticipate a good trade after the turn of the year when the duty is removed, and in time they hope to see America a nation of tea drinkers; but they do not limit themselves to any stated period.

There is a firm feeling in rice and, while the volume of business is not so very large, there is still a fair movement and sellers are very firm in their views. Choice to head, 5½@6½c; domestic Japan, 4½@4¾c.

The receipts of molasses have reached a fair aggregate and, with a pretty good demand the market closes fairly firm. This is especially true of the better sorts, although sales are not large in any one case. The many little calls make a fair total. Good to prime centrifugal, 17@30c. Syrup refiners are firm, but there seems to be a rather light call. Quotations are practically without change. Good to prime, 18@23c.

There is an easier feeling in the market for canned tomatoes and, in fact, the week has been rather quiet all around. Corn is in very light supply and the same is true of peas. Tomatoes are worth \$1.12½@1.15 for New Jersey standards. Salmon is firm and California fruits are selling freely at quotations.

The dried fruit market gathers strength steadily and the holiday trade, already setting in, promises to be almost a record breaker. Raisins and prunes of the larger sizes are very well sustained. Currants are moving with more freedom and the whole situation is in favor of seller.

Lemons and oranges are doing well and quotations are strongly adhered to. Orders have come in freely and from many parts of the country. Lemons are selling as well as could be expected at this time of year and prices are practically without change. Other fruits are in about the usual request, with pineapples and bananas at unchanged quotations.

Strictly fancy butter is in moderate supply and the demand is sufficiently active to keep the market well cleaned up. Prices are practically without change, but an advance would occasion no surprise. Extra creamery, 25c; other grades from 20c through every fraction

to 24c; imitation creamery, 18@20c, latter for finest stock; factory, 17@19c; renovated, 17@20c.

Country cheese markets are reported stronger than this one and, while no change is to be noted in quotations here, it is very likely we shall have a firmer undertone during the week. While holders are not anxious to dispose of stock at present rates, they could not, at the moment secure any advance. Full cream, 12½c for either large or small sizes.

Eggs are firm. The amount of really desirable stock is in light supply and, in fact, is too small to meet requirements by "quite a lot." Fresh gathered Western, loss off, 25c. At mark the range is from 19@24c, the latter for fancy candled goods.

White Flour and Appendicitis.

From the American Miller.

It was thought that the limit of sensational advertising had been reached when one of the Battle Creek concerns boldly claimed that appendicitis was due to the use of white flour and similar starchy foods. No doubt, most people took the announcement with more than the proverbial grain of salt. Evidently one person did not. He swallowed the advertisement, hook and all, neat.

He is a doctor—one of the kind who believe all they read and try every new fad on their patients. Sometimes they learn a lot—if the stock of patients hold out. This physician, who practices in an interior Illinois town, believes that white roller flour is the cause of appendicitis, and alleges a variety of circumstances as proving his theory.

Firstly, people in agricultural communities did not have the disease until the small mills were crowded out. Secondly, the negroes of the South were free from the disease so long as they ate corn bread. Thirdly, Germans, who ate coarse bread, did not have appendicitis until they abandoned it for fine white roller flour. Now, farmers and negroes have appendicitis, and it has also become common in Germany.

That is the whole case of the doctor against roller flour as the cause of appendicitis. His reasoning is a fine sample of the post hoc propter hoc sort of logic. You can trace wars and famines to eclipses and comets by the same style of reasoning. And the doctor does not improve his case by muddling the facts as to the introduction of the new processes of milling.

Appendicitis is an old enough complaint, known under another name. That so many people are operated upon is due not to white flour, but to the doctors. It is only the "wrinkle" of curing inflammation of the bowels by cutting off the vermiform appendix that is new; the disease is old. Doctors used to attribute it to grape seeds. Now it is white flour; next it will be something else. The doctors and the cereal specialists can unload all human ills onto white flour. It is safe, if not honest, to do so; for everybody uses white flour, and therefore, the cause of anything, from toothache to ossification, can be located with dispatch. It makes diagnosis easy.

An Unlimited Supply.

"Everything is getting dearer," said the apprehensive citizen.

"No," answered the man who has been reading about how to circumvent the trusts, "advice is as cheap as ever."

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.

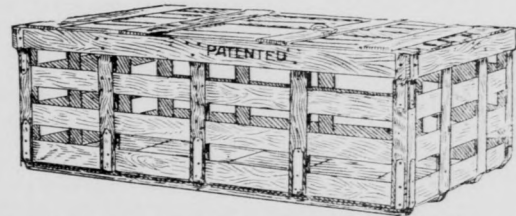
Reference: N. Y. National Exchange Bank.

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.

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 be 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

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.

BAD ACCOUNTS.

How a Theorist Would Handle the Dead-Beats.

Written for the Tradesman.

The average merchant is always ready to assert that about the meanest man on earth is the fellow who will not pay his honest debts. It is almost impossible for the merchant in the smaller towns to conduct a strictly cash business, and therefore every store, before it has run very long, has on its books accounts that are worthless.

I was talking with the manager of a department store in a small town a few days ago and during our conversation we touched on this question. I asked him if the store suffered much from bad debts and he replied that it did to a certain extent.

"We figure on about \$300 losses a year through this cause," he said, "but when we started in business a few years ago we suffered more than we do now. You see, we had not learned the characteristics of the various people hereabouts and therefore a good many of them got the best of us before we discovered they were no good."

"Then you are more particular in giving credit than you used to be when you first started?"

"Yes, but it makes no difference how careful we are, some of them get the best of us in spite of all we can do."

And this is the story of nine-tenths of the merchants who do a credit business. Many of them have been driven to the wall through the too liberal trusting of people who were long on promising but short on paying. Every merchant must lose something if he trusts.

The handling of these fellows is a serious problem and one that the most shrewd merchant finds hard to solve, but it seems to me that most of the business houses make a mistake in allowing customers to run too large accounts. I have known laboring men to run grocery bills until the debt amounted to more than \$100. How does the merchant expect a man earning average wages, paying rent, buying coal and clothing his family, to pay such a bill as that? True, it is within the range of possibility, but most men, when their debts reach such a figure, will change stores when they are dunned for what they owe. It looks to a man up a tree as if both parties are to blame. I do not believe that the majority of men who run bills at the store and fail to pay them meant to defraud the merchant when they open the account. They start with the best of intentions, but when the debt grows to such large proportions they are staggered by its weight, human nature gets the upper hand, the merchant gets mad and the bill is never paid, at least in full. It would seem that if both parties to the agreement would have a better understanding with each other when they begin business together much of this trouble might be averted.

The average merchant will allow a man to start an account without asking how much time he wants on the goods. He can not buy goods of the wholesale houses in this way. They have an understanding with him as to the amount of time to be given and, if he is desirous of keeping the good will of the house, he will live up to the agreement. If he does not, he can get no more goods. But this same merchant will let Tom, Dick and Harry have goods on credit with the understanding that they may pay when they get ready. For fear of

losing their trade and the account he already has against them, he refrains from pressing his claims for what is his due.

Most laboring men are paid every week and if the merchant will have an understanding with the customer that he is to pay his bill at that time there will be little trouble. Then if he can not keep his promise he will not expect the merchant to trust him more until he has paid up, unless he happens to be one of the professional dead-beats who never expect to pay a debt. If he gets mad and shoots profanity at the merchant it is a pretty good sign that he is no good, for it is a well-known fact that the dead-beat is loudest in his professions of honesty and feels deeply insulted if any one has the boldness to question his motives. If the merchant will stop to consider the matter he will quickly see that an honest man will not be offended if he is refused credit after he has failed to live up to his agreement.

It is not to be denied, however, that in the dead-beat line there are some smooth propositions. I know an old gentleman who has "done up" about every storekeeper he has ever bought goods of, and yet to look at him you would suppose him to be as honest as the day is long. He is a smooth talker and has a faculty of sympathizing with every man who has trouble, so that when he strikes a merchant in the right mood he generally works him to the queen's taste. The old man makes a practice of paying cash for his stuff until he gets well acquainted. Then he gets trusted for a little bill of goods, for which he is always prompt in paying. He then gets trusted for a bigger bill, payment for which is also made very promptly. This he keeps up until the merchant swears by him, and then he runs bills to beat the band, never stopping until the game has been worked to the limit. By the time this merchant has come to realize that he has been buncoed the old gentleman begins to look around for another victim. He lives on a farm from which a short drive will take him to several different towns. Generally, he takes a merchant in a different town each time. When he has gone the rounds he finds that new stores have been started in some of the places, and he begins over again.

Of course, no merchant would be foolish enough to claim to be proof against these fellows. It is impossible to do business and not get the worst end of a deal once in a while but it would seem that if the average merchant would pay as much attention to the collection of what is due him as he does to selling the goods there would be less cause to find fault because the dead-beat is abroad in the land sapping the lifeblood from the mercantile business. Of course, a man to do this must have backbone. He must be able to say "no" when the occasion demands. It will take some effort to do this, but the reward will amply repay the merchant who looks at the credit question in this light and stands by his guns through thick and thin. Raymond H. Merrill.

F. M. C. COFFEES

are always
Fresh Roasted

Facts in a Nutshell

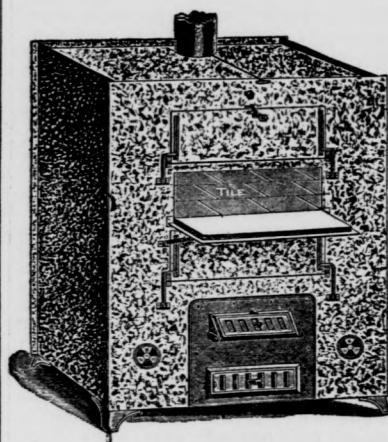
BOUR'S COFFEES MAKE BUSINESS

WHY?

They Are Scientifically
PERFECT

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Detroit, Mich.

113-115-117 Ontario Street
Toledo, Ohio

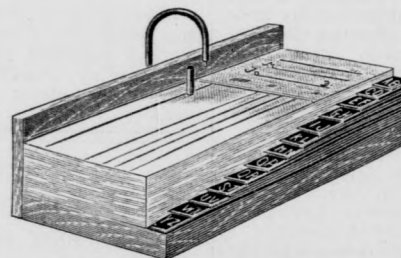


BAKERS' OVENS

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

**Hubbard Portable
Oven Co.**

182 BELDEN AVENUE, CHICAGO



Account Files

DIFFERENT STYLES

VARIOUS SIZES

We are the Oldest and Largest Manufacturers.

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

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

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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.

Illustration of the Way Scandal Grows.
Scene I.

Mr Jones is a solemn gentleman with a pessimistic view of life in general and his neighbors' actions in particular. He looks sad in a pleased sort of way as he speaks to his wife across the breakfast table.

Mr. Jones—It is really too bad how that young Ferguson is going on. Only married a few months, and his wife is such a nice girl. Poor little woman!

Mrs. Jones (with eager interest)—What has he been doing? I have always had my suspicions of him, but of course I have said nothing.

Mr. Jones (attacking his omelette)—Why, when I went down last night to the board meeting, Ferguson was on the same train and alone. He was beaming in the most undignified way, like a schoolboy out on a lark. When I came home I passed one of the theaters just as it let out, and caught a glimpse of Ferguson sailing away with a stunningly dressed woman—most devoted, too. They were on their way to supper, for I watched them turn into a cafe.

Mrs. Jones (ecstatically)—The wretch! And I suppose poor Carla was sitting patiently at home waiting for him, or else crying her eyes out! It's disgraceful! I'll wager she wishes now she had married Mr. Raymond instead, even if he is old enough to be her father!

Scene II.

Sitting room of Mrs. Smith. She is almost touching heads with her caller, Mrs. White.

Mrs. Smith—What! You haven't heard? Why, that young Ferguson is treating his wife horribly, and she is so brave about it. Poor thing; goes out just the same, and never once drops her pretty smile. He is infatuated with another woman—takes her to theaters and wine suppers, and is out every evening in the week. Mrs. Jones knows all about it, and she says Carla bitterly regrets her mistake in not taking that nice Mr. Raymond instead. Of course, he is dull, but then he would not have neglected her. Oh, these young men!

Mrs. White—I always did feel that he was not to be trusted.

Scene III.

Mrs. White has three women to luncheon.

Mrs. White—And so Carla has reached the limit of her endurance! She is going to get a divorce and marry Mr. Raymond—he was desperately in love with her before she made the mistake of marrying Ferguson and has jumped at the chance. I admire her spirit, although I hate to see a home broken up. It serves Ferguson just right. I only wonder why she delays leaving him and going back to her father.

Chorus of Women—Yes, isn't it odd? Poor child, what an unhappy experience for her—and how she keeps her troubles to herself.

Scene IV.

The home of the Fergusons. Carla and her husband are contentedly sitting by the reading lamp cutting magazines.

Ferguson (suddenly)—Say, dear, you know my new fall hat—the one I went down on the train ahead of you to buy the evening we took in the theater last week? Well, I've splashed ink on it. Can you clean it?

Carla—Yes, certainly. You look so swell in that hat, Dick. I was proud of you when you came to meet me at the station. Say, what on earth do you suppose ails all the women I know? They have gazed at me with tears in their eyes the last few days and patted me on the shoulder. To-day Mrs. Jones said I could always rely on her and there were plenty of others to back me up.

Ferguson (amusedly)—Search me. Why don't you ask 'em?

Carla—I'm going to. They make me uncomfortable.

She does, and Ferguson, coming home next evening, is swamped with hysterical torrents of speech, in which inoffensive Mr. Raymond, "gossipy, horrid women," coruscating wrath and choking laughter are inextricably mingled.

Ferguson (after three distinct attempts to speak his mind, which end failures)—And there's absolutely nothing we can do to convince people it's untrue! Carla, come weep on the shoulder of your villainous husband—and let's go to the theater to celebrate!

Gripsack Brigade.

Hastings Banner: D. C. Bronson started out Monday for the Mishawaka Wool Boot Co.

J. W. Simmons has been engaged by the John T. Woodhouse Co. to cover a portion of the city trade in conjunction with Tony Quist. C. H. Stellman will cover Southwestern Michigan for the same house.

Geo. Liesveld, for twelve years past house salesman for the Grand Rapids Dry Goods Co. and its predecessor, has been transferred to road work, taking the territory along the G. R. & I. from Cadillac to Mackinaw City. George is a steady-going sort of a chap and his promotion is naturally the occasion of congratulation among his many friends.

The first dancing party given by Grand Rapids Council, No. 131, U. C. T., at St. Cecilia Saturday evening was largely attended and, as is usual at all the U. C. T. parties, every one seemed to have had the best kind of a time. The St. Cecilia is always the place for a good dance and, with music such as was furnished Saturday evening, even dull and quiet people could not help having a bright and jolly time. The next party will be strictly a card party, at the Council rooms, 64 Pearl street, Saturday evening, Nov. 15.

Football has become the great college game, but yet it is not wholly satisfactory, as the contests between teams representing rival institutions are not wholly representative. One critic says that modern athletic customs at college are wrong because a score or so of men are assigned to represent the college in a contest, while all the rest of the students are expected to sit on wet benches, smoking cigarettes and watching the same. What is wanted is a new game in which all the students can participate, and which induces the entire student body to go in for regular gymnasium practice. Modern invention ought to be equal to the production of such a game, but new ideas in sports are evolved more slowly than new ideas in other directions.

The Boys Behind the Counter.

Saginaw—Roland H. Fried, who for the past twelve years has held a responsible position with H. Watson & Co., has resigned to accept a position with the Handy Wagon Co.

Manton—Chas. L. Moody, formerly manager of the grocery department of the Sands & Maxwell Lumber Co., but for the past four years connected with the mercantile department of the Bay Shore Lime Co., at Bay Shore, has taken the position of superintendent of the Williams Mercantile Co., at Manton.

Petoskey—James Tryon, formerly with B. C. Levinson, has taken a position in the Petoskey Grocery Co.'s warehouse force.

Traverse City—C. F. Hunter has resigned his position which he has held with the Hamilton Clothing Co. for the past seven years to take charge of the clothing department in the Boston store.

Charlotte—Roy Pugh has taken a position in Newton's grocery store.

Manton—O. D. Park, formerly salesman at the Williams Bros. Co.'s store, is now a salesman at the Home Union Co.'s store.

Newaygo—W. Ralph Wagers has resigned his position in the W. W. Pearson store to take a similar position in the general store of Johnson Bros., at Sparta.

Traverse City—Nicholas Comeau has resigned his position in the clothing department of the Boston Store to take a similar position with the Hamilton Clothing Co.

Saginaw—E. W. Goff, for many years connected with the drug business in Bay City, has moved to Saginaw and taken the management of the Parkinson Pharmacy. Mr. Goff was manager of Fenner pharmacy in the opera house block, when it burned August last.

Sturgis—F. T. Cooper has taken a position as salesman in the new clothing store of H. Stern & Co.

Cadillac—The retail clerks of Cadillac have organized for mutual benefit and joined the Retail Clerks and International Protective Association, with twenty-five charter members, and elected the following officers: President, Fred A. Nye; First Vice-President, B. Olson; Second Vice-President, Jas. Sayles; Treasurer, Geo. Tappe; Financial Secretary, R. C. Snider; Recording Secretary, Gust Nelson; Guard, A. Dahn; Guide, N. Laney; Advocate, J. A. Vandervest.

Singing in the Army.

In his annual report to Secretary Root, the head of the War Department, Adj. Gen. Corbin, makes various suggestions and recommendations, about some of which there may easily be a variety of opinion, but there is one of them at least which will seem literally to strike a popular chord. He urges very earnestly:

Every man in a post must sing. The poorer singer he is, the greater amusement for his comrades. It is the best form of entertainment for the men. It is a part of every man's military duty.

Every British regiment has a marching song and every member can and does sing it or sing at it. The English have found vocal music a very valuable feature, not exactly of discipline, perhaps, but of army life. Gen. Corbin thinks that there should be some regular practice along these lines, and argues very sensibly that it would be productive of good results.

The idea is certainly a commendable one, and has many arguments in its

favor. No one need be told of the pleasures incident to singing as a pastime. It whiles away many an idle and otherwise irksome hour. In an army post one of the difficulties is that the men do not have enough to do to engage their time and attention. The hours drag heavily and wearily. There are many desertions prompted by no other desire than that of leading a life of greater activity. If the men get together and sing their songs there are an enthusiasm and a comradeship which can not be otherwise than productive of good results. The tedium of a march is much relieved by a regimental song, even if it is not sung with operatic accuracy. In the campaign and both before and in the battle, if the men can sing, it creates enthusiasm, diverts their thoughts from danger and makes them more courageous. Singing and good fighting are more closely related than most people think at first glance.

The Postoffice Department will soon issue a new postage stamp of the two cent denomination. Washington's portrait, which has appeared upon the common letter postage stamp since the beginning of the use of stamps, except during the single year 1869, will again occupy the position of honor upon the label, but the bust of Washington, so long familiar to the public, will disappear, probably forever. The portrait of Washington drawn from Jean Antonie Houdon's profile cast is abandoned to be succeeded by a photo direct from Gilbert Stuart's famous painting which now adorns the National capitol building. This photo will occupy the central oval somewhat smaller than the oval in the current stamp. Above this, in a panel, are the words: "United States of America" and draped upon either side, occupying two-thirds the length of the stamp, are two flags, forming a background against which the oval seems to rest. Immediately beneath the bust of Washington appears his name and at the side in small figures the dates of Washington's birth and death, 1732-1799.

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your farm, residence, store building, stock of goods or business (any line) anywhere; I am a SPECIALIST in this line. Send two stamps for booklet and learn how. Address

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

A. B. GARDNER, Manager.

The Livingston Hotel

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from Union Station.

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

Drugs--Chemicals

Michigan State Board of Pharmacy

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

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

Examination Sessions.

Detroit, Jan. 6 and 7.
Grand Rapids, March 3 and 4.
Star Island, June 16 and 17.
Houghton, Aug. 25 and 26.
Lansing, Nov. 3 and 4.

Mich. State Pharmaceutical Association.

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

Advertising For the Trade of Physicians.

In the course of a druggist's advertising he should occasionally make appeals to the physician for a share of his patronage. Cultivate a feeling of confidence between your business and the doctor's, and you will find that the results will be beneficial. It not only gets the good will of the physician, but wins you many customers among his patients. A good word in your favor, spoken by the physician to his patient, will often do your business more good than a whole column advertisement in a newspaper.

In the first place, have your prescription department well stocked with the highest standard pharmaceutical products obtainable, and have this part of the store neat in every particular. If the physician once sees where his prescriptions are compounded and the department appears to be carelessly conducted, his impression may influence him to transfer his patronage to another store. First impressions are created by appearances, and the physician's first insight into the methods employed in filling his prescriptions generally determines whether or not his orders shall be entrusted to you.

It is a good plan to send out letters to the doctors now and then, inviting them to call and inspect your stock and prescription department, inform them of every added improvement and of some special methods used in this department, such as avoiding mistakes by the use of your double check system, etc. Do not make an announcement in your advertisement or letters that you can not live up to. Truth and sincerity in advertising are absolutely necessary, and one false statement may ruin your chances materially.

Advertising to the physician is an invitation to investigate something you have to introduce to his notice, and if he finds that you have misrepresented anything, no matter thereafter how attractively you may word your advertisements, you may never expect to have his support. Keep the physicians informed as to everything new that comes out, and they will respect you all the more for it, and not look upon you as a mere merchant but as a progressive pharmacist and a friend to their profession.

Find out, if possible, what preferences the physicians have for different makes of pharmaceuticals and chemicals, and keep these in stock in order that they may be dispensed without any unnecessary delay, when so specified by the physician on his prescription. The druggist should issue prescription blanks with his name printed on them, and keep every physician in

his neighborhood well supplied. Sometimes the patient, seeing your name on the prescription, will naturally take it to your store. Of course you will find a limited number of physicians who have an aversion to using any particular druggist's blanks, but you will soon learn who these are by watching the returns. Have cards printed to be sent out at regular intervals, announcing the birth of a new chemical or preparation, leaving a blank space upon which you may write out a full description giving its derivation, properties, dose, etc.

There is another thing which might have a place in the drug store and to which too little attention is paid, and that is a department of urinalysis. There is but small expenditure attached to the necessary outfit, and such an addition will elevate the pharmacist in the estimation of the physician. Physicians are generally too busy to devote much time to urinalysis and if they can place the work where they can depend upon its being accurately and properly performed, their obligations to you for your services will be many. Have printed forms with blank spaces left for the recording of every stage of the research, and properly fill out these and return to the physician when the analysis is completed.

A druggist may also get up a line of his own pharmaceuticals and take samples of each to the physician, and if they possess merit, it will be more than likely that he can prevail upon the physician to give them preference in his prescriptions. Let every prescription that leaves your store bear a neat appearance. Often a well-written label or a capped bottle will impress the patient or physician that you are a careful and painstaking pharmacist.

Thirty-Seven Out of Seventy-Three.

At the regular meeting of the Michigan Board of Pharmacy, at Lansing last week, seventy-three applicants were examined, sixty-one for certificates and twelve for papers as assistants. Of these twenty-nine were granted licenses and eight granted papers as follows:

Registered Pharmacists—C. B. Aspin, Midland; F. C. Ballintine, Port Huron; A. C. Briggs, Plymouth; R. E. Bolton, Imlay City; B. A. Benson, Cadillac; Horace Cobb, Cassopolis; M. J. Chapin, Detroit; R. A. Carmichael, Sault Ste. Marie; C. G. Foster, Otsego; John T. Fowler, Jr., Mason; Thomas Grushaw, Emmett; E. A. Gast, St. Joseph; F. E. Holden, Brown City; William A. Howell, West Branch; H. F. Kloeffler, Armada; W. E. Loebnick, Saginaw; D. R. Landsborough, Daggett; F. J. LaVigne, Negaunee; William E. McIntosh, Imlay City; A. E. Moore, Marlette; E. S. Nivison, Detroit; Percy S. Peck, Grand Rapids; Louis F. Storz, Royal Oak; C. J. Shain, Birmingham; Joseph Taggart, Marlette; H. B. Walker, Albion; C. W. Wilcox, Flushing; W. A. Zincke, Chelsea; F. E. Hutchings, Grand Rapids.

Assistant Pharmacists—C. W. Avery, Bay City; N. J. Eckburg, Grand Rapids; B. F. Gain, Port Huron; Henry Pyle, Grand Rapids; F. S. Schloeder, Detroit; Albert Tilly, St. Joseph; H. J. Wilson, Big Rapids; Edith Wilson, Big Rapids.

Formula For Kerosene Liniment.

Kerosene 2 ozs.
Arnica tincture 5 drs.
Opium tincture 4 drs.
Stramonium tincture 4 drs.
Arom. spts. ammonia 6 drs.
Camphor spts. 5 drs.
Oil origanum 4 drs.
Chloroform 3 drs.

Rub in twice during the twenty-four hours or when required. Wm. Mixton.

Lister's Antiseptic Solutions.

Benzoic acid 64 grs.
Borax 64 grs.
Boric acid 128 grs.
Thymol 20 grs.
Eucalyptus oil 5 drs.
Wintergreen oil 5 drs.
Peppermint oil 3 drs.
Thyme oil (white) 1 dp.
Fld. ext. wild indigo 20 drs.
Alcohol 6 ozs.
Distilled water, sufficient.

Dissolve the two acids and borax by the aid of heat in 8 ounces of water, also dissolve the thymol and oils in the alcohol, mix the two solutions, agitating frequently during mixing, add the fluid extract and then enough water to make 16 ozs.; set aside for 24 hours, and filter through purified talcum.

Boric acid 128 grs.
Thymol 20 grs.
Eucalyptol 5 drs.
Wintergreen oil 5 drs.
Peppermint oil 3 drs.
Thyme oil (white) 1 dp.
Fld. ext. wild indigo 30 m.
Alcohol 3 ozs.
Distilled water to make 16 ozs.

Dissolve the acid in some of the water, add the other ingredients to the alcohol, dissolve, mix the two solutions, add the remainder of the water, let stand for 24 hours, and filter through purified talcum. H. W. Sparker.

How Kumyss Is Prepared.

Into one gallon bottle introduce the following mixture:

Fresh cow's milk 80 ozs.
Syrup U. S. 1 oz.
Glycerin 2 ozs.
Water, boiled and cooled 40 ozs.
Cake yeast 5 grs.

Triturate yeast in a mortar with a small quantity of the mixture, add this to the contents of the bottle and agitate. Transfer to regular kumyss bottles, which should not be completely filled, and immediately close them with perfectly fitting corks that have been kept in boiling water for a short time before use. Secure the corks with twine, and seal the bottles by dipping the necks into melted paraffine.

Place the bottles in a horizontal position and allow fermentation to proceed at a temperature ranging between 70 to 80 deg. Fahrenheit for 48 hours, during which time they should be occasionally agitated. If a higher temperature is employed the fermentation will proceed too rapidly and an unsatisfactory product will result. After the fermentation is over, place the bottles on ice and allow them to remain there for at least twelve hours before dispensing.

Kumyss prepared in this manner will keep for at least a week if stored on ice. In preparing kumyss the milk should be pure, the bottle sound and the yeast cake fresh. H. W. Sparker.

White Wood Cure For Tobacco Habit.

The Liriodendron tulipifera, also known under the names of white poplar and white wood, is probably the largest of the lumber-producing trees native to this country, excepting, of course, the giants of California. The inner bark has been used to a considerable extent, in years gone by, as a domestic remedy for malarial conditions, or infused in whisky as a tonic or bitters. This bark also constitutes a very efficient cure for the tobacco habit. The fresh, inner bark may be chewed, or the powdered bark may be mixed with sugar and extract of licorice and pressed into a tablet, say of five grains of the bark. These tablets are to be allowed to dissolve in the mouth whenever the desire comes to take a chew or a smoke. The man who made the discovery cured him-

self, and he was a most inveterate chewer. He also gave it to dozens of his friends, with fine results, finally selling his receipt to a large drug house for \$1,500. While the remedy is cheap, it is also harmless, and at the same time a fine stomachic, resembling gentian in its action upon the gastric organs.

Good Itch Ointment.

Mercury perchloride 16 grs.
Powd. ammonium chloride 16 grs.
Ammoniated mercury 40 grs.
Lead acetate 40 grs.
Sulphur precipitated 2 ozs.
Vermilion q. s.
Lard, benzoated 16 ozs.

Triturate the powders together with sufficient vermilion (1 dr.) to impart a pink tint to the ointment, then work in the benzoated lard gradually to produce a smooth preparation. Perfume with lavender oil and ess. bouquet. To be applied at bedtime and after washing in the morning. It is recommended as a certain cure for itch and many other skin disorders, but care should be exercised when applying it to the face. Wm. Mixton.

The Drug Market.

Opium—Is a little firmer, but unchanged in price.

Morphine—Is steady.

Quinine—Is weak. The bark sale at Amsterdam last week was at a decline of nearly 12 per cent.

Pyrogalllic Acid—Is tending lower, on account of reduced price abroad.

Bromides Ammonium, Potassium and Sodium—Have again declined and are tending lower.

Cocaine—Is very cheap at present price. An advance is looked for.

Cocoa Butter—Is below average price and tending lower.

Cod Liver Oil—Is very firm and advancing.

Haarlem Oil—Has advanced 10c per gross.

Lycopodium—The market is very firm and an advance is looked for.

Juniper Berries—Continue to decline as the new crop comes in.

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

Lobelia Seed—Is a little more plentiful and prices have declined.

Linseed Oil—Is very firm and has advanced.

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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—Linseed Oil.
Declined—Juniper Berries, Bromides.

Acidum		Conium Mac.		Sella Co.	
Aoeticum, \$	60 5	Copalba	80 2	Solutan	50 2
Benzolcum, German.	70 7	Cubeba	1 15 2	Prunus virg.	50 2
Boracic	17 1	Erechtithos	1 30 2	Tinctures	
Carbolicum	24 2	Erigeron	1 00 2	Aconitum Napellis R	80 2
Citricum	40 2	Gaultheria	2 20 2	Aconitum Napellis F	80 2
Hydrochlor.	30 2	Geranium, ounce	50 2	Aloes	60 2
Nitrosum	80 2	Gossypii, Sem. gal.	1 30 2	Aloes and Myrrh.	60 2
Oxalicum	12 1	Juniper	1 30 2	Arnica	50 2
Phosphoricum, dil.	10 2	Lavendula	90 2	Assafetida	50 2
Sulphuricum	50 2	Limonis	1 15 2	Atropa Belladonna.	50 2
Tannicum	1 10 2	Mentha Piper	5 50 2	Aurant Cortex	50 2
Tartaricum	38 2	Mentha Verid	5 00 2	Benzoil	50 2
Ammonia		Morruhu, gal.	2 00 2	Benzoil Co.	50 2
Aqua, 16 deg.	40 2	Myrica	4 00 2	Baroma	50 2
Aqua, 20 deg.	60 2	Picls Liquid, gal.	10 2	Capsicum	75 2
Carbonas	13 2	Picls Liquid, gal.	9 2	Cardamon	75 2
Chloridum	12 2	Ricina	9 2	Cardamon Co.	75 2
Aniline		Rosmarini	1 00 2	Castor	1 00 2
Black	2 00 2	Rose, ounce	6 50 2	Catechu	50 2
Brown	80 2	Succin	40 2	Cinchona	50 2
Red	45 2	Sabina	90 2	Cinchona Co.	50 2
Yellow	2 50 2	Santal	2 75 2	Columba	50 2
Bacca		Sassafras	50 2	Cubeba	50 2
Cubeba, po. 25	22 2	Sinapis, ess., ounce	1 50 2	Cassia Acutifol Co.	50 2
Juniperus	5 2	Tigil	1 50 2	Digitalis	50 2
Xanthoxylum	1 50 2	Thyme, opt.	40 2	Ergot	50 2
Balsamum		Theobromas	15 2	Ferri Chloridum	35 2
Copalba	50 2	Potassium		Gentian	50 2
Peru	6 1 70	Bi-Carb.	15 2	Gentian Co.	50 2
Terabin, Canada	60 2	Bichromate	13 2	Gulaca	50 2
Tolutan	45 2	Bromide	30 2	Gulaca ammon.	50 2
Cortex		Carb	12 2	Hycosyamus	50 2
Ables, Canadian	18 2	Chlorate, po. 17 19	16 2	Iodine	75 2
Cassia	12 2	Cyanide	34 2	Iodine, colorless	75 2
Cinchona Flava	18 2	Iodide	2 30 2	Kino	50 2
Euonymus atropurp.	30 2	Potassa, Bitart. pure	2 30 2	Lobelia	50 2
Myrica Cerifera, po.	20 2	Potass Nitras, opt.	7 2	Myrrh	50 2
Prunus Virgini	12 2	Potass Nitras	6 2	Nux Vomica	50 2
Quillaja, gr'd	12 2	Prussiate	23 2	Opil, emporated	50 2
Sassafras, po. 15	12 2	Sulphate po.	15 2	Opil, deodorized	50 2
Ulmus, po. 20, gr'd	38 2	Radix		Quilla, N. Y.	28 2
Extractum		Aconitum	20 2	Rhatany	50 2
Glycyrrhiza Glabra	24 2	Althea	30 2	Rhel	50 2
Glycyrrhiza, po.	28 2	Anchusa	10 2	Sanguinaria	50 2
Hæmatox, 15 lb. box	11 2	Arum po.	10 2	Serpentaria	50 2
Hæmatox, 1/2s	13 2	Calamus	20 2	Stromonium	50 2
Hæmatox, 1/4s	14 2	Gentiana	12 2	Tolutan	50 2
Hæmatox, 1/8s	16 2	Glycyrrhiza, pv. 15	16 2	Valerian	50 2
Ferru		Hydrastis Canad.	7 2	Veratrum Veride	50 2
Carbonate Precip.	15 2	Hydrastis Can.	7 2	Zingiber	20 2
Citrate and Quilla	2 25	Helibore, Alba, po.	12 2	Miscellaneous	
Citrate Soluble	7 2	Inula, po.	12 2	Aether, Spts. Nit. 7 F	30 2
Ferrocyanidum Sol.	40 2	Ipecac, po.	18 2	Aether, Spts. Nit. 4 F	34 2
Solut. Chloride	15 2	Iris pict., po. 35 38	2 75 2	Alumen	24 2
Sulphate, com'l, by	2 2	Jalapa, pr.	25 2	Alumen, gro'd, po. 7	32 2
bbl, per cwt.	80 2	Maranta, 1/2s	25 2	Anatto	40 2
Sulphate, pure	7 2	Podophyllum, po.	22 2	Antimoniet Potass T	40 2
Flora		Rhel	75 2	Antipyrin	25 2
Arnica	15 2	Rhel, cut	1 25	Antifebrin	20 2
Anthemis	22 2	Rhel, pv.	75 2	Argent Nitras, oz.	42 2
Matricaria	30 2	Spigella	35 2	Arsenicum	10 2
Folia		Sanguinaria, po. 15	7 2	Balm Gilead Buds	45 2
Barosma	35 2	Serpentaria	50 2	Bismuth S. N.	1 60 2
Cassia Acutifol, Tin-	20 2	Senega	75 2	Calcium Chlor., 1s	9 2
nevely	20 2	Smilax, officinalis H.	40 2	Calcium Chlor., 1/2s	10 2
Cassia, Acutifol, Alx.	25 2	Smilax, M.	10 2	Calcium Chlor., 1/4s	12 2
Salvia officinalis, 1/2s	12 2	Sella, po. 35	10 2	Cantharides, Rus. po	80 2
and 1/4s	8 2	Symplocarpus, Fœti-	2 25	Capsic Fructus, af.	15 2
Gummi		du, po.	2 25	Capsic Fructus B, po	15 2
Acacia, 1st picked	65 2	Valeriana, Eng. po. 30	15 2	Caryophyllus, po. 15	12 2
Acacia, 2d picked	65 2	Valeriana, German.	15 2	Carmin, No. 40	3 00 2
Acacia, 3d picked	65 2	Zingiber a	14 2	Cera Alba	50 2
Acacia, sifted sorts.	28 2	Zingiber j.	25 2	Cocous	40 2
Acacia, po.	45 2	Semen		Cassia Fructus	35 2
Aloe, Barb. po. 18 20	12 2	Anisum, po. 18	13 2	Centraria	10 2
Aloe, Cape, po. 15	12 2	Aplum (graveleons).	4 2	Cetaceum	45 2
Aloe, Socotri, po. 40	12 2	Bird, 1s	10 2	Chloroform	55 2
Ammoniac	55 2	Cardamon	1 25 2	Chloroform, scrubbs	1 10 2
Assafetida, po. 40	25 2	Coriandrum	80 2	Chloral Hyd Crst.	1 35 2
Benzoinum	50 2	Cannabis Sativa	5 2	Chondrus	20 2
Catechu, 1s	60 2	Cydonium	75 2	Cinchonidine, P. & W	38 2
Catechu, 1/2s	60 2	Chenopodium	15 2	Cinchonidine, Germ.	38 2
Catechu, 1/4s	60 2	Dipterix Odorata	1 00 2	Cocaine	4 05 2
Catechu, 1/8s	60 2	Foeniculum	7 2	Corks, list, dis. pr. ct.	75 2
Camphora	64 2	Foenugreek, po.	7 2	Creosotum	45 2
Euphorbium, po. 35	40 2	Lini	4 2	Creta, bbl. 75	2 2
Galbanum	1 00 2	Lini, gr'd. bbl. 4	4 2	Creta, prep.	5 2
Gamboge, po. 35	80 2	Lobelia	1 50 2	Creta, precp.	9 2
Gualacum, po. 35	25 2	Pharlaris Canarian.	5 2	Creta, Rubra	9 2
Kino, po. 30.75	25 2	Rapa	5 2	Crocus	30 2
Mastic	60 2	Sinapis Alba	9 2	Cudbear	24 2
Myrrh, po. 45	40 2	Sinapis Nigra	11 2	Dextrine	7 2
Opil, po. 4.10 4.30	3 00 2	Spiritus		Ether Sulph.	75 2
Shellac	35 2	Frument, W. D. Co.	2 00 2	Emery, all numbers	8 2
Shellac, bleached	40 2	Frument, D. F. R.	2 00 2	Emery, po.	6 2
Tragacanth	70 2	Frument, 1 25 2	1 25 2	Ergota, po. 90	85 2
Herba		Juniper Co. O. T.	1 65 2	Flake White	12 2
Absinthium, oz. pkg	25 2	Juniper Co.	1 75 2	Galla	23 2
Eupatorium, oz. pkg	25 2	Saacharum N. E.	1 90 2	Gambler	8 2
Lobelia, oz. pkg	25 2	Spt. Vini Gall.	1 75 2	Gelatn, Cooper	60 2
Majorum, oz. pkg	25 2	Vini Oporto	1 25 2	Gelatn, French	35 2
Mentha Pip. oz. pkg	25 2	Vini Alba	1 25 2	Glassware, flint, box	75 2
Mentha Vfr. oz. pkg	25 2	Sponges		Less than box	70 2
Eue, oz. pkg	25 2	Florida sheeps' wool	2 50 2	Glue, brown	11 2
Tanaetum V oz. pkg	25 2	carriage	2 50 2	Glue, white	15 2
Rhymus, V, oz. pkg	25 2	Nassau sheeps' wool	2 50 2	Glycerina	17 2
Magnesia		carriage	2 50 2	Grana Paradisi	25 2
Calcined, Pat.	55 2	Velvet extra sheeps'	2 50 2	Humulus	25 2
Carbonate, Pat.	18 2	wool, carriage	2 50 2	Hydrarg Chlor Cor.	1 00 2
Carbonate, K. & M.	18 2	Extra yellow sheeps'	2 50 2	Hydrarg Ox Rub'm	1 10 2
Carbonate, Jennings	18 2	wool, carriage	2 50 2	Hydrarg Ammoniat	1 20 2
Oleum		Grass sheeps' wool,	2 50 2	Hydrarg Unguentum	50 2
Absinthium	6 50 2	carriage	2 50 2	Hydrargyrum	85 2
Amygdale, Dule	50 2	Hard, for slate use	2 50 2	Ichthyobolla, Am.	55 2
Amygdale, Amare.	8 00 2	Yellow Reef, for	2 50 2	Indigo	75 2
Anisi	1 60 2	slate use	2 50 2	Iodine, Resubl.	3 40 2
Aurant Cortex	2 10 2	Syrups		Iodoform	3 50 2
Bergamit	2 50 2	Acacia	2 50 2	Lupulin	50 2
Cajiputi	80 2	Aurant Cortex	2 50 2	Lycopodium	55 2
Caryophyll	75 2	Zingiber	2 50 2	Macis	65 2
Cedar	80 2	Ipecac	2 50 2	Liquor Arsen et Hy	25 2
Chenopadi	2 75 2	Ferri Iod.	2 50 2	drarg Iod.	10 2
Cinnamoni	1 00 2	Rhel Arom.	2 50 2	Liquor Potass Arsnit	12 2
Citronella	25 2	Smilax Officinalis	50 2	Magnesia, Sulph.	2 3 2
		Senega	2 50 2	Magnesia, Sulph, bbl	14 2
		Sellize	2 50 2	Wannia, S. P.	75 2

Menthol	7 50 2	8 09	Selditz Mixture	20 2	22	Linseed, pure raw	45	43
Morphia, S. P. & W.	2 15 2	2 40	Sinapis	2 18	18	Linseed, boiled	46	49
Morphia, S. N. Y. Q.	2 15 2	2 40	Sinapis, opt.	2 30	30	Neatsfoot, winter str	59	65
Morphia, Mal.	2 15 2	2 40	Snuff, Maccaboy, De	2 41	41	Spirits Turpentine	59	34
Moschus Canton	2 40	40	Voes	2 41	41	Paints		BBL. LB
Myristica, No. 1	65 2	80	Snuff, Scotch, De Vo's	2 41	41	Red Venetian	1 1/2	2 1/2
Nux Vomica, po. 15	2 10	10	Soda, Boras, po.	2 9 2	11	Ochre, yellow Mars	1 1/2	2 1/2
Opesla	35 2	37	Soda et Potass Tart.	2 25 2	27	Ochre, yellow Ber.	1 1/2	2 1/2
Pepsin Saac, H. & P.	2 1 00	1 00	Soda, Carb.	1 1/2	2	Putty, commercial	2 1/2	2 1/2
Picls Liq. N.N. 1/4 gal.	2 2 00	2 00	Soda, Bi-Carb.	3 1/2	5	Putty, strictly pure	2 1/2	2 1/2
Picls Liq., quarts	2 1 00	1 00	Soda, Sulphas	2 2 2	2	Vermillon, Prime	15 2	15
Piper Nigra, po. 22	2 30	30	Spts. Cologne	2 2 60	60	Vermillon, English	70 2	75
Piper Burgun	2 30	30	Spts. Ether Co.	50 2	55	Green, Paris	14 1/2	18 1/2
Plumbi Acet.	10 2	12	Spts. Myrica Dom.	2 30	30	Green, Peninsular	13 2	16
Pulvis Ipecac et Opil	1 30 2	1 50	Spts. Vini Rect. 1/2 bbl	2 2 2	2	Lead, red	3 2	8 1/2
Pyrethrum, boxes H	2 25 2	30	Spts. Vini Rect. 10 gal	2 2 2	2	Lead, white	6 2	6 1/2
P. & D. Co., doz.	2 75	75	Strychnia, Crystal	80 2	1 05	Whiting, white Span	2 2	90
Pyrethrum, pv.	2 25 2	30	Sulphur, Subl.	2 2 2	2	Whiting, gilders	2 2	95
Quassia	2 25 2	30	Sulphur, Roll	2 2 2	2	White, Paris, Amer.	2 2	125
Quilla, S. P. & W.	2 25 2	30	Tamarinds	2 2 2	2	Whiting, Paris, Eng.	2 2	125
Quilla, S. German	2 25 2	30	Terebenth Venice	2 2 2	2	cliff	2 2	140
Quilla, N. Y.	2 25 2	30	Theobromae	45 2	50	Universal Prepared	1 10 2	1 20
Rubia Tincturum	12 2	14	Vanilla	9 00 2	16 00	Varnishes		
Saccharum Lactis pv	2 20 2	22	Zinci Sulph.	7 2	8	No. 1 Turp Coach	1 10 2	1 20
Salacln	4 50 2	4 75	Oils			Extra Turp	1 60 2	1 70
Sanguis Draconis	40 2	50	Whale, winter	70	70	Coach Body	2 75 2	3 00
Sapo, W.	12 2	14	Lard, extra	85	90	No. 1 Turp Furn	1 00 2	1 10
Sapo M.	10 2	12	Lard, No. 1	80	85	Extra Turk Damar	1 55 2	1 60
Sapo G.	2 15	15				Jap. Dryer, No. 1 Turp	70 2	79

Drugs

We are Importers and Jobbers of Drugs,
Chemicals and Patent Medicines.

We are dealers in Paints, Oils and
Varnishes.

We have a full line of Staple Druggists'
Sundries.

We are the sole proprietors of Weath-
erly's Michigan Catarrh Remedy.

We always have in stock a full line of
Whiskies, Brandies, Gins, Wines
and Rums for medical purposes
only.

We give our personal attention to mail
orders and guarantee satisfaction.

All orders shipped and invoiced the same
day received. Send a trial order.

Hazeltine & Perkins
Drug Co.
Grand Rapids, Mich.

GROCERY PRICE CURRENT

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

ADVANCED	DECLINED
Cheese	Sal Soda
Round Herring	Granulated Sugar
Scaled Herring	Seeded Raisins
Cranberries	Oranges

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Yeast Cake	13

1	2
AXLE GREASE	CANDLES
Aurora, doz. gross 55 6 00	Electric Light, 8s. 12
Castor Oil, doz. gross 60 7 00	Electric Light, 16s. 12 1/2
Diamond, doz. gross 50 4 25	Paraffine, 6s. 9 1/2
Frazier, doz. gross 75 9 00	Paraffine, 12s. 10
IXL Golden, tin boxes 75 9 00	Wickling 17
BAKING POWDER	CANNED GOODS
Egg	Apples
1 lb. cans, 4 doz. case 3 75	3 lb. Standards 85
1/2 lb. cans, 2 doz. case 3 75	Gallons, standards 3 25
1 lb. cans, 1 doz. case 3 75	Blackberries
5 lb. cans, 1/2 doz. case 8 00	Standards 35
JAXON	Beans
Royal	Baked 1 00 21 30
10c size 90	Red Kidney 75 85
1/2 lb. cans 1 35	String 70
6 oz. cans 1 90	Wax 75
1/2 lb. cans 2 50	Blueberries
3/4 lb. cans 3 75	Standard
1 lb. cans 4 80	Brook Trout
3 lb. cans 13 00	2 lb. cans, Spiced 1 90
5 lb. cans 21 50	Clams
BATH BRICK	Little Neck, 1 lb. 1 00
American 75	Little Neck, 2 lb. 1 50
English 85	Clam Bouillon
BLUING	Burnham's, 1/2 pint. 1 92
Arctic, 4 oz. ovals, per gross 4 00	Burnham's, pints. 3 60
Arctic, 8 oz. ovals, per gross 6 00	Burnham's, quarts. 7 20
Arctic 16 oz. round per gross 9 00	Cherries
CONDENSED PEARL	Red Standards 1 80 21 50
BLUING	White 1 50
10c size 90	Corn
1/2 lb. cans 1 35	Fair 80
6 oz. cans 1 90	Good 85
1/2 lb. cans 2 50	Fancy 1 0 21 20
3/4 lb. cans 3 75	French Peas
1 lb. cans 4 80	Sur Extra Fine 22
3 lb. cans 13 00	Extra Fine 19
5 lb. cans 21 50	Finest 15
BATH BRICK	Moyen 11
American 75	Gooseberries
English 85	Standard 90
BLUING	Hominy
Arctic, 4 oz. ovals, per gross 4 00	Standard 85
Arctic, 8 oz. ovals, per gross 6 00	Lobster
Arctic 16 oz. round per gross 9 00	Star, 1/2 lb. 2 10
CONDENSED PEARL	Star, 1 lb. 3 60
BLUING	Picnic Tails 2 40
10c size 90	Mackerel
1/2 lb. cans 1 35	Mustard, 1 lb. 1 80
6 oz. cans 1 90	Mustard, 2 lb. 2 80
1/2 lb. cans 2 50	Soused, 1 lb. 1 90
3/4 lb. cans 3 75	Soused, 2 lb. 2 80
1 lb. cans 4 80	Tomato, 1 lb. 1 80
3 lb. cans 13 00	Tomato, 2 lb. 2 80
5 lb. cans 21 50	Mushrooms
BATH BRICK	Hotels 18 20 25
American 75	Buttons 22 25 25
English 85	Oysters
BLUING	Cove, 1 lb. 85
Arctic, 4 oz. ovals, per gross 4 00	Cove, 2 lb. 1 55
Arctic, 8 oz. ovals, per gross 6 00	Cove, 1 lb. Oval 95
Arctic 16 oz. round per gross 9 00	Peaches
CONDENSED PEARL	Pie 85 21 80
BLUING	Yellow 1 35 21 85
10c size 90	Pears
1/2 lb. cans 1 35	Standard 1 00
6 oz. cans 1 90	Fancy 1 25
1/2 lb. cans 2 50	Peas
3/4 lb. cans 3 75	Marrowfat 1 00
1 lb. cans 4 80	Early June 90 21 80
3 lb. cans 13 00	Early June Sifted 1 65
5 lb. cans 21 50	Plums
BATH BRICK	Plums 85
American 75	Pineapple
English 85	Grated 1 25 21 75
BLUING	Sliced 1 35 21 55
Arctic, 4 oz. ovals, per gross 4 00	Pumpkin
Arctic, 8 oz. ovals, per gross 6 00	Fair 90
Arctic 16 oz. round per gross 9 00	Good 1 00
CONDENSED PEARL	Fancy 1 25
BLUING	Raspberries
10c size 90	Standard 1 15
1/2 lb. cans 1 35	Russian Caviar
6 oz. cans 1 90	1/2 lb. cans 3 75
1/2 lb. cans 2 50	1 lb. cans 7 00
3/4 lb. cans 3 75	1 lb. can 12 00
1 lb. cans 4 80	Salmon
3 lb. cans 13 00	Columbia River, tails 61 85
5 lb. cans 21 50	Columbia River, flats 61 80
BATH BRICK	Sold Alaska 61 30
American 75	Pink Alaska 61 30
English 85	Shrimps
BLUING	Standard 1 40
Arctic, 4 oz. ovals, per gross 4 00	Sardines
Arctic, 8 oz. ovals, per gross 6 00	Domestic, 1/2 3 1/2
Arctic 16 oz. round per gross 9 00	Domestic, 1/4 5
CONDENSED PEARL	Domestic, Mustard 6
BLUING	California, 1/4 11 1/4
10c size 90	California, 1/2 17 1/4
1/2 lb. cans 1 35	French, 1/4 7 1/4
6 oz. cans 1 90	French, 1/2 18 1/2
1/2 lb. cans 2 50	Strawberries
3/4 lb. cans 3 75	Standard 1 10
1 lb. cans 4 80	Fancy 1 40
3 lb. cans 13 00	
5 lb. cans 21 50	

3	4	5
Succotash	No. 16. 16	Soda
Fair 95	No. 18. 18	Soda XXX. 7
Good 1 00	No. 20. 20	Soda, City. 8
Fancy 1 20	No. 22. 22	Long Island Wafers. 13
Tomatoes	No. 24. 24	Zephyrette. 13
Fair 1 10	No. 26. 26	
Good 1 15	No. 28. 28	Oyster
Fancy 1 25	Belle Isle. 20	Faust. 7 1/2
Gallons. 3 00	Red Cross. 24	Farina. 7
CARBON OILS	Colonial. 26	Extra Farina. 7 1/2
Barrels	Juvin. 30	Saltine Oyster. 7
Eocene. @12 1/4	Koran. 14	
Perfection. @11 1/4	Delivered in 100 lb. lots.	Sweet Goods-Boxes
Diamond White. @11	Dwinnell-Wright Co.'s Brands.	Animals. 10
D. S. Gasoline. @14 1/4		Assorted Cake. 10
Deodorized Naphtha. @12		Belle Rose. 8
Cylinder. @34		Bent's Water. 16
Engine. @22		Cinnamon Bar. 10
Black, winter. @10 1/2		Coffee Cake, Iced. 9
CATSUP		Coffee Cake, Java. 10
Columbia, pints. 2 00		Cocoanut Macaroons. 18
Columbia, 1/2 pints. 1 25		Cocoanut Taffy. 10
CHEESE		Cracknells. 16
Acme. @13 1/4		Creams, Iced. 8
Amboy. @14		Cream Crisp. 10 1/2
Carson City. @13		Cubans. 11 1/2
Elsie. @14		Current Fruit. 12
Emblem. @14		Frosted Honey. 12
Gold Medal. @14 1/4		Frosted Cream. 9
Gem. @13 1/4		Ginger Gems, 1/2 doz. sm'll. 6 1/2
Ideal. @13 1/4		Ginger Snaps, N. B. C. 10 1/2
Jersey. @14		Gladstone. 10 1/2
Riverside. @14 1/2		Grandma Cake. 9
Brick. @14 1/2		Graham Crackers. 8
Edam. @90		Graham Wafers. 12
Lelden. @17		Grand Rapids Tea. 16
Limburger. @13 1/4		Honey Flingers. 12
Pineapple. @27 1/2		Iced Honey Crumpets. 10
Sap Sago. @19		Imperial. 8
CHEWING GUM		Jumbles, Honey. 12
American Flag Spruce. 55		Lady Fingers. 12
Beeman's Peppin. 60		Lemon Snaps. 12
Black Jack. 55		Lemon Wafers. 16
Largest Gum Made. 60		Marshmallow. 16
Sen Sen. 55		Marshmallow Creams. 16
Sen Sen Breath Perfume. 1 00		Marshmallow Walnuts. 16
Sugar Leaf. 55		Mary Ann. 8
Yucatan. 55		Mixed Picnic. 11 1/4
CHICORY		Milk Biscuit. 7 1/2
Bulk. 5		Molasses Cake. 8
Red. 7		Molasses Bar. 9
Eagle. 4		Moss Jelly Bar. 12 1/2
Frank's. 7		Newton. 12
Schener's. 6		Oatmeal Crackers. 8
CHOCOLATE		Oatmeal Wafers. 12
Walter Baker & Co.'s. 23		Orange Crisp. 9
German Sweet. 31		Orange Gem. 9
Premium. 31		Penny Cake. 8
Breakfast Cocoa. 46		Pilot Bread, XXX. 7 1/2
CLEANER & POLISHER		Pretzels, hand made. 8 1/2
BRUNSWICK'S EASYBRIGHT		Pretzels, hand made. 8 1/2
CLEANER & POLISHER		Scotch Cookies. 7 1/2
CLOTHES LINES		Sears' Lunch. 7 1/2
Sisal		Sugar Cake. 8
60 ft. 3 thread, extra. 1 00		Sugar Cream, XXX. 8
72 ft. 3 thread, extra. 1 40		Sugar Squares. 8
90 ft. 3 thread, extra. 1 70		Sultanas. 13
60 ft. 6 thread, extra. 1 29		Tutti Frutti. 16
72 ft. 6 thread, extra. 1 29		Vanilla Wafers. 16
Cotton Victor		Vienna Crimp. 8
50 ft. 80		E. J. Krueze & Co.'s baked good
60 ft. 85		Standard Crackers.
70 ft. 1 10		Blue Ribbon Squares.
Cotton Windsor		Write for complete price list
50 ft. 1 20		with interesting discounts.
60 ft. 1 40		CREAM TARTAR
70 ft. 1 65		5 and 10 lb. wooden boxes. 30
80 ft. 1 85		Bulk in sacks. 29
Cotton Braided		DRIED FRUITS
40 ft. 75		Apples
50 ft. 85		Sundried. 25
60 ft. 95		Evaporated, 50 lb. boxes. 7 1/2
Galvanized Wire		California Prunes
No. 20, each 100 ft long. 1 90		100-120 25 lb. boxes. @ 4
No. 19, each 100 ft long. 2 10		90-100 25 lb. boxes. @ 4 1/2
COCOA		80-90 25 lb. boxes. @ 5 1/4
Cleveland. 41		70-80 25 lb. boxes. @ 5 1/2
Colonial, 1/4 35		60-70 25 lb. boxes. @ 6 1/4
Colonial, 1/2 33		50-60 25 lb. boxes. @ 7 1/4
Epps. 42		40-50 25 lb. boxes. @ 8 1/4
Huyler. 45		30-40 25 lb. boxes. 9
Van Houten, 1/4 42		1/2 cent less in 50 lb. cases
Van Houten, 1/2 40		California Fruits
Van Houten, 1 70		Apricots. @ 8 1/4
Webb. 30		Blackberries. 8 1/4
Wilbur, 1/4 41		Nectarines. @ 10
Wilbur, 1/2 42		Peaches. 8 1/2
COCOANUT		Pitted Cherries. 9 1/2
Dunham's 1/4 26		Prunelles. 8
Dunham's 1/2 27		Raspberries. 8
Dunham's 1 28		Citron
Bulk. 13		Leghorn. 12
COCOA SHELLS		Corsican. 12 1/2 @ 13
20 lb. bags. 2 1/2		Currants
Less quantity. 3		California, 1 lb. package. 6 1/4
Pound packages. 4		Imported, 1 lb. package. 6 1/4
COFFEE		Imported, bulk. 6
Roasted		Peel
Teller Coffee Co. brands		Citron American 10 lb. bx. 12 1/2
No. 9. 9		Lemon American 10 lb. bx. 13
No. 10. 10		Orange American 10 lb. bx. 13
No. 12. 12 1/2		Raisins
No. 14. 14		London Layers 2 Crown. 1 75
CRACKERS		London Layers 3 Crown. 1 75
National Biscuit Co.'s brands		Cluster 4 Crown. 1 75
Butter		Loose Muscatels 2 Crown. 7 1/2
Seymour. 6 1/4		Loose Muscatels 3 Crown. 7 1/2
New York. 6 1/4		Loose Muscatels 4 Crown. 7 1/2
Family. 6 1/4		L. M., Seeded, 1 lb. 9 1/2 @ 10
Salted. 6 1/4		L. M., Seeded, 1/2 lb. 8
Wolverine. 7		Sultanas, bulk. 11
		Sultanas, package. 11 1/2
		FARINACEOUS GOODS
		Beans
		Dried Lima. 5 1/4
		Medium Hand Picked. 2 50
		Brown Holland. 2 25
		Farina
		24 1 lb. packages. 1 50
		Bulk, per 100 lbs. 2 50



White House, 1 lb. cans.
 White House, 2 lb. cans.
 Excelsior, M. & J. 1 lb. cans
 Excelsior, M. & J. 2 lb. cans
 Tip Top, M. & J. 1 lb. cans.
 Royal Java and Mocha.
 Java and Mocha Blend.
 Boston Combination.
 Ja-Vo Blend.
 Ja-Mo-Ka Blend.
 Distributed by Olney & Judson
 Gro. Co., Grand Rapids, C. El-
 lott & Co., Detroit, B. Desen-
 berg & Co., Kalamazoo, Symons
 Bros. & Co., Saginaw, Jackson
 Grocer Co., Jackson, Meisel &
 Goeschel, Bay City, Fleibach
 Co., Toledo.

Rio

Common. 8
 Fair. 9
 Choice. 10
 Fancy. 15

Santos

Common. 8
 Fair. 9
 Choice. 10
 Fancy. 15

Maracabo

Fair. 13
 Choice. 16

Mexican

Choice. 13
 Fancy. 17

Guatemala

Choice. 13
 Fancy. 17

Java

African. 12
 Fancy African. 17
 O. G. 25
 P. G. 31

Mocha

Arabian. 21
 Package
 New York Basis.
 Arbuckle. 10 1/4
 Dilworth. 10 1/4
 Jersey. 10 1/4
 Lion. 10 1/4
 McLaughlin's XXXX sold to
 retailers only. Mail all orders
 direct to W. F. McLaughlin &
 Co., Chicago.

Extract

Valley City 1/4 gross. 75
 Felix 1/4 gross. 1 15
 Hummel's full 1/4 gross. 85
 Hummel's tin 1/4 gross. 1 43

CONDENSED MILK

4 doz in case.
 Eagle Brand.
 Borden's Eagle Brand.
 Gail Borden Eagle. 6 40
 Crown. 5 90
 Daisy. 4 70
 Champion. 4 25
 Magnolia. 4 00
 Challenge. 4 10
 Dime. 3 85
 Peerless Evaporated Cream. 4 00
 Milkmaid. 3 85
 Tip Top. 3 85
 Nestles. 4 25
 Highland Cream. 5 00
 St. Charles Cream. 4 50

CRACKERS

National Biscuit Co.'s brands
 Butter
 Seymour. 6 1/4
 New York. 6 1/4
 Family. 6 1/4
 Salted. 6 1/4
 Wolverine. 7

Soda

6

Hominy	
Flake, 50 lb. sack	90
Pearl, 200 lb. bbl.	5 00
Pearl, 100 lb. sack	2 50
Macaroni and Vermicelli	
Domestic, 10 lb. box	60
Imported, 25 lb. box	2 50
Pearl Barley	
Common	3 00
Chester	2 90
Empire	3 65
Peas	
Green, Wisconsin, bu.	2 75
Green, Scotch, bu.	1 85
Split, lb.	4
Rolled Oats	
Steel Cut, 100 lb. sacks	5 46
Monarch, 100 lb. sacks	5 20
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
Sago	
East India	3 3/4
German, sacks	3 3/4
German, broken package	4
Tapioca	
Flake, 110 lb. sacks	4 3/4
Pearl, 130 lb. sacks	4 3/4
Pearl, 24 1 lb. packages	6 3/4
Wheat	
Cracked, bulk	3 3/4
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	13
5 to 6 inches	15
6 to 7 inches	17
7 to 8 inches	18
8 to 9 inches	18
9 to 10 inches	20
Cotton Lines	
No. 1, 10 feet	5
No. 2, 15 feet	7
No. 3, 15 feet	9
No. 4, 15 feet	10
No. 5, 15 feet	11
No. 6, 15 feet	12
No. 7, 15 feet	13
No. 8, 15 feet	15
No. 9, 15 feet	18
Linen Lines	
Small	20
Medium	26
Large	34
Poles	
Bamboo, 14 ft., per doz.	50
Bamboo, 16 ft., per doz.	65
Bamboo, 18 ft., per doz.	80

FLAVORING EXTRACTS
FOOTE & JENKS'
JAXON
 Highest Grade Extracts

1 oz full m. 1 20	1 oz full m. 80
2 oz full m. 2 10	2 oz full m. 1 25
No. 3 fan'y 3 15	No. 3 fan'y 1 75

COLEMAN'S
 HIGH GRADE FLAVORING EXTRACTS

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

JENNINGS'
 CONCENTRATED
 FLAVORING EXTRACTS

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

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

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

Tropical Extracts	
2 oz. full measure, Lemon	75
4 oz. full measure, Lemon	1 50
2 oz. full measure, Vanilla	90
4 oz. full measure, Vanilla	1 80

FRESH MEATS

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

7

Mutton	
Carcass	4 1/2 @ 5 1/2
Lamb	7 @ 9
Veal	
Carcass	8 @ 9 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 3/4
GRAINS AND FLOUR	
Wheat	
Wheat	71
Winter Wheat Flour	
Patents	4 35
Second Patent	3 85
Straight	3 65
Second Straight	3 35
Clear	3 25
Graham	3 40
Buckwheat	8 25
Rye	3 00
Subject to usual cash discount	
Flour in bbls., 25c per bbl. additional	
Wheat	
Worden Grocer Co.'s Brand	
Quaker 1/2s	3 80
Quaker 1/4s	3 85
Quaker 1/8s	3 80
Spring Wheat Flour	
Clark-Jewell-Well's 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 10
Ceresota 1/4s	4 10
Ceresota 1/8s	4 10
Worden Grocer Co.'s Brand	
Laurel 1/2s	4 10
Laurel 1/4s	4 10
Laurel 1/8s	4 10
Laurel 1/2s and 1/4s paper	4 30
Meal	
Bolted	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 00
Winter Wheat Bran	16 00
Winter Wheat Middlings	18 00
Cow Feed	17 00
Screenings	16 00
Oats	
Car lots new	34
Corn	
Corn, car lots	63
Hay	
No. 1 Timothy car lots	69 50
No. 1 Timothy ton lots	12 00
HERBS	
Sage	15
Hops	15
Laurel Leaves	15
Penna Leaves	25
INDIGO	
Madras, 5 lb. boxes	55
S. F., 2 3 and 5 lb. boxes	55
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	
MALT-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	
Fancy Open Kettle	40
Choice	35
Sticky	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.	2 35
Queen, 19 oz.	4 50
Queen, 28 oz.	7 00
Stuffed, 5 oz.	90
Stuffed, 8 oz.	1 45
Stuffed, 10 oz.	2 80

PIPES	
Clay, No. 216	1 70
Clay, T. D., full count	85
Clay, No. 2	85
PICKLES	
Medium	
Barrels, 1,200 count	8 00
Half bbls, 600 count	4 25
Small	
Barrels, 2,400 count	9 50
Half bbls, 1,200 count	5 20
PLAYING CARDS	
No. 90, Steamboat	90
No. 15, Rival, assorted	1 20
No. 20, Rover, enameled	1 60
N5. 572, Special	1 75
No. 98, Golf, satin finish	2 00
No. 808, Bicycle	2 00
No. 632, Tournam't Whist	2 25
POTASH	
45 cans in case	
Babbitt's	4 00
Penna Salt Co.'s	3 00
PROVISIONS	
Barreled Pork	
Mess	21 75
Back	20 75
Clear back	21 50
Short cut	21 00
Pig	24 00
Bean	19 00
Family Mess Loin	21 75
Clear	20 75
Dry Salt Meats	
Bellies	12
S X P Bellies	13 1/2
Extra shorts	12
Smoked Meats	
Hams, 12 lb. average	13
Hams, 14 lb. average	13
Hams, 16 lb. average	13
Hams, 20 lb. average	12 1/2
Ham dried beef	12
Shoulders (N. Y. cut)	12
Bacon, clear	15 @ 16 1/2
California hams	15 @ 16 1/2
Bolled Hams	18
Picnic Bolled Hams	18 1/2
Berlin Ham pr's'd	18 1/2 @ 10
Mince Hams	18 1/2 @ 10
Lard	
Compound	7 1/2
Pure	12 1/2
60 lb. Tubs, advance	1 1/2
60 lb. Tubs, advance	1 1/2
60 lb. Tins, advance	1 1/2
20 lb. Pails, advance	1 1/2
10 lb. Pails, advance	1 1/2
5 lb. Pails, advance	1 1/2
10 lb. Pails, advance	1 1/2
Vegetole	8 1/2
Sausages	
Bologna	6
Liver	6 1/2
Frankfort	28
Pork	8 1/2 @ 9
Tongue	9
Headcheese	6 1/2
Beef	
Extra Mess	11 75
Boneless	11 75
Rump, New	12 00
Pigs' Feet	
1/2 bbls, 40 lbs	1 75
1/2 bbls, 40 lbs	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	26
Beef rounds	26
Beef middles	12
Sheep	85
Uncolored Butterine	
Solid, dairy	12 1/2
Rolls, dairy	13
Rolls, purity	18 1/2
Solid, purity	16
Canned Meats	
Corned beef, 2 lb.	2 50
Corned beef, 14 lb.	17 60
Roast beef, 2 lb.	2 50
Potted ham, 1/2s	50
Potted ham, 1/4s	50
Potted ham, 1/8s	50
Potted tongue, 1/2s	50
Potted tongue, 1/4s	50
Potted tongue, 1/8s	50
RICE	
Domestic	
Carolina head	7
Carolina No. 1	6 1/4
Carolina No. 2	6
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 @

IMPORTED
OS AND S
JAPAN RICE

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. 95
 Durkee's, large, 1 doz. 4 15
 Durkee's, small, 2 doz. 4 85

SALERATUS
 Packed 60 lbs. in box.
 Church's Arm and Hammer 3 15
 Deland's 3 00
 Wright's Cow 3 15
 Emblem 3 00
 L. P. 3 00
 Wyandotte, 100 1/2s 3 00

SAL SODA
 Granulated, bbls. 95
 Granulated, 100 lb. cases. 1 05
 Lump, bbls. 95
 Lump, 145 lb. kegs. 95

SALT
Diamond Crystal
 Table, cases, 24 3 lb. boxes. 1 40
 Table, barrels, 100 3 lb. bags. 3 00
 Table, barrels, 40 7 lb. bags. 2 75
 Butter, barrels, 250 lb. bulk. 2 85
 Butter, barrels, 20 14 lb. bags. 2 85
 Butter, sacks, 25 lbs. 67
 Butter, sacks, 56 lbs. 67
 Shaker 24 1/2

Common Grades
 100 3 lb. sacks. 2 25
 25 10 lb. sacks. 2 15
 25 10 lb. sacks. 2 05
 56 lb. sacks. 22
 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 @ 5 1/2
 Small whole. 5 @ 5
 Strips or bricks. 7 @ 5
 Pollock. 5 @ 5 1/2

Halibut
 Strips. 13
 Chunks. 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 60
 Mess 8 lbs. 1 30
 No. 1 100 lbs. 13 00
 No. 1 50 lbs. 7 00
 No. 1 10 lbs. 45
 No. 1 8 lbs. 1 19
 No. 2 100 lbs. 1 19
 No. 2 50 lbs. 35
 No. 2 10 lbs. 35
 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, mech. 85

Whitefish
 No. 1 No. 2 Fam
 100 lbs. 7 75 3 75
 50 lbs. 4 20 2 20
 10 lbs. 93 58
 8 lbs. 77 42

S P Bellies.....	13 1/2
Extra shorts.....	12
Smoked Meats	
Hams, 12 lb. average.....	@ 13
Hams, 14 lb. average.....	@ 13
Hams, 16 lb. average.....	@ 13
Hams, 20 lb. average.....	@ 12 1/2
Ham dried beef.....	@ 12
Shoulders (N. Y. cut).....	@ 12
Bacon, clear.....	15 @ 16 1/2
California hams.....	@ 9 1/2
Bolled Hams.....	@ 18
Picnic Bolled Hams.....	@ 13 1/2
Berlin Ham pr's'd.....	9 1/2 @ 10
Mince Hams.....	9 1/2 @ 10
Lard	

12	13	14	15
Lubetsky Bros. brands B. L. 35 00 Daily Mail, 5c edition. 35 00 Fine Cut Cadillac 54 Sweet Loma 53 Hawatha, 5 lb. pails 54 Hawatha, 10 lb. pails 54 Telegram 22 Pay Car 21 Prairie Rose 49 Protection 37 Sweet Burley 42 Tiger 38 Plug Red Cross 32 Palo 31 Kilo 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 78 Honey Dip Twist 39 Black Standard 38 Cadillac 38 Forge 30 Nickel Twist 50 Smoking Sweet Core 34 Flat Car 37 Great Navy 34 Warpath 25 Bamboo, 16 oz. 24 I X L, 5 lb. 26 I X L, 16 oz. pails 35 Honey Dew 35 Gold Block 35 Flagman 38 Chips 32 Klin Dried 21 Duke's Mixture 38 Duke's Cameo 41 Myrtle Navy 39 Yum Yum, 1 lb. 39 Yum Yum, 1 lb. pails 37 Cream 36 Corn Cake, 2 1/2 oz. 24 Corn Cake, 1 lb. 22 Plow Boy, 1 1/2 oz. 39 Plow Boy, 3 1/2 oz. 39 Peerless, 3 1/2 oz. 32 Peerless, 1 1/2 oz. 34 Air Brake 36 Cant Hook 30 Country Club 32-34 Forex-XXXX 28 Good Indian 23 Self Binder 20-22 Silver Foam 34 TWINE Cotton, 3 ply 16 Cotton, 4 ply 16 Jute, 2 ply 12 Hemp, 6 ply 12 Flax, medium 20 Wool, 1 lb. balls 74 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 Kirkline, 24 1/2 lb. 3 75 Pearline 2 75 Soapline 4 10 Babbitt's 1776 3 75 Roseline 3 70 Armour's 3 70 Nine O'clock 3 35 Wisdom 3 80 Seourine 3 50 Rub-No-More 3 75 WICKING No. 0, per gross 25 No. 1, per gross 30 No. 2, per gross 40 No. 3, per gross 50 WOODENWARE Baskets Bushels, wide band 1 25 Market 45 Splint, large 6 00 Splint, medium 5 00 Splint, small 4 00 Willow Clothes, large 5 00 Willow Clothes, medium 5 00 Willow Clothes, small 5 00 Bradley Butter Boxes 2 lb. size, 24 in case 72 3 lb. size, 16 in case 68 5 lb. size, 12 in case 63 10 lb. size, 6 in case 60 Butter Plates No. 1 Oval, 250 in crate 40 No. 2 Oval, 250 in crate 45 No. 3 Oval, 250 in crate 50 No. 5 Oval, 250 in crate 60 Churns Barrel, 5 gals., each 2 40 Barrel, 10 gals., each 2 55 Barrel, 15 gals., each 2 70 Clothes Pins Round head, 5 gross box 50 Round head, cartons 75 Egg Crates Humpty Dumpty 2 25 No. 1, complete 29 No. 2, complete 18	Faucets Cork lined, 8 in. 65 Cork lined, 9 in. 75 Cork lined, 10 in. 85 Cedar, 8 in. 65 Mop Sticks Trojan spring 90 Kelpse patent spring 85 No. 1 common 75 No. 2 patent brush holder 85 12 lb. cotton mop heads 1 25 Ideal No. 7 90 Pails 2-hoop Standard 1 50 3-hoop Standard 1 65 2-wire, Cable 1 60 3-wire, Cable 1 80 Cedar, all red, brass bound 1 25 Paper, Eureka 2 25 Fibre 2 40 Toothpicks Hardwood 2 50 Softwood 2 75 Banquet 1 50 Ideal 1 50 Traps Mouse, wood, 2 holes 22 Mouse, wood, 4 holes 45 Mouse, wood, 6 holes 70 Mouse, tin, 5 holes 65 Rat, wood 80 Rat, spring 75 Tubs 20-inch, Standard, No. 1 7 00 18-inch, Standard, No. 2 6 00 16-inch, Standard, No. 3 5 00 20-inch, Cable, No. 1 7 50 18-inch, Cable, No. 2 6 50 16-inch, Cable, No. 3 5 50 No. 1 Fibre 9 45 No. 2 Fibre 7 95 No. 3 Fibre 7 20 Wash Boards Bronze Globe 2 50 Dewey 1 75 Double Acme 2 75 Single Acme 2 25 Double Peerless 3 25 Single Peerless 2 50 Northern Queen 2 50 Double Duplex 3 00 Good Luck 2 75 Universal 2 25 Window Cleaners 12 in. 1 65 14 in. 1 85 16 in. 2 30 Wood Bowls 11 in. Butter 75 13 in. Butter 1 10 15 in. Butter 1 75 17 in. Butter 2 75 19 in. Butter 4 25 Assorted 13-15-17 1 75 Assorted 15-17-19 3 00 WRAPPING PAPER Common Straw 1 1/4 Fiber Manila, white 3 1/4 Fiber Manila, colored 4 1/4 No. 1 Manila 4 1/4 Cream Manila 4 1/4 Butcher's Manila 2 3/4 Wax Butter, short count 13 Wax Butter, full count 20 Wax Butter, rolls 15 YEAST CAKE Magic, 3 doz. 1 00 Sunlight, 3 doz. 1 00 Sunlight, 1 1/2 doz. 50 Yeast Cream, 3 doz. 1 00 Yeast Foam, 3 doz. 1 00 Yeast Foam, 1 1/2 doz. 50 FRESH FISH Per lb. White fish 10 1/2 Trout 8 Black Bass 10 1/2 Halibut 14 Clauses or Herring 5 Bluefish 11 Live Lobster 2 1/2 Boiled Lobster 25 Cod 10 Haddock 8 No. 1 Pickerel 8 1/4 Pike 8 Perch 5 Smoked White 11 Red Snapper 13 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 1/4 Calfskins, cured No. 1 10 1/4 Calfskins, cured No. 2 9 Pelts Old Wool 50 1/2 50 Lamb 45 1/2 75 Shearings 40 1/2 75 Tallow No. 1 6 1/4 No. 2 5 1/4 Wool Washed, fine 250 Washed, medium 225 Unwashed, fine 215 Unwashed, medium 16 1/2 18 CANDIES Stick Candy Standard 7 Standard H. H. 7 Standard Twist 8 Cut Leaf 9 Jumbo, 32 lb. 7 1/4 Extra H. H. 10 1/4 Boston Cream 210 Beet Root 8	Mixed Candy Grocers 6 Competition 7 Special 7 1/4 Conserve 8 1/4 Royal 8 Ribbon 8 1/4 Broken 8 1/4 Cut Leaf 8 1/4 English Rock 9 Kindergarten 9 Bon Ton Cream 8 1/4 French Cream 9 Dandy Pan 10 Hand Made Cream 11 1/4 mixed 13 Crystal Cream mix 13 Fancy-In Pans Champ. Crys. Gums 8 1/4 Pony Hearts 15 Fairy Cream Squares 12 Fudge Squares 12 Peanut Squares 9 Salted Peanuts 11 Starlight Kisses 10 San Blas Goodies 12 1/2 Lozenges, plain 9 Lozenges, printed 10 Champion Chocolate 11 1/4 Kelpse Chocolates 12 1/4 Quintette Choc. 12 Gum Drops 5 1/4 Moss Drops 9 Lemon Sours 9 Imperials 9 Ital. Cream Opera 12 Ital. Cream Bonbons 11 20 lb. pails 11 Molasses Chews, 15 lb. pails 13 Golden Waffles 12 Fancy-In 5 lb. Boxes Lemon Sours 50 Peppermint Drops 50 Chocolate Drops 50 H. M. Choc. Drops 50 H. M. Choc. Lt. and 50 Dk. No. 12 21 00 Gum Drops 235 Licorice Drops 275 Lozenges, plain 255 Lozenges, printed 280 Imperials 280 Mottos 280 Cream Bar 255 Molasses Bar 255 Hand Made Creams 80 290 Cream Buttons, Pep. 285 and Wint. 285 String Rock 285 Wintergreen Berries 280 Caramels Clipper, 20 lb. pails 8 1/4 Perfection, 20 lb. pls 12 1/4 Amazon, Choc Cov'd 13 Korker 2 for 1c pr bx 55 Big 3, 3 for 1c pr bx 55 Dukes, 2 for 1c pr bx 50 Favorite, 4 for 1c, bx 50 AA Cream Car's 3 lb 50 FRUITS Oranges Florida Russett 2 Florida Bright 2 Fancy Navela 2 Extra Choice 2 Late Valencia 2 Seedlings 2 Medt. Sweets 2 Jamaica 2 1/4 40 Rudi 2 Lemons Verdell, ex fcy 300 2 Verdell, fcy 300 2 Verdell, ex chco 300 2 Verdell, fcy 300 2 Call Lemons, 300 2 Messina 300 3 50 4 50 Messina 360 3 50 4 50 Bananas Medium bunches 1 50 2 00 Large bunches 1 50 2 00 Foreign Dried Fruits Figs California, Fancy 2 Cal. pkg, 10 lb. boxes 21 00 Extra Choice, Turk. 2 10 lb. boxes 2 Fancy, Turk., 12 lb. boxes 13 1/4 15 Pulled, 6 lb. boxes 2 Naturals, in bags 2 Dates Fards in 10 lb. boxes 2 6 1/4 Fards in 50 lb. cases 2 Hollow 5 1/2 5 1/4 lb. cases, new 2 Sals, 60 lb. cases 2 NUTS Almonds, Tarragona 216 Almonds, Ivica 2 Almonds, California, soft shelled 15 1/2 16 Brazil 211 Walnuts, Green 213 Walnuts, soft shelled 213 Cal. No. 1, new 214 Table Nuts, fancy 213 1/4 Pecans, Med 210 Pecans, Ex. Large 213 Pecans, Jumbos 214 Hickory Nuts per bu. 2 Ohio, new 2 Cocoanuts, full sacks 23 50 Chestnuts, per bu 2 50 books 2 100 books 2 50 500 books 11 50 1,000 books 20 00 Above quotations are for either Tradesman, Superior, Economic or Universal grades. Where 1,000 books are ordered at a time customers receive specially printed cover without extra charge. Coupon Pass Books Can be made to represent any denomination from \$10 down. 50 books 1 50 100 books 2 50 500 books 11 50 1,000 books 20 00 Credit Checks 500, any one denomination 2 00 1,000, any one denomination 3 00 2,000, any one denomination 5 00 Steel punch 75	STONEWARE Butters 1/2 gal., per doz. 48 1 to 6 gal., per gal. 5 1/4 8 gal. each 48 10 gal. each 60 12 gal. each 72 15 gal. meat-tubs, each 1 12 20 gal. meat-tubs, each 1 50 25 gal. meat-tubs, each 2 12 30 gal. meat-tubs, each 2 55 Churns 2 to 6 gal., per gal. 6 "Turn Dashers, per doz. 84 Milkpans 1/2 gal. flat or rd. bot., per doz. 48 1 gal. nat or rd. bot., each 5 1/4 Fine Glazed Milkpans 1/2 gal. flat or rd. bot., per doz. 60 1 gal. flat or rd. bot., each 6 Stewpans 1/2 gal. fireproof, ball, per doz. 85 1 gal. fireproof, ball, per doz. 1 10 Jugs 1/2 gal. per doz. 56 1 gal. per doz. 42 1 to 5 gal., per gal. 7 Sealing Wax 5 lbs. in package, per lb. 2 LAMP BURNERS No. 0 Sun. 35 No. 1 Sun. 38 No. 2 Sun. 48 No. 3 Sun. 85 Tubular 50 Nutmeg 50 MASON FRUIT JARS With Porcelain Lined Caps Pints 4 25 per gross Quarts 4 50 per gross 1/2 Gallon 6 50 per gross Fruit Jars packed 1 dozen in box LAMP CHIMNEYS—Seconds Per box of 6 doz. No. 0 Sun. 1 84 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 (650 doz) 3 50 No. 2 Lime (750 doz) 4 00 No. 2 Flint (800 doz) 4 60 Electric No. 2 Lime (700 doz) 4 00 No. 2 Flint (800 doz) 4 60 OIL CANS 1 gal. tin cans with spout, per doz. 1 30 2 gal. galv. iron with spout, per doz. 1 50 3 gal. galv. iron with spout, per doz. 2 50 5 gal. galv. iron with spout, per doz. 3 50 3 gal. galv. iron with faucet, per doz. 3 75 5 gal. galv. iron with faucet, per doz. 5 00 5 gal. Tilting cans 7 00 5 gal. galv. iron Nacfas 9 00 LANTERNS No. 0 Tubular, side lift 4 75 No. 1 B Tubular 7 25 No. 15 Tubular, dash 7 25 No. 1 Tubular, glass fountain 7 50 No. 12 Tubular, side lamp 13 50 No. 3 Street lamp, each 3 60 LANTERN GLOBES No. 0 Tub., cases 1 doz. each, box, 10c 45 No. 0 Tub., cases 2 doz. each, box, 15c 45 No. 0 Tub., bbls 5 doz. each, per bbl. 1 75 No. 0 Tub., Bull's eye, cases 1 doz. each 1 25 BEST WHITE COTTON WICKS Roll contains 32 yards in one piece. No. 0, 3/4-inch wide, per gross or roll 18 No. 1, 1/2-inch wide, per gross or roll 24 No. 2, 1 inch wide, per gross or roll 34 No. 3, 1 1/4 inch wide, per gross or roll 53 COUPON BOOKS 50 books, any denomination 1 50 100 books, any denomination 2 50 500 books, any denomination 11 50 1,000 books, any denomination 20 00 Coupon Pass Books Can be made to represent any denomination from \$10 down. 50 books 1 50 100 books 2 50 500 books 11 50 1,000 books 20 00 Credit Checks 500, any one denomination 2 00 1,000, any one denomination 3 00 2,000, any one denomination 5 00 Steel punch 75

Facts Boiled Down

Standard D Crackers have been manufactured for years and have never been complained of by retailers.

Standard D Crackers are manufactured in an up-to-date factory by the most modern process.

Standard D Crackers always please, and once a customer always a customer.

Standard D Crackers are extensively advertised, thereby helping the retailer's sales.

Standard D Crackers sell at a good profit to the retailer.

Don't you think it will pay you to investigate?

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

Not in the Trust

Our Catalogue is "Our Drummer"

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

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

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

It has but one price and that is the lowest.

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

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

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

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

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

Butler Brothers

230 to 240 Adams St.,
Chicago

We Sell at Wholesale only.

Quaint Groceries in Little Italy.

Many a fastidious, thrifty American housewife in New York refuses in these days to buy olive oil of her regular grocer, and even the more-or-less swell groceries have in consequence found their sales in that commodity gradually dropping off. The hard-to-suit housewives now go in large numbers to the little Italian grocery shops down town for their oil. They say it is better and vastly cheaper than the bottled goods kept on American grocers' shelves; and not a few of the Italian, Sicilian and Greek fruit stands now keep olive oil in tin cans and jugs and sell it to their customers by the pint, half-pint or quart, always guaranteeing it to be fresh. And the wine vinegars of Italy and Greece now find favor with hundreds of American consumers.

Just as German immigration has made us familiar with the delicatessen shop, the Italian is doing with his grocery. In the six colonies which are established in New York each has a full complement of these establishments. The largest and best are in Mulberry Bend; next are those in Little Italy on the Harlem east side, and in the settlement near Catharine Ferry in Brooklyn.

These shops are neat and interesting. Their stock is somewhat like that of an American store, but full of articles unfamiliar to Yankee eyes. One of the noticeable displays is in macaroni. Of this goodly edible forty varieties are shown, ranging from a hair-like vermicelli to huge, clumsy chunks called cornarini. Tomatoes and cheese are near. The former appear in a tinned preparation of tomato paste. This is the vegetable, plain or spiced, boiled down until it is a solid. The long cooking brings out the flavor, but increases the acidity. It is used for tomato sauce and soup. The favorites in cheese are Parma and Gorgonzola. Other varieties, Italian and French, are in stock, but do not compare with these in popularity.

Almonds and Lombardy chestnuts are always in demand. Besides the sweet, bitter and paper shell almonds are paste and flour made from the kernels, and at times the rich cake known in English as march-pane. Dried chestnuts and chestnut meal are employed in thickening soups and making purees and various kinds of breads and boiled puddings.

The sausage exhibit is worthy of Germany. The Italian sausage is usually harder and drier than the German, and possibly higher flavored. The oldest is the Bologna, in which the peppercorn and garlic add zest to the meat. The Italian salami comes second, and then follow a long series, all of which are nutritious and appetizing. Occasionally the famous Spanish dainty, the Vich sausage, is offered for sale.

In the better stores in Mulberry Bend may be procured the delicate wafers and biscuits of Florence, Venice and Milan, which are the originals of the Vienna and Champagne wafers so largely used in American society. In the main, they are sweeter than the latter and a trifle fuller flavored. Noticeable are the graceful baskets in which wine, oil and vinegar are put up. They are of the same general type as the Chianti flask, and differ chiefly in the style in which they are ornamented by straw wrapping foil, label and tasselled cords.—N. Y. Post.

A Cold World.

Tramp—Please, mum, have you any cold vittles?
Housekeeper—I am very sorry to say, sir, that everything is hot. (Slams the door).

Hardware Price Current

Ammunition					Levels	
Caps					Stanley Rule and Level Co.'s.....dis	70
G. D., full count, per m.....					Mattocks	
Hicks' Waterproof, per m.....					Adze Eye.....	\$17 00..dis
Musket, per m.....					Metals—Zinc	
Ely's Waterproof, per m.....					600 pound casks.....	7 1/2
					Per pound.....	8
Cartridges					Miscellaneous	
No. 22 short, per m.....					Bird Cages.....	40
No. 22 long, per m.....					Pumps, Clatern.....	75&10
No. 32 short, per m.....					Screws, New List.....	85&20
No. 32 long, per m.....					Casters, Bed and Plate.....	50&10&10
					Dampers, American.....	80
Primers					Molasses Gates	
No. 2 U. M. C., boxes 250, per m.....					Stebbins' Pattern.....	60&10
No. 2 Winchester, boxes 250, per m.....					Enterprise, self-measuring.....	30
Gun Wads					Pans	
Black edge, Nos. 11 and 12 U. M. C.....					Fry, Acme.....	60&10&10
Black edge, Nos. 9 and 10, per m.....					Common, polished.....	70&85
Black edge, No. 7, per m.....					Patent Planished Iron	
Loaded Shells					"A" Wood's patent planished, Nos. 24 to 27	
New Rival—For Shotguns					"B" Wood's patent planished, Nos. 25 to 27	
No.	Drs. of Powder	oz. of Shot	Size Shot	Gauge	Broken packages 1/4c per pound extra.	
120	4	1 1/2	10	10	Planes	
128	4	1 1/2	9	10	Ohio Tool Co.'s, fancy.....	40
128	4	1 1/2	8	10	Sciota Bench.....	50
128	4	1 1/2	6	10	Sandusky Tool Co.'s, fancy.....	40
135	4 1/4	1 1/2	5	10	Bench, first quality.....	45
144	4 1/4	1 1/2	4	10	Nails	
200	3 1/2	1 1/2	10	12	Advance over base, on both Steel and Wire.	
208	3 1/2	1 1/2	8	12	Steel nails, base.....	2 70
236	3 1/2	1 1/2	6	12	Wire nails, base.....	2 20
265	3 1/2	1 1/2	5	12	20 to 60 advance.....	Base
264	3 1/2	1 1/2	4	12	10 to 16 advance.....	5
Discount 40 per cent.					8 advance.....	10
Paper Shells—Not Loaded					6 advance.....	20
No. 10, pasteboard boxes 100, per 100.....					4 advance.....	30
No. 12, pasteboard boxes 100, per 100.....					3 advance.....	40
Gunpowder					2 advance.....	50
Kegs, 25 lbs., per keg.....					Fine 3 advance.....	50
1/4 kegs, 12 1/2 lbs., per 1/4 keg.....					Casing 10 advance.....	15
1/4 kegs, 6 1/4 lbs., per 1/4 keg.....					Casing 8 advance.....	25
Shot					Casing 6 advance.....	35
In sacks containing 25 lbs.					Finish 10 advance.....	25
Drop, all sizes smaller than B.....					Finish 8 advance.....	35
Augurs and Bits					Finish 6 advance.....	45
Snell's.....					Barrel 1/2 advance.....	85
Jennings genuine.....					Rivets	
Jennings' imitation.....					Iron and Tinned.....	50
Axes					Copper Rivets and Burs.....	47
First Quality, S. B. Bronze.....					Roofing Plates	
First Quality, D. B. Bronze.....					14x20 IC, Charcoal, Dean.....	7 54
First Quality, S. B. S. Steel.....					14x20 IX, Charcoal, Dean.....	9 00
First Quality, D. B. S. Steel.....					20x28 IC, Charcoal, Dean.....	15 00
Barrows					14x20 IC, Charcoal, Allaway Grade.....	7 50
Railroad.....					14x20 IX, Charcoal, Allaway Grade.....	9 00
Garden.....					20x28 IC, Charcoal, Allaway Grade.....	15 00
Bolts					20x28 IX, Charcoal, Allaway Grade.....	18 00
Stove.....					Ropes	
Carriage, new list.....					Sisal, 1/4 inch and larger.....	10 1/2
Flow.....					Manilla.....	15 1/2
Buckets					Sand Paper	
Well, plain.....					List acct. 19, '88.....	dis
Butts, Cast					Sash Weights	
Cast Loose Pin, figured.....					Solid Eyes, per ton.....	30 00
Wrought Narrow.....					Sheet Iron	
Chain					Nos. 10 to 14.....	
Com.....					Nos. 15 to 17.....	
BB.....					Nos. 18 to 21.....	
BBB.....					Nos. 22 to 24.....	
Crowbars					Nos. 25 to 28.....	
Cast Steel, per lb.....					No. 27.....	
Chisels					All Sheets No. 18 and lighter, over 30 inches	
Socket Firmer.....					wide, not less than 2-10 extra.	
Socket Framing.....					Shovels and Spades	
Socket Corner.....					First Grade, Doz.....	
Socket Sinks.....					Second Grade, Doz.....	
Elbows					Solder	
Com. 4 piece, 6 in., per doz.....					The prices of the many other qualities of solder	
Corrugated, per doz.....					in the market indicated by private brands vary	
Adjustable.....					according to composition.	
Expansive Bits					Squares	
Clark's small, \$18; large, \$26.....					Steel and Iron.....	
Ives' 1, \$18; 2, \$24; 3, \$30.....					Tin—Melyn Grade	
Files—New List					10x14 IC, Charcoal.....	
New American.....					14x20 IC, Charcoal.....	
Nicholson's.....					20x14 IX, Charcoal.....	
Heller's Horse Rasps.....					Each additional X on this grade, \$1.25.	
Galvanized Iron					Tin—Allaway Grade	
Nos. 16 to 20; 22 and 24; 25 and 28; 27, List 12 13 14 15 16.....					10x14 IC, Charcoal.....	
Discount, 2&10					14x20 IC, Charcoal.....	
Gauges					10x14 IX, Charcoal.....	
Stanley Rule and Level Co.'s.....					14x20 IX, Charcoal.....	
Glass					Each additional X on this grade, \$1.50	
Single Strength, by box.....					Boiler Size Tin Plate	
Double Strength, by box.....					14x56 IX, for No. 8 Boilers, per pound.....	
By the Light.....					14x56 IX, for No. 9 Boilers, per pound.....	
Hammers					Traps	
Maydole & Co.'s, new list.....					Steel, Game.....	
Yerkes & Plumb's.....					Onelda Community, Newhouse's.....	
Mason's Solid Cast Steel.....					Onelda Community, Hawley & Nor-	
Hinges					ton's.....	
Gate, Clark's 1, 2, 3.....					Mouse, choker per doz.....	
Hollow Ware					Mouse, delusion, per doz.....	
Pots.....					Wire	
Kettles.....					Bright Market.....	
Spiders.....					Annealed Market.....	
Horse Nails					Coppered Market.....	
Au Sable.....					Tinned Market.....	
House Furnishing Goods					Coppered Spring Steel.....	
Stamped Tinware, new list.....					Barbed Fence, Galvanized.....	
Japanned Tinware.....					Barbed Fence, Painted.....	
Iron					Wire Goods	
Bar Iron.....					Bright.....	
Light Band.....					Screw Eyes.....	
Knobs—New List					Hooks.....	
Door, mineral, jap. trimmings.....					Gate Hooks and Eyes.....	
Door, porcelain, jap. trimmings.....					Wrenches	
Lanterns					Baxter's Adjustable, Nickel.....	
Regular 6 Tubular, Doz.....					Coe's Genuine.....	
Warren, Galvanized Fount.....					Coe's Patent Agricultural, Wrought.....	

300 Per Cent. Increase

In your Rice sales by selling these



Pocket Rices



Large Grain Carolina

Retail 25c



Retail 25c

20 minute recipe on each pocket.

Trade supplied by

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

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

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

The Grain Market.

Wheat has been very strong during the whole week, notwithstanding the visible made an unprecedentedly large increase of 3,900,000 bushels, which would usually be considered a very bearish argument. While the shorts jumped on the market with both feet, they were not able to reduce the price. Instead, there was an advance of fully $1\frac{1}{4}$ c for December and 2c for May options. Cash wheat also showed a great deal of strength and an advance of fully $1\frac{1}{4}$ c can be recorded for winter wheat. It is hard to explain the cause of this upturn. We have always contended that wheat around present prices was too low and it looks as though we were right on that point. We might add that conditions are somewhat different from what they usually are. We hear—how true it is we are unable to say—that wheat east of the Rockies is being shipped to California for export to the Orient and other wheat importing countries on that side of the globe. California is about 12,000,000 bushels short of last year's crop in that State. Taking all things into consideration, wheat will remain at present prices. It may be possible that it will be elevated a little, but it is all mere guesswork. It all depends on how the Chicago talent feel on the subject. They seem to have more to do with the ups and downs in wheat than the supply and demand. If the natural supply and demand were taken into consideration, wheat would certainly be higher than it is at present. Our views on the subject have been expressed very often, so we need not go into details again.

Corn, owing to weather conditions, has been weak. Considerable corn will be on the market before the middle of December that will grade, which, of course, will have a tendency to lower the price. At least, our opinion is in that direction. When anything is abnormally high, there are always ways found to substitute other cereals, which is the case with corn at present, so there will be no advance. The visible showed an increase of only about 200,000 bushels.

Oats were considerably stronger than a week ago. They have gained fully 1c. The visible increase was only 117,000 bushels, which was very much smaller than was anticipated. We have just about as much on hand as we had a year ago, which is something remarkable. Farmers seem to be willing to part with oats in preference to wheat or corn. Prices are high and there is plenty of room below for a drop of a few cents. Whether this will be realized is hard to tell.

Rye is slow sale. To-day's quotations are fully 1c off from what they were. Exports have been very small and the cereal does seem to be generally neglected. We thought, on account of the shortness of the rye crop in Germany, that we would have a better demand, and we may get it later. For the present rye looks like being depressed and as if lower prices would prevail.

Beans have been rather strong, with more enquiry, but the market lacks snap, as they have only advanced $2\frac{1}{2}$ c since last week. The demand, however, seems fair. Should the prediction of a large importation prove true, we may see a drop of fully 50c per bushel before long.

Flour remains very steady, with no shading in price. There is a good call for it, both local and domestic. Present prices will be sustained, if not advanced before long.

Mill feed seems to sustain present prices. While the Northwest is offering a trifle more than it was, the dairy sections in this country are taking all the offerings. It is surprising how many more dairies there are in the United States than there were a year ago. Prices will not be shaded just now.

Receipts of grain have been normal, being as follows: wheat, 60 cars; corn, 2 cars; oats, 4 cars; flour, 2 cars; bran, 1 car; straw, 1 car; potatoes, 33 cars. Millers are paying 71c for No. 2 red wheat. C. G. A. Voigt.

Co-operation Which Proved Expensive. From the Copper County News.

The directors of the Finnish Workmen's Mercantile Co. have ordered an inventory taken of its stock of merchandise for the purpose of knowing exactly what their financial standing is. They have called a meeting of the stockholders for Saturday evening, at which time it is expected that the shareholders will vote to elect a new and competent manager. They will also call an assessment to liquidate the outstanding indebtedness. The assets of the concern are about \$12,000 and its liabilities between \$5,000 and \$6,000.

One of the Best.

West Bay City, Nov. 10—Enclosed please find one dollar, the same to renew my subscription to the Tradesman. On my arrival home on Saturday, if I do not find the Tradesman on my desk I feel as though something had gone wrong with me, as I enjoy reading it very much, and, after having taken it for one year, I can not see how any one could let his subscription expire, as it is one of the best if not the very best publications of the kind I ever saw. I wish you the success you so richly deserve. George H. Randall.

William Waldorf Astor, the American millionaire who has become a citizen of England, is reported to have received notice to drop the prefix of "Honorable," which he has been using before his name. As an American he was entitled to use it, having been a member of the New York Legislature. But from the moment he became naturalized as an Englishman he became subject to the English rules and regulations governing the use of titles and prefixes of this kind, which provide that no one shall style himself "The Honorable" unless he happens to be the son of a peer of the realm, or the member of certain colonial legislatures.

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.

WANTED—TO BUY A SMALL STOCK OF drugs. Address No. 847, care Michigan Tradesman. 847

FOR SALE—STORE AND STOCK OF GENERAL merchandise, situated at one of Michigan's most popular summer resorts; a good trade established; store runs year round. A money maker. Investigate. Terms cash. Also farm of 240 acres. "Five miles south of Petoskey." Good buildings, well watered and mostly improved. A bargain for cash. Address A. E. Hass, Walloon Lake, Mich. 882

FOR SALE—STOCK IN UNITED STATES Bakery. Inquire of F. M. Kilbourn, Secretary, Corunna, Mich. 884

AN UP-TO-DATE RESTAURANT AND bakery, doing a profitable business, can be bought right. Address B., care Michigan Tradesman. 861

FOR SALE AT A BARGAIN IF TAKEN at once—Nice, clean stock of groceries, including fixtures and soda fountain. Will invoice about \$1,500; brick building; rent \$15 per month; best town of 1,200 population in Southern Michigan. Further particulars address No. 860, care Michigan Tradesman. 860

CHOICE FARM FOR SALE OR TRADE for merchandise; 80 acres muck soil, $1\frac{1}{2}$ miles from town. Address 321 $\frac{1}{2}$ Lake, Petoskey. 887

TO RENT \$7—BUILDING FOR MEAT MAR- ket or other business, with three living rooms, also barn; location good on South East St., Grand Rapids. James Campbell, Room 6, Giant Block, Grand Rapids. 850

WANTED—UP-TO-DATE SHOE STOCK, invoicing about \$2,000, in town of about 1,500 inhabitants. Will pay spot cash. Address E. C. Apsey, 157 Sixth Avenue, Grand Rapids. 849

FOR SALE—GROCERY AND NOTION stock; good lively town in Southern Michigan; good location; will invoice about \$800; good reason for selling. Address Owner, Box 193, Lawrence, Mich. 855

FOR SALE—HARDWARE AND IMPLE- ment stock in the best agricultural district of Northern Michigan. Good reason for selling. Address No. 846, care Michigan Tradesman. 846

FOR SALE OR EXCHANGE—\$12,000 STOCK of dry goods, shoes and clothing at Mason City, Ia. one of the best towns in the State. Will accept part in good real estate. Address No. 845, care Michigan Tradesman. 845

FOR SALE—A TWELVE HORSE POWER boiler nearly new for \$100, if sold before Jan. 1, 1903. Address F. W. Brown, Ithaca, Mich. 853

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 Wegeren, 523 Genesee ave., Saginaw, Mich. 833

WANTED—TO LET CONTRACT FOR CUT- ting cedar shingles near Mackinaw. Timber for 500,000 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—\$3,000 GENERAL STOCK AND \$2,500 store building, located in village near Grand Rapids. Fairbanks 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, tinners' and pump tools, good location, good business, good reasons for selling. Address Lock Box 107, Holland, Minn. 836

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. 834

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—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

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

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

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. 671

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

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

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

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

I WANT TO BUY SOME KIND OF BUSINESS and residence (not connected); what have you to offer? Give full description and price. A. M. Barron, Station A, South Bend, Ind. 746

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

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

PHARMACIST SITUATION WANTED; EX- perience; references; state salary paid. Write Box 39, Lisbon, Mich. 856

WANTED BY EXPERIENCED SALE- man—Permanent position in general store; references. Address N. B., care Michigan Tradesman. 859

WANTED BY EXPERIENCED SALE- lady—Permanent position in dry goods store. References if required. Address No. 858, care Michigan Tradesman. 858

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

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

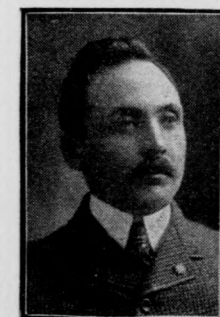
WANTED—A MAN TO DELIVER AND work in grocery store. Must be of good character, a worker and strictly temperate; a steady job for the right man. Address No. 823, care Michigan Tradesman. 823

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

Cheney & Tuxbury
Real Estate Dealers

Timbered and Farm Lands a Specialty.

24 Canal St., Grand Rapids, Mich.

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